

# MARTIN, DECROUZE & COMPANY LLP

*Certified Public Accountants*

## Accountant's Compilation Report

To the Board of Trustees of  
United Way of Greenwich, Inc.  
Greenwich, CT

Management is responsible for the accompanying financial statements of United Way of Greenwich, Inc. (a nonprofit organization), which comprise the statements of financial position as of October 2021, and the related statements of activities and functional expenses for October, 2021 year to date in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

The accompanying financial statements include comparisons to management's budget amounts, which are not a required part of the basic financial statements. Such information is the responsibility of management. The supplementary information was subject to our compilation engagement. We have not audited or reviewed the supplementary information and do not express an opinion, a conclusion, nor provide any assurance on such information.

Management has elected to omit substantially all of the disclosures required by accounting principles general accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Organization's financial position, changes in net assets, and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

We are not independent with respect to United Way of Greenwich, Inc.

*Martin, DeCruze & Co. LLP*

Martin, DeCruze & Company, LLP  
Stamford, CT 06905

January 4, 2022

**United Way of Greenwich**  
**Statements of Activities**  
**October 2021 Year to Date**

	<b>BUDGET</b>		<b>ACTUAL</b>				Restricted Funds	Jul 1, 2020 - Jun 30, 2021
	Annual	YTD	YTD	Variance	Prior YTD	Variance		
<b>Support and Revenue</b>								
<b>Campaign Results</b>								
Local Campaign	1,200,000	552,000	400,868	(151,132)	504,633	(103,765)	-	1,197,898
Donor Designations - In	110,000	38,400	11,553	(26,847)	29,626	(18,073)	-	88,861
Donor Designations - Out	(15,000)	(7,250)	(5,000)	2,250	(5,100)	100	-	(5,410)
Less: Provision for Uncollectibles	(40,000)	(13,332)	(13,332)	-	(13,332)	-	-	(39,996)
<b>Total Campaign Results</b>	1,255,000	569,818	394,089	(175,729)	515,827	(121,738)	-	1,241,353
<b>Other Revenue</b>								
Other Contributions (bequests, spec gifts, etc)	10,000	3,333	10,000	6,667	11,170	(1,170)	-	18,069
<b>Total Other Revenue</b>	10,000	3,333	10,000	6,667	11,170	(1,170)	-	18,069
<b>Covid Relief</b>								
Covid relief revenue	-	-	-	-	1,802	(1,802)	-	7,802
Covid relief grants	-	-	-	-	(98,806)	98,806	-	(355,682)
Covid Relief - restricted funds	-	-	-	-	105,170	(105,170)	-	356,369
<b>Total Covid Relief Revenue</b>	-	-	-	-	8,166	(8,166)	-	8,489
<b>Events</b>								
Sole Sisters (receipts)	285,000		20,325	20,325	261,323	(240,998)	-	407,707
Sole Sisters (expenses)	(50,000)		(1,098)	(1,098)	(42,888)	41,790	-	(86,333)
<b>Total Sole Sisters</b>	235,000	-	19,227	19,227	218,435	(199,208)	-	321,374
Virtual Event	15,000		-	-	-	-	-	-
Golf (receipts)	90,000	90,000	87,143	(2,857)	73,139	14,004	-	68,414
Golf (expenses)	(40,000)	(40,000)	(54,456)	(14,456)	(45,007)	(9,449)	-	(50,007)
<b>Total Golf</b>	50,000	50,000	32,687	(17,313)	28,132	4,555	-	18,407
Comedy Night (receipts)	80,000	80,000	117,067	37,067	30,943	86,124	-	52,778
Comedy Night (expenses)	(25,000)	(25,000)	(30,659)	(5,659)	(17,123)	(13,536)	-	(17,191)
<b>Total Comedy Night</b>	55,000	55,000	86,408	31,408	13,820	72,588	-	35,587
<b>Net Event Income</b>	355,000	105,000	138,322	33,322	260,387	(122,065)	-	375,368
<b>DI Revenue</b>								
Youth Impact Programs	130,000	43,333	19,500	(23,833)	167	19,333	-	22,790
YIP - restricted funds	-	-	-	-	35,495	(35,495)	-	81,106
<b>Total YIP Current Revenue</b>	130,000	43,333	19,500	(23,833)	35,662	(16,162)	-	103,896
HSTS Program	-	-	-	-	(50,000)	50,000	-	(60,000)
HSTS - restricted funds	-	-	-	-	-	-	-	-
<b>Total HSTS Current Revenue</b>	-	-	-	-	(50,000)	50,000	-	(60,000)
ECAGS	250,000	83,333	94,950	11,617	93,750	1,200	-	873,067
ECAGS - restricted funds	234,982	78,327	50,216	(28,111)	59,902	(9,686)	(50,216)	(395,138)
<b>Total ECAGS Current Revenue</b>	484,982	161,661	145,166	(16,495)	153,652	(8,486)	(50,216)	477,929
<b>Total DI Revenue</b>	614,982	204,994	164,666	(40,328)	139,314	25,352	(50,216)	521,825
<b>Total Revenue</b>	2,234,982	883,145	707,077	(176,068)	934,864	(227,787)	(50,216)	2,165,104

