



## **Greenwich United Way June 2020 Financial Snapshot (unaudited)**

### **Revenues (Statement of Activities – YTD)**

Results (thru 6/30/2020)

- We are ahead last year on campaign \$152k and ahead this year's budget by \$1661k.
- Total revenue (includes campaign, events, DI, "other contributions") is at \$2.1mm or ~4% under budget.
- TOTAL SUPPORT AND REVENUE (includes campaign, events, DI, "other contributions" **and** investment income) is at \$2.24mm or ~2% under budget. Variance here due to deferment of Sole Sisters and golf revenue which will be recognized in the Fall.
- ECAGS revenue behind due to the shift in partner resources (closure of YM ELC) which has led to a lag in fundraising. New donor deck awaiting GPS data.
- COVID Relief Fund thru June – raised \$880k.
- Began allocating staff time to Covid fund (program expense). ~\$38k to date.

### **Investment income**

- BDRF is up \$9k vs YTD budget and up \$45k for June. YTD = \$49k realized / \$46k unrealized.
- Merrill Lynch fund up \$29k for year and up \$18k for June.

### **Expense review (Detail of Expenses – YTD)**

#### **Salaries:**

- **YTD, overall** salaries are \$9.7 over budget due to rolled over staff vacation time not taken due to Covid.

### **UWG Program/Operating Expenses (Major Variances)**

- **Overall**, program/operating expenses are (\$312k) under budget. Part of this variance is due to: \$950k budgeted to grants being made but only \$785k granted ytd; \$65k in timing of various expenses; HSTS spending stopped.

### **Balance Sheet**

- The GUW's cash position stands at \$~1.93mm.
- Restricted total is ~\$973k; unrestricted total is ~\$830k.
- Covid restricted dollars at ~\$380k

### **A note on Direct Impact Revenues:**

- As of 6/30/20, we have gifts and pledges totaling ~\$2.05mm for DI.
- YIP - \$64k in temporarily restricted pledges.
- ECAGS -\$407k in temporarily restricted pledges.
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