



Greenwich United Way October 2020 Financial Snapshot

Revenues (Statement of Activities - YTD)

Results (thru 10/31/2020)

- We are behind last year on campaign \$122k and behind this year's budget by \$9k.
- Total revenue (includes campaign, events, DI, "other contributions") is at \$935k or ~13% under budget.
- TOTAL SUPPORT AND REVENUE (includes campaign, events, DI, "other contributions" **and** investment income) is at \$1.01k or ~9% under budget.

Investment income

- For the month of October, the BDRF had realized gains of \$5.2k.
YTD = \$69k realized gains / \$46k unrealized gains.
- Merrill Lynch fund: YTD: \$6.5k realized gains / \$7.3k unrealized gains.
For October, Merrill Lynch fund had \$1.6k in realized gains.

Expense review (Detail of Expenses - YTD)

Salaries:

- YTD, **overall** salaries are flat to budget.

UWG Program/Operating Expenses (Major Variances)

- **Overall**, program/operating expenses are (\$52k) under budget.

Balance Sheet

- The GUW's cash position stands at \$~2.01mm.
- Restricted total is ~\$775k; unrestricted total is ~\$1.2mm.
- Covid restricted dollars at ~\$251k

Direct Impact - See Snapshot