**United Way of Greenwich**  
**Statements of Activities**  
**October 2021 Year to Date (continued)**

	<b>BUDGET</b>		<b>ACTUAL</b>				Restricted Funds	Jul 1, 2020 - Jun 30, 2021
	Annual	YTD	YTD	Variance	Prior YTD	Variance		
Investment Income (income & realized gain)	10,000	3,333	8,176	4,843	6,516	1,660	-	17,996
Board designated reserve fund (income & realized gain)	109,834		30,391	30,391	68,860	(38,469)	-	255,918
<b>Total Support and Revenue</b>	<b>2,354,816</b>	<b>886,479</b>	<b>745,644</b>	<b>(140,835)</b>	<b>1,010,240</b>	<b>(264,596)</b>	<b>(50,216)</b>	<b>2,439,018</b>
<b><u>UWG Operating expense allocation</u></b>								
<b><u>Grants &amp; Board Designated</u></b>								
Grants to Agencies	875,000		-	-	3,000	(3,000)	-	751,840
Early Education Scholarships	50,000		5,009	5,009	-	5,009	-	10,813
Special/Critical Response Grants	5,000	1,667	-	(1,667)	-	-	-	5,000
<b>Total Grants &amp; Board Designated</b>	<b>930,000</b>	<b>1,667</b>	<b>5,009</b>	<b>3,342</b>	<b>3,000</b>	<b>2,009</b>	<b>-</b>	<b>767,653</b>
<b><u>Program/Operating/Depreciation</u></b>								
UWG Program/Operating	824,670	283,017	213,414	(69,603)	210,074	3,340	-	652,441
Covid Relief Program	-	-	-	-	11,203	(11,203)	-	11,526
Community Planning Program/Operating	26,472	8,824	8,789	(35)	10,090	(1,301)	-	34,091
YIP Program/Operating	120,472	39,703	47,690	7,987	35,662	12,028	-	125,029
HSTS Program/Operating	4,500	1,500	717	(783)	1,026	(309)	-	3,317
ECAGS Program/Operating	484,982	161,111	145,166	(15,945)	153,652	(8,486)	-	477,929
Depreciation	1,400	467	264	(203)	259	5	-	779
<b>Total Program/Operating/Depreciation</b>	<b>1,462,496</b>	<b>494,622</b>	<b>416,040</b>	<b>(78,582)</b>	<b>421,966</b>	<b>(5,926)</b>	<b>-</b>	<b>1,305,112</b>
<b>Total Expenses</b>	<b>2,392,496</b>	<b>496,289</b>	<b>421,049</b>	<b>(75,240)</b>	<b>424,966</b>	<b>(3,917)</b>	<b>-</b>	<b>2,072,765</b>
<b>Increase (Decrease) to Net Assets prior to unrealized gain/loss on investments and other income</b>	<b>(37,680)</b>	<b>390,190</b>	<b>324,595</b>	<b>(65,595)</b>	<b>585,274</b>	<b>(260,680)</b>		<b>366,253</b>
Non-recurring items	(8,000)		-	-	-	-		111,428
Investment Income (unrealized gain/loss)	-	-	(3,798)	(3,798)	7,384	(11,182)		67,231
BDRF (unrealized gain/loss)	-	-	96,507	96,507	46,042	50,465		354,444
<b>Total unrealized investment income/loss and other income</b>	<b>(8,000)</b>	<b>-</b>	<b>92,709</b>	<b>92,709</b>	<b>53,426</b>	<b>39,283</b>		<b>533,103</b>
<b>Increase (Decrease) to Net Assets</b>	<b>(45,680)</b>	<b>390,190</b>	<b>417,304</b>	<b>27,114</b>	<b>638,700</b>	<b>(221,397)</b>		<b>899,356</b>
<b><u>For informational purposes</u></b>								
<b>BDRF Investment Draw</b>	<b>109,834</b>	<b>109,834</b>		<b>109,834</b>				<b>90,065</b>

