


The First Tee of Central Coast

General Info	
Legal Entity	Central Coast Junior Golf, Inc.
Governance/Structure	Single-Purpose/Facility-Operated
Contract Date	10/15/2002
License Expiration	12/31/2022
Main Contact	Butch Breedon
Position	Executive Director
Board Chair	Dr. Rob Moss
Salesforce?	No
Region	Pacific
Youth Market Population Ages 5-18	179,999
Market Population Diversity	17%
Public Golf Courses *	3
Public Elementary Schools **	122
Additional Trade Names	0



Santa Barbara and San Luis Obispo Counties, and Northern Ventura County including the cities of Oxnard, Ventura, Camarillo & Ojai

ZONE							
	2013	2014	2015	2016	2017	Trend	%Δ 16-17
ZONE Score	Eagle	Ace	Ace	Eagle	Ace		

Program Locations							
	2013	2014	2015	2016	2017	Trend	%Δ 16-17
Program Locations	15	15	15	14	14		0%

Volunteers							
	2013	2014	2015	2016	2017	Trend	%Δ 16-17
Volunteers	96	113	187	240	270		13%

Coach Info							
	2013	2014	2015	2016	2017	Trend	%Δ 16-17
CPO Training Score (0-5 Scale)			3.98	N/A	4.05		
ACT	15	6	10	16	11		-31%
Level 1	5	4	4	3	1		-67%
Level 2	2	3	2	2	2		0%
Level 3	2	2	0	1	1		0%
Recognized Coach	6	6	6	6	8		33%
Master Coach	0	0	1	1	1		0%
Total Coaches	30	21	23	29	24		-17%

Life Skills Experience Skill Levels							
	2013	2014	2015	2016	2017	Trend	%Δ 16-17
Certifying Life Skills	1,085	1,466	1,878	3,150	3,371		7%
Target Registered	0	21	17	0	454		0%
PLAYer	230	392	932	1,510	1,567		4%
PLAYer Certified	269	669	419	1,158	939		-19%
Par	281	145	243	206	120		-42%
Par Certified	17	40	57	28	27		-4%
Birdie	101	41	47	72	101		40%
Birdie Certified	8	9	15	7	7		0%
Eagle	45	32	19	10	18		80%
Eagle Certified	0	0	1	3	4		33%
ACE	0	0	0	0	0		0%
Ace Certified	0	0	0	0	0		0%
% Birdie & Above	14%	6%	4%	3%	4%		1%
% Progression	14%	25%	51%	68%			
% Retention	43%	37%	39%	29%			

Life Skills Experience Demographics							
	2013	2014	2015	2016	2017	Trend	%Δ 16-17
% Teens	23%	36%	57%	66%	68%		2%
% Female	33%	42%	44%	46%	49%		2%
% Non-Caucasian	30%	37%	44%	50%	53%		3%

Outreach Locations							
	2013	2014	2015	2016	2017	Trend	%Δ 16-17
NSP School Locations	16	34	43	45	46		2%
DRIVE locations	0	0	6	6	6		0%

Outreach Participants							
	2013	2014	2015	2016	2017	Trend	%Δ 16-17
Target Outreach	402	769	1,285	1,090	5		-100%
NSP Outreach	12,000	17,670	21,537	22,171	22,890		3%
DRIVE Outreach	0	0	860	860	740		-14%
Total Outreach	12,402	18,439	23,682	24,121	23,635		-2%

Financials							
	2013	2014	2015	2016	2017	Trend	%Δ 16-17
Revenues	\$ 476,871	\$ 439,418	\$ 359,022	\$ 444,545	\$ 450,396		1%
Expenses	\$ 396,794	\$ 462,834	\$ 429,152	\$ 403,458	\$ 447,502		11%
Net Income	\$ 80,077	\$ (23,416)	\$ (70,130)	\$ 41,087	\$ 2,893		-93%
Cost Per Certified Participant	\$ 366	\$ 316	\$ 229	\$ 128	\$ 132.75		4%
EOY Cash Position	\$ 175,742	\$ 152,993	\$ 79,384	\$ 101,340	\$ 104,233		3%
Designated Cash Reserve Policy %				40%	40%		0%
Designated Cash Reserve Balance \$				\$ 50,000	\$ 50,000		0%
Designated Cash Reserve %				12%	11%		-1%
Home Office Funding (includes CMG Payouts)	\$ 44,000	\$ 23,298	\$ 10,687	\$ 14,677	\$ 17,314		18%
J&J Chapter Matching Grant Payout	\$ 32,000	\$ 11,798	\$ -				
Donor Generated Revenue	\$ 316,195	\$ 299,050	\$ 264,822	\$ 343,199	\$ 343,722		0%
Unique Donors	476	563	432	431	460		7%

* www.ngf.org
** www.ed.gov