

Central Coast Junior Golf, Inc.
The First Tee Central Coast
Budget 2019

Account		Type	2017 Actual	2018 Budget	2018 Actual	2019 Budget
4000 · CONTRIBUTIONS INCOME		Income				
4050 · Board Donations		Income	\$21,856.42	\$15,000.00	\$8,990.00	\$15,000.00
4051 - Advisory Board Donations		Income	\$3,040.00	\$5,000.00	\$4,657.00	\$5,000.00
4055 · Legacies & Bequests		Income	\$1,125.00	\$0.00	\$3,173.00	\$0.00
4056 · Annual Giving		Income	\$12,221.00	\$15,000.00	\$17,016.25	\$15,000.00
8730 - Appeal Expenses		Expense	-\$2,071.51	-\$1,000.00	-\$1,134.98	-\$1,000.00
4060 · Corporate Contributions		Income	\$43,681.64	\$20,000.00	\$5,277.02	\$10,000.00
4080 · NSP Contributions/ Grants		Income	\$10,000.00	\$10,000.00	\$0.00	\$0.00
7095- National Schools Program		Expense	-\$21,406.47	-\$5,000.00	-\$958.24	-\$1,000.00
Total Contributions Income			\$91,924.06	\$65,000.00	\$39,113.27	\$45,000.00
Total Contributions Expenses			-\$23,477.98	-\$6,000.00	-\$2,093.22	-\$2,000.00
4170 · PARTICIPANT FEES		Income	\$165,100.01	\$165,000.00	\$179,656.00	\$178,000.00
4175 -Financial Aid/Discounts		Expense	-\$80,326.53	-\$80,000.00	-\$85,300.00	-\$84,000.00
Total Net Participant Fees			\$84,773.48	\$85,000.00	\$94,356.00	\$94,000.00
4600 · FUNDRAISING						
4610 · Non-Golf Event Fundraiser		Income	\$233.93	\$3,000.00	\$1,347.33	\$2,000.00
8720 - Non-Golf Event Fundraiser		Expense			-\$2,209.12	-\$1,000.00
7090 Handicap Fees			\$360.00	\$330.00		\$330.00
7092- Youth on Course/SCGA		Expense	-\$360.00	-\$330.00	-\$324.00	-\$324.00
4612- No Show Tourney		Income	\$16,395.00	\$12,000.00	\$12,230.00	\$13,000.00
8723 · No-Show Exp		Expense	-\$509.88	-\$500.00	-\$733.13	-\$750.00
4619 - Coaches Funraiser		Income	\$1,747.20	\$0.00	\$0.00	\$0.00
4641-Spring Classic		Income	\$40,097.00	\$40,000.00	\$24,157.00	\$30,000.00
8724 - Spring Classic		Expense	-\$16,547.65	-\$16,000.00	-\$14,158.52	-\$16,000.00
4642-Summer Classic @ Santa M		Income		\$35,000.00	\$23,606.00	\$25,000.00
8726-Summer Tourney- Santa M		Expense	\$0.00	-\$15,000.00	-\$15,283.53	-\$15,000.00
4670 · La Cumbre Golf Tournam		Income	\$95,288.00	\$100,000.00	\$92,980.00	\$100,000.00
8670 · La Cumbre Tournament		Expense	-\$29,562.98	-\$29,000.00	-\$29,248.17	-\$29,000.00
4644-Winter Classic @ Paso Ro		Income		\$30,000.00	\$8,941.50	\$10,000.00
8725- Winter Tourney/Paso		Expense	\$0.00	-\$12,000.00	-\$5,469.28	-\$4,000.00
4646-Shoemaker		Income	\$0.00	\$6,000.00	\$5,000.00	\$0.00
8728 - Shoemaker Expense		Expense	\$0.00	-\$700.00	\$0.00	\$0.00
4616-Raffle Sales Charity Mania		Income	\$0.00	\$8,000.00	\$6,410.00	\$8,000.00
8722 · Raffle/Charity Mania		Expense	\$0.00	-\$2,400.00	-\$2,343.80	-\$2,400.00
4643- - Poker Tourney		Income	\$3,150.00	\$5,000.00	\$2,710.00	\$3,500.00
PokerTourney Expenses		Expense	\$0.00	\$0.00	-\$2,136.00	-\$3,000.00
4625 · Kurt Schuette		Income	\$25,837.22	\$50,000.00	\$45,446.00	\$50,000.00
8780 - Professional Fundraiser		Expense	-\$6,250.00	-\$12,500.00	-\$6,250.00	-\$6,250.00
8721 . Kurt Expenses packages		Expense	-\$8,239.87	-\$20,000.00	-\$35,750.00	-\$30,000.00
Balance income Kurt		Income	\$11,347.35	\$17,500.00	\$3,446.00	\$13,750.00
4176 · Summer Tournament Ser		Income	\$3,248.00	\$3,000.00	\$4,070.00	\$4,000.00
8690 · SLO Jr. Tour		Expense	-\$4,343.67	-\$3,000.00	-\$3,808.31	-\$4,000.00