**United Way of Greenwich**  
**Statements of Functional Expenses**  
**October 2021 Year to Date**

	BUDGET		ACTUAL				Jul 1, 2020 - Jun 30, 2021
	Annual	YTD	YTD	Variance	Prior YTD	Variance	
Program/Operating/Depreciation							
UWG Program/Operating Expenses							
Salaries & related expenses - UWG	490,907	163,636	135,248	(28,388)	135,801	(553)	423,449
Outsourced marketing	54,000	18,000	18,000	-	18,000	-	54,000
Outsourced accounting	66,000	24,000	20,000	(4,000)	23,495	(3,495)	64,155
State and National dues	35,000	5,700	-	(5,700)	3,230	(3,230)	9,689
Bank/brokerage/credit card fees	22,500	7,501	4,149	(3,352)	2,763	1,386	12,724
IT	12,500	3,332	3,029	(303)	5,956	(2,927)	12,111
Occupancy (rent/storage/maint/util)	99,200	28,496	28,514	18	28,709	(195)	85,474
Audit fees	23,200	13,000	-	(13,000)	-	-	25,535
Insurance	18,750	6,000	5,260	(740)	6,213	(953)	15,959
Office equipment	7,500	2,736	2,165	(571)	2,160	5	5,066
Campaign expenses	39,000	24,111	17,638	(6,473)	14,800	2,838	15,340
Marketing expenses	10,000	3,600	4,455	855	6,390	(1,935)	13,809
Postage/shipping	6,500	2,167	35	(2,132)	226	(191)	1,411
Office supplies and expenses	5,500	1,836	2,697	861	741	1,956	5,993
Telephone and internet	7,500	2,500	2,075	(425)	2,593	(518)	7,531
Other professional services	2,000	667	2,387	1,720	1,017	1,370	4,125
Subscriptions/memberships	900	300	833	533	-	833	12,732
Conferences/training	1,000	332	-	(332)	-	-	50
Misc expense	500	167	515	348	-	515	(811)
Board cultivation	3,000	1,000	-	(1,000)	-	-	-
Board expenses	7,000	1,200	2,392	1,192	-	2,392	8,400
Moving Expenses	12,000	6,000	-	(6,000)	-	-	-
Legal Fees	2,500	833	-	(833)	1,303	(1,303)	1,445
Total UWG Program/Operating Expenses	926,957	317,113	249,392	(67,722)	253,397	(4,006)	778,187
Less allocation to DIP youth cost structure	(32,287)	(10,762)	(16,353)	(5,591)	(12,674)	(3,679)	(39,940)
Less allocation to DIP ECAGS cost structure	(70,000)	(23,333)	(19,625)	3,708	(30,647)	11,022	(85,804)
Total UWG Program/Operating Expenses Post DI Allocation	824,670	283,017	213,414	(69,605)	210,074	3,336	652,441
Community Planning Program Expenses							
Salaries & related expenses	21,472	7,157	8,506	1,349	9,914	(1,408)	33,494
Needs Assessment	2,500	833	-	(833)	-	-	-
Community planning	2,500	833	283	(550)	176	107	597
Total Community Planning Program Expenses	26,472	8,824	8,789	(35)	10,090	(1,301)	34,091
Youth Impact Programming							
Salaries & related expenses - YIP	68,185	22,728	26,158	3,429	22,528	3,630	76,858
Salaries & related expenses - YIP Fundraising	-	-	3,706	3,706	346	3,360	5,386
Reading Champion Op Ex	7,500	2,046	811	(1,235)	114	698	2,845
Champions program materials	7,500	2,500	-	(2,500)	-	-	-
JRUW	2,500	833	662	(172)	-	662	-
Donor communication & social media	1,000	333	-	(333)	-	-	-
Direct fundraising costs	1,500	500	-	(500)	-	-	-
UWG Operating expense allocation	32,287	10,762	16,353	5,591	12,674	3,679	39,940
Total YIP Program/Operating Expenses	120,472	39,703	47,690	7,987	35,662	12,028	125,029
HSTS Program/Operating Expenses							
Salaries & related expenses - HSTS	-	-	-	-	-	-	-
Salaries & related expenses - HSTS Fundraising	-	-	-	-	-	-	-
VisionLink buildout	-	-	-	-	-	-	-
VisionLink seat licenses	3,000	1,000	716	(284)	537	179	1,970
Miscellaneous HSTS	1,500	500	-	(500)	489	(489)	1,345
UWG Operating expense allocation	-	-	-	-	-	-	-
Total HSTS Program/Operating Expenses	4,500	1,500	717	(783)	1,026	(309)	3,317

