



Greenwich United Way January 2021 Financial Snapshot

Revenues (Statement of Activities - YTD)

Results (thru 1/30/2021)

- We are behind last year's campaign \$19.5k and ahead this year's budget by \$45k. Note last year at this time was pre-COVID.
- Total revenue (includes campaign, events, DI, "other contributions") is at \$1.59mm or <1% under budget.
- TOTAL SUPPORT AND REVENUE (includes campaign, events, DI, "other contributions" **and** investment income) is at \$1.8mm or ~9% over budget, driven by BDRF performance.

Investment income

- For the month of January, the BDRF had realized gains of \$82k.
YTD = \$205k realized gains/ \$173k unrealized gains.
- Merrill Lynch fund: YTD: \$12.3k realized gains / \$24k unrealized gains.
For January, Merrill Lynch fund had \$1.5k in realized gains.

Expense review (Detail of Expenses - YTD)

Salaries:

- **YTD, overall** salaries and related expenses are (\$9.7k) under budget due to temporary vacancy in staff.

UWG Program/Operating Expenses (Major Variances)

- **Overall**, program/operating expenses are (\$97k) under budget. Major variances include timing of dues, audit, moving and campaign expenses.

Balance Sheet

- The GUW's cash position stands at \$~2.6mm.
- Restricted total is ~\$700k; unrestricted total is ~\$1.87mm.
- Covid restricted dollars at ~\$243k (note: as of March, this fund has been spent to near \$0 due to CIP grants that were "covid related")

Direct Impact - See Snapshot