



## Where Does the Money Go?

You may think that the Campaign is the only source of revenue for United Way's work in the community. What you may not know is that we receive millions of dollars in grants each year that support our efforts and those of our agency partners in education, financial stability, and health & wellness.

For our fiscal year ending March 31, 2022, our total revenue was \$15,271,578, derived from the following sources:

 Campaign revenue:
 \$ 10,251,728

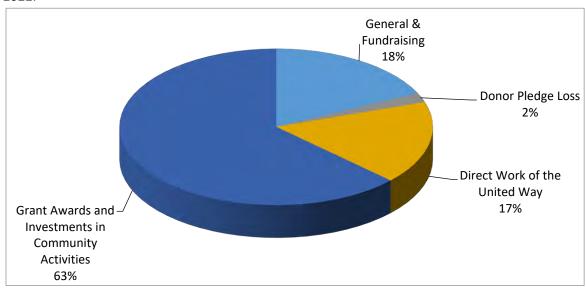
 Endowment Campaign:
 \$ 19,916

 Total Campaign
 \$ 10,271,644

 Grant funding:
 \$ 4,011,147

 Investment Income:
 \$ 988,787

The following chart displays our expense categories and percentages. The table that follows describes those expense categories and provides dollar amounts for our most recent fiscal year, which ended March 31, 2022.



Grant Awards and Investments	Funds awarded in support of grants acquired, the United	\$8,941,187
in Community Activities	Way's Community Impact Investment process and Donor	
	Directed Pledges	
Direct Program Work of the	Operations in support of community programs, coalition	\$2,438,874
United Way of Buffalo	work, advocacy, and research	
Donor Pledge Loss	Unfulfilled pledges	\$275,000
General & Fundraising	Administration and Overhead in support of operations	\$2,542,234
	Subtotal All Expenditures	\$14,187,295
Surplus (Deficit)	Earnings to Surplus, maintained in endowment	\$1,074,283
	TOTAL Revenues	\$15,271,578