**United Way of Greenwich**  
**Statements of Functional Expenses (continued)**  
**October 2021 Year to Date**

	<b>BUDGET</b>		<b>ACTUAL</b>				<b>Jul 1, 2020 - Jun 30, 2021</b>
	<b>Annual</b>	<b>YTD</b>	<b>YTD</b>	<b>Variance</b>	<b>Prior YTD</b>	<b>Variance</b>	
<b><u>ECAGS Program/Operating Expenses</u></b>							
Salary & related expenses - Family Center ECAGS	162,500	54,167	59,479	5,312	52,953	6,526	158,861
Salary & related expenses - UWG ECAGS	64,417	21,472	26,349	4,877	28,596	(2,247)	87,284
Salaries & related expenses - ECAGS Fundraising	-	-	7,071	7,071	3,700	3,371	15,414
PAT affiliate fee & training	1,650	-	400	400	617	(217)	2,467
PAT supplies & incidental expenses	40,000	13,333	11,232	(2,101)	12,596	(1,364)	38,548
Instructional coach salary & related expenses	87,615	29,205	12,732	(16,473)	22,693	(9,961)	72,526
Instructional coach transportation & incidentals	5,000	1,667	728	(939)	-	728	475
Early childhood expert	20,000	6,667	2,950	(3,717)	1,850	1,100	11,050
Contingency (10% of staff/supplies)	29,300	9,767	-	(9,767)	-	-	-
Donor communication & social media	2,000	667	4,600	3,933	-	4,600	5,500
Direct fundraising costs	2,500	833	-	(833)	-	-	-
UWG Operating expense allocation	70,000	23,333	19,625	(3,708)	30,647	(11,022)	85,804
<b>ECAGS Program/Operating Expenses</b>	<b>484,982</b>	<b>161,111</b>	<b>145,166</b>	<b>(15,945)</b>	<b>153,652</b>	<b>(8,486)</b>	<b>477,929</b>
<b><u>COVID Relief Program/Operating Expenses</u></b>							
Salaries & related expenses - Covid	-	-	-	-	8,166	(8,166)	8,489
Salaries & related expenses - Covid Fundraising	-	-	-	-	3,037	(3,037)	3,037
<b>Covid Relief Program/Operating Expenses</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>11,203</b>	<b>(11,203)</b>	<b>11,526</b>
<b><u>Depreciation Expense</u></b>	<b>1,400</b>	<b>472</b>	<b>264</b>	<b>(208)</b>	<b>259</b>	<b>-</b>	<b>779</b>
<b><u>Total Expenses</u></b>	<b>1,462,496</b>	<b>494,627</b>	<b>416,040</b>	<b>(78,589)</b>	<b>421,966</b>	<b>(5,935)</b>	<b>1,305,112</b>
<b><i>Total salary &amp; related expenses</i></b>	<b>732,596</b>	<b>244,199</b>	<b>219,770</b>	<b>(24,429)</b>	<b>234,781</b>	<b>(15,011)</b>	<b>725,937</b>

