



Greenwich United Way November 2020 Financial Snapshot

Revenues (Statement of Activities - YTD)

Results (thru 11/30/2020)

- We are behind last year on campaign \$111k and ahead this year's budget by \$34k.
- Total revenue (includes campaign, events, DI, "other contributions") is at \$1.11mm or ~7% under budget.
- TOTAL SUPPORT AND REVENUE (includes campaign, events, DI, "other contributions" **and** investment income) is at \$1.2k or ~2% under budget.

Investment income

- For the month of November, the BDRF had realized gains of \$27k.
YTD = \$96k realized gains / \$179k unrealized gains.
- Merrill Lynch fund: YTD: \$7.4k realized gains / \$46k unrealized gains.
For October, Merrill Lynch fund had \$1k 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