

# The First Tee Central Coast

## Profit and Loss Prev Year Comparison

January through October 2018

Ordinary Income/Expense	<u>Jan - Oct '18</u>	<u>Jan - Oct '17</u>
Income		
4000 — CONTRIBUTIONS INCOME		
4080 — NSP Contributions	0.00	10,000.00
4050 — Board Donations	5,890.00	8,836.42
4051 — Advisory Board Donations	3,573.00	3,040.00
4055 — Legacies & Bequests	3,173.00	1,125.00
4056 — Annual Giving	9,981.25	5,546.00
4060 — Corporate Contributions	5,277.02	43,377.64
Total 4000 — CONTRIBUTIONS INCOME	<u>27,894.27</u>	<u>71,925.06</u>
4170 — PARTICIPANT FEES		
4175 — Financial Aid/ Discounts	-83,410.00	-70,497.78
4170 — PARTICIPANT FEES - Other	171,446.00	149,025.01
Total 4170 — PARTICIPANT FEES	<u>88,036.00</u>	<u>78,527.23</u>
4600 — FUNDRAISING		
4610 — Non-Golf Event Fundraising		
4625 — Fundraising - Kurt Schuette	50,946.00	6,975.00
4619 — Coaches Fundraisers	0.00	1,747.20
4618 — Golf Clubs Sale	153.64	2,897.58
4616 — Raffle Sales - Charity Mania	6,410.00	0.00
4612 — No-Show Golf Tournament	12,230.00	16,395.00
4610 — Non-Golf Event Fundraising -	1,137.33	227.35
Total 4610 — Non-Golf Event Fundraisin	<u>70,876.97</u>	<u>28,242.13</u>
4640 — Golf Outings & Events		
4644 — Winter Classic	475.00	0.00
4642 — Summer Classic	23,606.00	0.00
4176 — SLO Jr. Tour	4,370.00	3,068.00
4646 — Shoemaker Clinic	5,000.00	0.00
4643 — SLO Fundraiser-Poker Tourne	2,710.00	3,150.00
4670 — La Cumbre Golf Tournament	92,007.00	90,866.00
4681 — Outside Tournaments	1,371.00	3,464.10
4641 — Spring Classic	24,157.00	40,097.00
Total 4640 — Golf Outings & Events	<u>153,696.00</u>	<u>140,645.10</u>
Total 4600 — FUNDRAISING	<u>224,572.97</u>	<u>168,887.23</u>
5000 — GRANTS		
5040 — Corporate Grants	500.00	5,190.00

5030 — Foundation & Assn Grants	46,485.00	17,625.00
5010 — The First Tee Grants	12,500.00	16,400.00
Total 5000 — GRANTS	<u>59,485.00</u>	<u>39,215.00</u>
Total Income	<u>399,988.24</u>	<u>358,554.52</u>
Gross Profit	399,988.24	358,554.52
Expense		
6000 — MANAGEMENT/ADMIN EXPENSES		
6390 — Board Expense	1,031.53	0.00
6560 — ED Salary & Wages	13,875.00	15,000.00
6111 — Insurance		
6187 — Health Insurance	5,000.00	4,623.91
6190 — Workers Compensation	7,445.00	5,273.20
6180 — Director's Insurance	2,635.00	2,635.00
6185 — Liability Insurance	3,218.00	3,218.00
Total 6111 — Insurance	<u>18,298.00</u>	<u>15,750.11</u>
6300 — Professional Fees		
6275 — Payroll Service	1,559.58	1,481.55
Total 6300 — Professional Fees	<u>1,559.58</u>	<u>1,481.55</u>
6350 — Travel & Ent - Management		
6110 — Automobile- Mileage (travel)	4,144.31	3,010.00
6370 — Meals Mgt	500.37	907.52
6380 — Travel Mgt	87.60	2,654.83
Total 6350 — Travel & Ent - Management	<u>4,732.28</u>	<u>6,572.35</u>
6585 — Employer Payroll Taxes	14,346.09	14,262.00
6565 — Development ED	13,625.00	12,500.00
Total 6000 — MANAGEMENT/ADMIN EXPE	<u>67,467.48</u>	<u>65,566.01</u>
6400 — OFFICE EXPENSE		
6230 — Licenses and Permits	85.00	278.19
6250 — Postage and Delivery	320.79	363.10
6160 — Dues and Subscriptions	102.95	121.00
6770 — Supplies	2,323.32	2,212.55
6120 — Bank Service Charges	5,086.71	3,680.40
6340 — Telephone/Internet	1,700.00	1,400.00
6345 — Tech/Computer Expense	3,332.33	2,789.42
Total 6400 — OFFICE EXPENSE	<u>12,951.10</u>	<u>10,844.66</u>
7000 — PROGRAM/EDUCATION EXPENSE		
7017 — NSP Coordinator	610.00	0.00
6780 — Advertising & Printing	1,726.62	2,092.58
6410 — Education Travel & Entertainmen	1,936.24	13,707.71
7020 — Driving Range Access	2,880.00	3,700.00
7050 — Food & Beverage	112.92	0.00
7200 — Instructors Costs		