**United Way of Greenwich  
Statements of Activities  
October 2021**

	<i>BUDGET</i>		<i>ACTUAL</i>		Restricted Funds
	Annual	Month	Current Month	Variance	
<b>Support and Revenue</b>					
<b><u>Campaign Results</u></b>					
Local Campaign	1,200,000	132,000	157,167	25,167	-
Donor Designations - In	110,000	15,400	1,532	(13,868)	-
Donor Designations - Out	(15,000)	(750)	(5,000)	(4,251)	-
Less: Provision for Uncollectibles	(40,000)	(3,333)	(3,333)	-	-
<b>Total Campaign Results</b>	<b>1,255,000</b>	<b>143,317</b>	<b>150,365</b>	<b>7,049</b>	<b>-</b>
<b><u>Other Revenue</u></b>					
Other Contributions (bequests, spec gifts, etc)	10,000	833	10,000	9,167	-
<b>Total Other Revenue</b>	<b>10,000</b>	<b>833</b>	<b>10,000</b>	<b>9,167</b>	<b>-</b>
<b><u>Events</u></b>					
Sole Sisters (receipts)	285,000	-	325	325	-
Sole Sisters (expenses)	(50,000)	-	(31)	(31)	-
<b>Total Sole Sisters</b>	<b>235,000</b>	<b>-</b>	<b>294</b>	<b>294</b>	<b>-</b>
Golf (receipts)	90,000	45,000	58,369	13,369	-
Golf (expenses)	(40,000)	(20,000)	(50,322)	(30,322)	-
<b>Total Golf</b>	<b>50,000</b>	<b>25,000</b>	<b>8,047</b>	<b>(16,953)</b>	<b>-</b>
Virtual Event	15,000	-	-	-	-
Comedy Night (receipts)	80,000	-	57,036	57,036	-
Comedy Night (expenses)	(25,000)	-	(1,934)	(1,934)	-
<b>Total Comedy Night</b>	<b>55,000</b>	<b>-</b>	<b>55,102</b>	<b>55,102</b>	<b>-</b>
<b>Net Event Income</b>	<b>355,000</b>	<b>25,000</b>	<b>63,443</b>	<b>38,443</b>	<b>-</b>
<b><u>DI Revenue</u></b>					
Youth Impact Programs	130,000	10,833	-	(10,833)	-
YIP - restricted funds	-	-	-	-	-
<b>Total YIP Current Revenue</b>	<b>130,000</b>	<b>10,833</b>	<b>-</b>	<b>(10,833)</b>	<b>-</b>
HSTS Program	-	-	-	-	-
HSTS - restricted funds	-	-	-	-	-
<b>Total HSTS Revenue</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
ECAGS	250,000	20,833	450	(20,383)	-
ECAGS - restricted funds	234,982	19,582	38,592	19,010	(38,592)
<b>Total ECAGS Current Revenue</b>	<b>484,982</b>	<b>40,415</b>	<b>39,042</b>	<b>(1,373)</b>	<b>(38,592)</b>
<b>Total DI Revenue</b>	<b>614,982</b>	<b>51,248</b>	<b>39,042</b>	<b>(12,206)</b>	<b>(38,592)</b>
<b>Total Revenue</b>	<b>2,234,982</b>	<b>220,398</b>	<b>262,850</b>	<b>42,453</b>	<b>(38,592)</b>

