

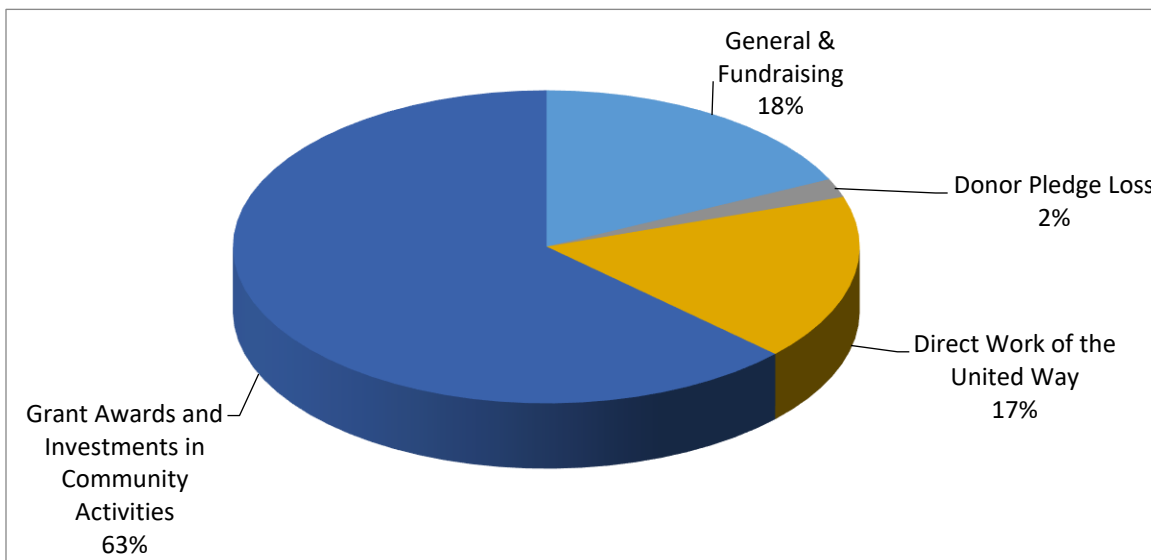
Where Does the Money Go?

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	<u>\$ 10,271,644</u>
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 in Community Activities	Funds awarded in support of grants acquired, the United Way’s Community Impact Investment process and Donor Directed Pledges	\$8,941,187
Direct Program Work of the United Way of Buffalo	Operations in support of community programs, coalition work, advocacy, and research	\$2,438,874
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