

The First Tee Central Coast

Profit and Loss Prev Year Comparison

January through December 2018

	Jan - Dec '18	Jan - Dec '17
Ordinary Income/Expense		
Income		
4000 — CONTRIBUTIONS INCOME		
4080 — NSP Contributions	0.00	10,000.00
4050 — Board Donations	8,990.00	21,714.42
4051 — Advisory Board Donations	4,657.00	3,040.00
4055 — Legacies & Bequests	3,173.00	1,125.00
4056 — Annual Giving	17,016.25	12,221.00
4060 — Corporate Contributions	5,277.02	43,681.64
Total 4000 — CONTRIBUTIONS INCOME	39,113.27	91,782.06
4170 — PARTICIPANT FEES		
4175 — Financial Aid/ Discounts	-85,300.00	-80,326.53
4170 — PARTICIPANT FEES - Other	179,656.00	165,100.01
Total 4170 — PARTICIPANT FEES	94,356.00	84,773.48
4600 — FUNDRAISING		
4610 — Non-Golf Event Fundraising		
4625 — Fundraising - Kurt Schuette	45,446.00	25,837.22
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 -	1,347.33	233.93
Total 4610 — Non-Golf Event Fundraisin	65,586.97	47,110.93
4640 — Golf Outings & Events		
4644 — Winter Classic	8,941.50	0.00
4642 — Summer Classic	23,606.00	0.00
4176 — SLO Jr. Tour	4,070.00	3,248.00
4646 — Shoemaker Clinic	5,000.00	0.00
4643 — SLO Fundraiser-Poker Tourne	2,710.00	3,150.00
4670 — La Cumbre Golf Tournament	92,980.00	95,288.00
4681 — Outside Tournaments	1,371.00	3,464.10
4641 — Spring Classic	24,157.00	40,097.00
Total 4640 — Golf Outings & Events	162,835.50	145,247.10
Total 4600 — FUNDRAISING	228,422.47	192,358.03
5000 — GRANTS		
5040 — Corporate Grants	500.00	5,190.00

5030 — Foundation & Assn Grants	93,110.00	54,250.00
5010 — The First Tee Grants	12,500.00	21,900.00
Total 5000 — GRANTS	106,110.00	81,340.00
Total Income	468,001.74	450,253.57
Gross Profit	468,001.74	450,253.57
Expense		
6000 — MANAGEMENT/ADMIN EXPENSES		
6390 — Board Expense	1,031.53	0.00
6560 — ED Salary & Wages	16,625.00	18,000.00
6111 — Insurance		
6187 — Health Insurance	6,000.00	5,544.43
6190 — Workers Compensation	9,159.00	7,247.20
6180 — Director's Insurance	2,635.00	2,635.00
6185 — Liability Insurance	3,218.00	3,218.00
Total 6111 — Insurance	21,012.00	18,644.63
6300 — Professional Fees		
6275 — Payroll Service	1,858.82	1,768.25
Total 6300 — Professional Fees	1,858.82	1,768.25
6350 — Travel & Ent - Management		
6110 — Automobile- Mileage (travel)	5,785.31	3,850.00
6370 — Meals Mgt	678.10	1,291.55
6380 — Travel Mgt	89.10	6,798.22
Total 6350 — Travel & Ent - Management	6,552.51	11,939.77
6585 — Employer Payroll Taxes	16,896.11	16,812.00
6565 — Development ED	16,375.00	15,000.00
Total 6000 — MANAGEMENT/ADMIN EXPENSES	80,350.97	82,164.65
6400 — OFFICE EXPENSE		
6230 — Licenses and Permits	85.00	278.19
6250 — Postage and Delivery	462.14	375.28
6160 — Dues and Subscriptions	115.90	121.00
6770 — Supplies	3,063.83	2,382.88
6120 — Bank Service Charges	5,720.88	4,454.66
6340 — Telephone/Internet	2,100.00	1,600.00
6345 — Tech/Computer Expense	3,465.28	8,380.12
Total 6400 — OFFICE EXPENSE	15,013.03	17,592.13
7000 — PROGRAM/EDUCATION EXPENSE		
7017 — NSP Coordinator	1,215.00	0.00
6780 — Advertising & Printing	2,075.04	2,785.24
6410 — Education Travel & Entertainment	2,011.81	14,527.55
7020 — Driving Range Access	3,930.00	4,600.00
7050 — Food & Beverage	435.02	399.34
7200 — Instructors Costs		

7218 — PGA Full Time-Instructor Fees	90,000.00	90,000.00
7226 — ED's Programming	22,166.63	24,000.00
7270 — Assistant ED -Programming	21,833.30	20,000.04
7210 — Instructor Professional Fees	824.00	709.00
7220 — PGA Instructor Fees	54,277.25	58,197.50
Total 7200 — Instructors Costs	189,101.18	192,906.54
6670 — Merchandise Expense		
6673 — Golf Equipment	1,214.00	150.00
6671 — Awards & Prizes	0.00	421.20
6672 — Hats & Shirts	810.47	1,446.98
6670 — Merchandise Expense - Other	0.00	0.00
Total 6670 — Merchandise Expense	2,024.47	2,018.18
7110 — Prog. Mileage (Travel)	5,822.75	5,743.50
7080 — Program Supplies	185.48	501.62
7090 — Volunteer Expenses	389.00	110.00
7092 — Youth on Course/ SCGA	324.00	360.00
7095 — National Schools Program	958.24	21,406.47
7094 — Participant Opportunities	7,064.17	4,461.08
7070 — USGA-LPGA Fees	500.00	500.00
Total 7000 — PROGRAM/EDUCATION EXPENSES	216,036.16	250,319.52
8700 — FUNDRAISING/DEVELOPMENT		
8730 — GOLF OUTING & EVENT EXPENSE		
8727 — Summer Tournament - SMCC	15,283.53	0.00
8725 — Winter Classic Tourney Exp	5,695.94	0.00
8724 — Spring Classic Expense	14,158.52	16,547.65
8670 — La Cumbre Tournament Expense	29,248.17	29,562.98
8690 — SLO Jr. Tournament	3,808.31	4,343.67
Total 8730 — GOLF OUTING & EVENT EXPENSES	68,194.47	50,454.30
8710 — Fundraising Salary & Wages		
8780 — Professional Fundraiser	6,250.00	0.00
8770 — ED Fundraising	16,375.00	15,000.00
8712 — Executive Director	16,625.00	18,000.00
6290 — Grantwriting	1,100.00	1,530.00
Total 8710 — Fundraising Salary & Wages	40,350.00	34,530.00
8740 — Development Expenses	212.93	1,620.39
8720 — Non Golf Fundraising Expense		
8721 — Kurt's Packages	35,750.00	0.00
8729 — Appeal Expense	1,134.98	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	44,407.03	10,821.26

Total 8700 — FUNDRAISING/DEVELOPMENT	153,164.43	97,425.95
Total Expense	464,564.59	447,502.25
Net Ordinary Income	3,437.15	2,751.32
Net Income	3,437.15	2,751.32