**United Way of Greenwich  
Statements of Activities  
October 2021 (continued)**

	<i><b>BUDGET</b></i>		<i><b>ACTUAL</b></i>		<b>Restricted Funds</b>
	Annual	Month	Current Month	Variance	
<b>Investment Income (income &amp; realized gain)</b>	10,000	833	699	(134)	-
<b>Board designated reserve fund (income &amp; realized gain)</b>	109,834	-	(971)	(971)	-
<b>Total Support and Revenue</b>	2,354,816	221,231	262,578	41,348	(38,592)
<b><u>UWG Operating expense allocation</u></b>					
<u>Grants &amp; Board Designated</u>					
Grants to Agencies	875,000		-	-	-
Early Education Scholarships	50,000		-	-	-
Special/Critical Response Grants	5,000	416	-	(416)	-
<b>Total Grants &amp; Board Designated</b>	930,000	416	-	(416)	-
<u>Program/Operating/Depreciation</u>					
UWG Program/Operating	824,670	66,559	50,235	(16,324)	-
Covid Relief Program	-	-	-	-	-
Community Planning Program/Operating	26,472	2,205	2,019	(186)	-
YIP Program/Operating	120,472	10,096	12,849	2,753	-
HSTS Program/Operating	4,500	375	179	(196)	-
ECAGS Program/Operating	484,982	40,278	39,042	(1,236)	-
Depreciation	4,000	116	66	(50)	-
<b>Total Program/Operating/Depreciation</b>	1,465,096	119,629	104,390	(15,239)	-
<b>Total Expenses</b>	2,395,096	120,045	104,390	(15,655)	-
<b>Increase (Decrease) to Net Assets prior to unrealized gain/loss on investments and other income</b>	(40,280)	101,186	158,188	57,003	(38,592)
Investment Income (unrealized gain/loss)	-	-	2,631	2,631	
BDRF (unrealized gain/loss)	-	-	123,852	123,852	
<b>Total unrealized investment income/loss and other income</b>	-	-	126,483	126,483	
<b>Increase (Decrease) in Net Assets</b>	(40,280)	101,186	284,671	183,486	(38,592)
<b>For informational purposes</b>					
BDRF Investment Draw	109,834		-	-	

**United Way of Greenwich**  
**Statements of Functional Expenses**  
**October 2021**

	<b>BUDGET</b>		<b>ACTUAL</b>	
	Annual	Month	Current Month	Variance
<b><u>Program/Operating/Depreciation</u></b>				
<b><u>UWG Program/Operating Expenses</u></b>				
Salaries & related expenses - UWG	490,907	40,909	30,446	(10,463)
Outsourced marketing	54,000	4,500	4,500	-
Outsourced accounting	66,000	6,000	5,000	(1,000)
State and National dues	35,000	-	-	-
Bank/brokerage/credit card fees	22,500	1,667	1,051	(616)
IT	12,500	833	721	(112)
Occupancy (rent/storage/maint/util)	99,200	7,496	7,145	(351)
Audit fees	23,200	-	-	-
Insurance	18,750	1,500	1,473	(27)
Office equipment	7,500	683	863	180
Campaign expenses	39,000	1,861	2,750	889
Marketing expenses	10,000	900	836	(64)
Postage/shipping	6,500	542	35	(507)
Office supplies and expenses	5,500	458	887	430
Telephone and internet	7,500	625	786	161
Other professional services	2,000	167	877	710
Subscriptions/memberships	900	75	833	758
Conferences/training	1,000	67	-	(67)
Misc expense	500	42	199	157
Board cultivation	3,000	250	-	(250)
Board expenses	7,000	300	1,415	1,115
Moving expenses	12,000	6,000	-	(6,000)
Legal Fees	2,500	208	-	(208)
<b>Total UWG Program/Operating Expenses</b>	<b>926,957</b>	<b>75,083</b>	<b>59,818</b>	<b>(15,264)</b>
Less allocation to DIP youth cost structure	(32,287)	(2,691)	(4,319)	(1,628)
Less allocation to DIP ECAGS cost structure	(70,000)	(5,833)	(5,264)	569
<b>Total UWG Program/Operating Expenses Post DI Allocation</b>	<b>824,670</b>	<b>66,559</b>	<b>50,235</b>	<b>(16,324)</b>
<b><u>Community Planning Program Expenses</u></b>				
Salaries & related expenses	21,472	1,789	2,019	230
Needs assessment	2,500	208	-	(208)
Community planning	2,500	208	-	(208)
<b>Total Community Planning Program Expenses</b>	<b>26,472</b>	<b>2,205</b>	<b>2,019</b>	<b>(186)</b>
<b><u>Youth Impact Programming</u></b>				
Salaries & related expenses - YIP	68,185	5,682	6,559	877
Salaries & related expenses - YIP Fundraising	-	-	901	901
Reading Champion Op Ex	7,500	682	751	69
Champions program materials	7,500	625	-	(625)
JRUW	2,500	208	319	111
Donor communication & social media	1,000	83	-	(83)
Direct fundraising costs	1,500	125	-	(125)
UWG Operating expense allocation	32,287	2,691	4,319	1,628
<b>Total YIP Program/Operating Expenses</b>	<b>120,472</b>	<b>10,096</b>	<b>12,849</b>	<b>2,753</b>
<b><u>HSTS Program/Operating Expenses</u></b>				
Salaries & related expenses - HSTS	-	-	-	-
VisionLink seat licenses	3,000	250	179	(71)
Miscellaneous HSTS	1,500	125	-	(125)
UWG Operating expense allocation	-	-	-	-
<b>Total HSTS Program/Operating Expenses</b>	<b>4,500</b>	<b>375</b>	<b>179</b>	<b>(196)</b>