7218 — PGA Full Time-Instructor Fees	75,000.00	75,000.00
7226 — ED's Programming	18,499.97	20,000.00
7270 — Assistant ED -Programming	18,166.64	16,666.70
7210 — Instructor Professional Fees	724.00	559.00
7220 — PGA Instructor Fees	42,672.25	45,897.50
Total 7200 — Instructors Costs	155,062.86	158,123.20
6670 — Merchandise Expense		
6673 — Golf Equipment	1,214.00	150.00
6671 — Awards & Prizes	0.00	421.20
6672 — Hats & Shirts	0.00	1,446.98
6670 — Merchandise Expense - Other	0.00	0.00
Total 6670 — Merchandise Expense	1,214.00	2,018.18
7110 — Prog. Mileage (Travel)	4,974.75	4,732.00
7080 — Program Supplies	181.60	296.96
7090 — Volunteer Expenses	323.00	110.00
7092 — Youth on Course/ SCGA	324.00	360.00
7095 — National Schools Program	958.24	406.47
7094 — Participant Opportunities	5,064.17	4,080.35
Total 7000 — PROGRAM/EDUCATION EXPENSES	175,368.40	189,627.45
8700 — FUNDRAISING/DEVELOPMENT		
8730 — GOLF OUTING & EVENT EXPENSE		
8727 — Summer Tournament - SMCC	15,283.53	0.00
8725 — Winter Classic Tourney Exp	45.67	0.00
8724 — Spring Classic Expense	14,158.52	16,547.65
8670 — La Cumbre Tournament Expens	3,587.98	2,377.18
8690 — SLO Jr. Tournament	3,808.31	4,239.00
Total 8730 — GOLF OUTING & EVENT EXPENSES	36,884.01	23,163.83
8710 — Fundraising Salary & Wages		
8780 — Professional Fundraiser	6,250.00	0.00
8770 — ED Fundraising	13,625.00	12,500.00
8712 — Executive Director	13,875.00	15,000.00
6290 — Grantwriting	960.00	1,470.00
Total 8710 — Fundraising Salary & Wages	34,710.00	28,970.00
8740 — Development Expenses	183.00	1,488.13
8720 — Non Golf Fundraising Expense		
8721 — Kurt's Packages	29,000.00	0.00
8729 — Appeal Expense	724.52	2,071.51
8723 — No-Show Exp	733.13	509.88
8722 — Raffle/Charity Mania	2,343.80	0.00
8720 — Non Golf Fundraising Expense -	4,445.12	8,239.87
Total 8720 — Non Golf Fundraising Expenses	37,246.57	10,821.26
Total 8700 — FUNDRAISING/DEVELOPMENT	109,023.58	64,443.22

Total Expense	364,810.56	330,481.34
Net Ordinary Income	<u>35,177.68</u>	<u>28,073.18</u>
Net Income	<u>35,177.68</u>	<u>28,073.18</u>