

The First Tee Central Coast

Profit and Loss Budget vs. Actual

January through October 2017

	Jan - Oct '17	Budget
Ordinary Income/Expense		
Income		
4000 — CONTRIBUTIONS INCOME		
4080 — NSP Contributions	10,000.00	15,000.00
4050 — Board Donations	8,836.42	13,000.00
4051 — Advisory Board Donations	3,040.00	4,500.00
4055 — Legacies & Bequests	1,125.00	
4056 — Annual Giving	5,546.00	3,800.00
4060 — Corporate Contributions	48,567.64	7,500.00
Total 4000 — CONTRIBUTIONS INCOME	77,115.06	43,800.00
4170 — PARTICIPANT FEES		
4175 — Financial Aid/ Discounts	-70,497.78	-74,250.00
4170 — PARTICIPANT FEES - Other	149,025.01	158,000.00
Total 4170 — PARTICIPANT FEES	78,527.23	83,750.00
4600 — FUNDRAISING		
4625 — Kurt Schuette	9,625.00	70,000.00
4610 — Non-Golf Event Fundraising		
4619 — Coaches Fundraisers	1,747.20	8,000.00
4618 — Golf Clubs Sale	2,897.58	1,000.00
4612 — No-Show Golf Tournament	16,395.00	15,000.00
4610 — Non-Golf Event Fundraising -	227.35	750.00
Total 4610 — Non-Golf Event Fundraisin	21,267.13	24,750.00
4640 — Golf Outings & Events		
4641 — Spring Classic	40,097.00	60,000.00
4176 — SLO Jr. Tour	2,648.00	2,400.00
4646 — Shoemaker Clinic	0.00	5,000.00
4643 — SLO Fundraiser-Poker Tourne	3,150.00	5,000.00
4670 — La Cumbre Golf Tournament	90,866.00	130,000.00
4681 — Outside Tournaments	3,464.10	750.00
Total 4640 — Golf Outings & Events	140,225.10	203,150.00
Total 4600 — FUNDRAISING	171,117.23	297,900.00
5000 — GRANTS		
5040 — Corporate Grants	0.00	1,500.00
5030 — Foundation & Assn Grants	17,625.00	5,000.00
5010 — The First Tee Grants	16,400.00	10,000.00
Total 5000 — GRANTS	34,025.00	16,500.00
Total Income	360,784.52	441,950.00
Gross Profit	360,784.52	441,950.00
Expense		
6000 — MANAGEMENT/ADMIN EXPENSES		
6585 — Employer Payroll Taxes	14,262.00	18,750.00
6565 — Assistant ED- Salary & Wages	12,500.00	12,500.00

6560 — ED Salary & Wages	15,000.00	15,000.00
6111 — Insurance		
6187 — Health Insurance	4,623.91	5,000.00
6190 — Workers Compensation	5,273.20	11,800.00
6180 — Director's Insurance	2,635.00	2,635.00
6185 — Liability Insurance	3,218.00	3,218.00
Total 6111 — Insurance	15,750.11	22,653.00
6300 — Professional Fees		
6275 — Payroll Service	1,481.55	1,660.00
Total 6300 — Professional Fees	1,481.55	1,660.00
6350 — Travel & Ent - Management		
6110 — Automobile- Mileage (travel)	3,010.00	3,333.30
6370 — Meals Mgt	907.52	660.00
6380 — Travel Mgt	2,654.83	5,000.00
Total 6350 — Travel & Ent - Management	6,572.35	8,993.30
Total 6000 — MANAGEMENT/ADMIN EXPENSES	65,566.01	79,556.30
6400 — OFFICE EXPENSE		
6230 — Licenses and Permits	278.19	100.00
6160 — Dues and Subscriptions	121.00	200.00
6120 — Bank Service Charges	3,680.40	3,420.00
6250 — Postage and Delivery	363.10	666.66
6770 — Supplies	2,212.55	1,185.00
6340 — Telephone/Internet	1,400.00	1,500.00
6345 — Tech/Computer Expense	2,789.42	5,960.00
Total 6400 — OFFICE EXPENSE	10,844.66	13,031.66
7000 — PROGRAM/EDUCATION EXPENSE		
7094 — Participant Opportunities	4,080.35	7,000.00
7017 — NSP Coordinator	0.00	1,300.00
6780 — Advertising & Printing	2,092.58	1,720.00
6410 — Education Travel & Entertainment	13,707.71	5,000.00
7020 — Driving Range Access	3,700.00	3,000.00
7200 — Instructors Costs		
7218 — PGA Full Time-Instructor Fees	75,000.00	75,000.00
7270 — Assistant ED -Programming	16,666.70	16,666.68
7226 — ED's Programming	20,000.00	20,000.00
7210 — Instructor Professional Fees	559.00	700.00
7220 — PGA Instructor Fees	45,897.50	54,247.00
7225 — Teaching Materials & Clinics	0.00	750.00
Total 7200 — Instructors Costs	158,123.20	167,363.68
6670 — Merchandise Expense		
6673 — Golf Equipment	150.00	375.00
6671 — Awards & Prizes	421.20	425.00
6672 — Hats & Shirts	1,446.98	2,000.00
Total 6670 — Merchandise Expense	2,018.18	2,800.00
7110 — Prog. Mileage (Travel)	4,732.00	5,000.00
7080 — Program Supplies	296.96	450.00
7090 — Volunteer Expenses	110.00	225.00
7092 — Youth on Course/ SCGA	360.00	360.00

7095 — National Schools Program	406.47	10,500.00
7070 — USGA-LPGA Fees	0.00	1,000.00
Total 7000 — PROGRAM/EDUCATION EXPENSE	189,627.45	205,718.68
8700 — FUNDRAISING/DEVELOPMENT		
8730 — GOLF OUTING & EVENT EXPENSE		
8728 — Shoemaker Expense	0.00	500.00
8724 — Spring Classic Expense	16,547.65	16,000.00
8670 — La Cumbre Tournament Expense	2,377.18	9,000.00
8690 — SLO Jr. Tournament	3,976.96	4,000.00
Total 8730 — GOLF OUTING & EVENT EXPENSE	22,901.79	29,500.00
8740 — Development Expenses	1,488.13	720.00
8710 — Fundraising Salary & Wages		
8770 — Assistant ED	12,500.00	12,500.00
8712 — Executive Director	15,000.00	15,000.00
6290 — Grantwriting	1,470.00	1,260.00
Total 8710 — Fundraising Salary & Wages	28,970.00	28,760.00
8720 — Non Golf Fundraising Expense		
8729 — Appeal Expense	2,071.51	800.00
8723 — No-Show Exp	509.88	1,200.00
8720 — Non Golf Fundraising Expense -	8,239.87	25,000.00
Total 8720 — Non Golf Fundraising Expense	10,821.26	27,000.00
Total 8700 — FUNDRAISING/DEVELOPMENT	64,181.18	85,980.00
Total Expense	330,219.30	384,286.64
Net Ordinary Income	30,565.22	57,663.36
Net Income	30,565.22	57,663.36