**United Way of Greenwich**  
**Statements of Functional Expenses (continued)**  
**October 2021**

	<b>BUDGET</b>		<b>ACTUAL</b>	
	Annual	Month	Current Month	Variance
<b><u>ECAGS Program/Operating Expenses</u></b>				
Salary & related expenses - Family Center ECAGS	162,500	13,542	14,870	1,328
Salary & related expenses - UWG ECAGS	64,417	5,368	7,164	1,796
Salaries & related expenses - ECAGS Fundraising	-	-	1,728	1,728
PAT affiliate fee & training	1,650	-	-	-
PAT supplies & incidental expenses	40,000	3,333	2,513	(820)
Instructional coach salary & related expenses	87,615	7,301	5,825	(1,476)
Instructional coach transportation & incidentals	5,000	417	728	311
Early childhood expert	20,000	1,667	950	(717)
Contingency (10% of staff/supplies)	29,300	2,442	-	(2,442)
Donor communication & social media	2,000	167	-	(167)
Direct fundraising costs	2,500	208	-	(208)
UWG Operating expense allocation	70,000	5,833	5,264	(569)
<b>Total ECAGS Program/Operating Expenses</b>	<b>484,982</b>	<b>40,278</b>	<b>39,042</b>	<b>(1,236)</b>
<b><u>COVID Relief Program/Operating Expenses</u></b>				
Salaries & related expenses - Covid	-	-	-	-
Salaries & related expenses - Covid Fundraising	-	-	-	-
<b>Covid Relief Program/Operating Expenses</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b><u>Depreciation Expense</u></b>	<b>4,000</b>	<b>116</b>	<b>66</b>	<b>(50)</b>
<b><u>Total Expenses</u></b>	<b>1,465,096</b>	<b>119,629</b>	<b>104,390</b>	<b>(15,239)</b>
<b><i>Total salary &amp; related expenses</i></b>	<b>732,596</b>	<b>61,049</b>	<b>54,642</b>	<b>(6,407)</b>

**United Way of Greenwich  
Statements of Financial Position**

	<u>10/31/2021</u>	<u>10/31/2020</u>
<b>ASSETS</b>		
<b><u>CURRENT ASSETS</u></b>		
Cash and cash equivalents	2,504,008	2,010,058
Investments	-	362,747
Board designated reserve funds	3,325,804	2,755,578
Merrill Lynch endowment fund	146,850	115,422
Subtotal cash and investments	<u>5,976,662</u>	<u>5,243,805</u>
 Pledges receivables	 255,139	 256,234
Present value discount	(2,158)	-
Less: allowance for uncollectible	<u>(55,900)</u>	<u>(63,150)</u>
Pledges receivable, net	197,081	193,084
Prepaid expenses	<u>26,081</u>	<u>17,351</u>
<b>Total Current Assets</b>	<b>6,199,824</b>	<b>5,454,240</b>
<b><u>FIXED ASSETS</u></b>		
Buildings and improvements	6,480	6,480
Less: accum depr. buildings & improv	(6,480)	(6,480)
Furniture and fixtures	6,543	6,543
Less: accum depr. furniture and fixtures	<u>(2,733)</u>	<u>(1,950)</u>
<b>Fixed Assets, Net</b>	<b><u>3,810</u></b>	<b><u>4,593</u></b>
<b>TOTAL ASSETS</b>	<b><u>6,203,634</u></b>	<b><u>5,458,833</u></b>
 <b>LIABILITIES AND NET ASSETS</b>		
<b><u>CURRENT LIABILITIES</u></b>		
Accounts payable - trade	126,034	80,729
Accounts payable - donor designations	-	101
PPP loan payable	-	111,428
Accrued expenses	<u>49,782</u>	<u>46,445</u>
<b>Total Current Liabilities</b>	<b><u>175,816</u></b>	<b><u>238,703</u></b>
 <b><u>NET ASSETS</u></b>		
Operating net assets	1,411,675	1,233,411
Board designated net assets		
Reserve fund	3,194,007	2,635,201
Cash reserve fund	359,596	356,056
Investment fund	38,657	38,548
Joan Warburg fund	63,335	63,156
Diane Darst fund	7,658	7,636
Stuart Adelberg fund	32,550	32,550
Joan Warburg bequest	<u>250,000</u>	<u>250,000</u>
Total Board designated net assets	3,945,803	3,383,147
Donor designated restrictions:		
Covid relief	-	251,199
Direct impact - YIP	-	45,611
Direct impact - ECAGS	522,530	185,908
Temporarily restricted - other	<u>147,810</u>	<u>120,854</u>
<b>Total Net Assets</b>	<b><u>6,027,818</u></b>	<b><u>5,220,130</u></b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>6,203,634</u></b>	<b><u>5,458,833</u></b>

**United Way of Greenwich**  
**Supplementary Information**  
**For the Month Ended**  
**September 30, 2021**

**United Way of Greenwich**  
**Schedule of cash and investments**

	<u>10/31/2021</u>
Webster Holding	72,944
Webster Operating	55,562
Deposits in transit	-
United Bank Holding	814,709
United Bank Operating	14,772
United Bank Money Market	1,181,755
Key Bank Money Market	364,016
Petty Cash	249
Cash and cash equivalents	<u>2,504,007</u>
 Fidelity Investments #104863	 2,729,281
Fidelity Investments #104937	<u>596,523</u>
Board designated reserve funds	3,325,804
 Merrill Lynch Investments	 <u>146,850</u>
Merrill Lynch endowment fund	146,850
 <b>Total cash and investments</b>	 <u><u>5,976,661</u></u>

Investments	72,944
	55,562
	-
	814,709
	14,772
	1,181,755
	364,016
	249
	2,504,007
	2,729,281
	596,523
	3,325,804
	146,850
	146,850
	5,976,661

Fairfield Bank, United Bank CD & Key Bank MM	ML Investments	Fidelity #104863 and #104937	Money Market	All other cash accounts	Totals
4,420	(960)	131,797	789,555	550,936	1,475,748
		3,194,007			3,194,007
359,596					359,596
			38,657		38,657
			63,335		63,335
			7,658		7,658
			32,550		32,550
			250,000		250,000
					-
	147,810				147,810
				407,300	407,300
				-	-
					-
364,016	146,850	3,325,804	1,181,755	958,236	5,976,661

<b>Components of Cash, Cash Equivalents and Investments</b>	
Webster Holding	72,944
Webster Operating	55,562
Deposits in transit	-
United Bank Holding	814,709
United Bank Operating	14,772
United Bank Money Market	1,181,755
Key Bank Money Market	364,016
Petty Cash	249
Cash and cash equivalents	2,504,007
Fidelity Investments #104863	2,729,281
Fidelity Investments #104937	596,523
Board designated reserve funds	3,325,804
Merrill Lynch Investments	146,850
Merrill Lynch endowment fund	146,850
<b>Total cash and investments</b>	<b>5,976,661</b>