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7093 Participant Opportunities		Income	\$0.00	\$0.00	\$0.00	\$3,000.00
7094-Participant Opportunity Ex		Expense	-\$4,461.08	-\$5,000.00	-\$5,064.17	-\$3,000.00
4618 - Golf Clubs Sale		Income	\$2,897.58	\$2,500.00	\$153.64	\$1,000.00
4681 - Outside Tournaments		Income	\$3,464.10	\$4,000.00	\$1,371.00	\$2,000.00
4600 Total Gross Fundraising			\$192,718.03	\$298,830.00	\$228,422.47	\$251,830.00
Total Gross Fundraising Expense			-\$70,275.13	-\$116,430.00	-\$122,778.03	-\$114,724.00
5000 · GRANTS		Income				
5040 · Corporate Grants		Income	\$5,190.00	\$2,000.00	\$500.00	\$2,000.00
5030 · Foundation & Assn Grants		Income	\$54,250.00	\$45,000.00	\$93,110.00	\$60,000.00
5020 · Government Grants		Income	\$0.00	\$0.00	\$0.00	\$0.00
5010 · The First Tee Grants		Income	\$21,900.00	\$12,000.00	\$12,500.00	\$10,000.00
6290 Grant writing Salary		Expense	-\$1,530.00	-\$1,400.00	-\$1,100.00	-\$1,200.00
5000 GrossTotal Grants			\$81,340.00	\$59,000.00	\$106,110.00	\$72,000.00
Gross Grant Expenses			-\$1,530.00	-\$1,400.00	-\$1,100.00	-\$1,200.00
Total Gross Income			\$450,755.57	\$507,830.00	\$468,001.74	\$462,830.00
Total Gross Expenses			-\$95,283.11	-\$123,830.00	-\$125,971.25	-\$117,924.00
EXPENSES						
Salary		Expense				
6560 · ED Salary Admin		Expense	\$18,000.00	\$22,000.00	\$16,625.00	\$36,000.00
7226 - ED's Programming		Expense	\$24,000.00	\$22,000.00	\$22,166.63	\$18,000.00
7270 -ED Development		Expense	\$18,000.00	\$11,000.00	\$16,375.00	\$6,000.00
Total Ed Salary		Expense	\$60,000.00	\$55,000.00	\$55,166.63	\$60,000.00
6565 Develop ED/ED Consult		Expense	\$15,000.00	\$11,000.00	\$16,375.00	\$15,000.00
7270 -Development Dir Program		Expense	\$20,000.04	\$11,000.00	\$21,833.30	\$5,000.00
8770 - Development Director		Expense	\$15,000.00	\$33,000.00	\$16,625.00	\$25,000.00
Total Development Dir Salary		Expense	\$50,000.04	\$55,000.00	\$54,833.30	\$45,000.00
7017- Assistant ED		Expense	\$0.00	\$8,000.00	\$1,215.00	\$10,000.00
7218 PGA Full Time salary		Expense	\$90,000.00	\$90,000.00	\$90,000.00	\$90,000.00
7220 · PGA Part time salaries		Expense	\$58,197.50	\$65,000.00	\$54,277.25	\$55,000.00
Total PGA Salaries		Expense	\$148,197.50	\$155,000.00	\$144,277.25	\$145,000.00
6585 - Employee Payroll Taxes		Expense	\$16,812.00	\$22,500.00	\$16,896.11	\$11,550.00
Total Salary		Expense	\$275,009.54	\$295,500.00	\$272,388.29	\$271,550.00
Management Expenses						
6110 · Automobile- Mileage		Expense	\$3,850.00	\$4,000.00	\$5,785.31	\$4,500.00
6111 · Insurance		Expense				
6190 · Workers Compensation		Expense	\$7,247.20	\$8,000.00	\$9,159.00	\$8,000.00
6180 · Director's Insurance		Expense	\$2,635.00	\$2,700.00	\$2,635.00	\$3,000.00
6185 · Liability Insurance		Expense	\$3,218.00	\$3,300.00	\$3,218.00	\$3,300.00
6187 · Health Insurance		Expense	\$5,544.43	\$6,000.00	\$6,000.00	\$6,000.00

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6120	· Bank Service Charges	Expense	\$4,454.66	\$4,800.00	\$5,573.42	\$5,500.00
6160	· Dues and Subscriptions	Expense	\$121.00	\$200.00	\$115.90	\$200.00
6280	· Legal Fees	Expense				
6230	· Licenses and Permits	Expense	\$278.19	\$100.00	\$85.00	\$100.00
6300	· Professional Fees/Audit	Expense	\$0.00	\$0.00		
6275	· Accounting/payroll service	Expense	\$1,768.25	\$1,800.00	\$1,858.82	\$1,800.00
6350	· Travel & Ent - Managemen	Expense				
6370	· Meals Mgt	Expense	\$1,291.55	\$2,000.00	\$678.10	\$1,000.00
6380	· Travel Mgt	Expense	\$6,798.22	\$1,000.00	\$89.10	\$1,000.00
6390	Board Expenses			\$0.00	\$1,031.53	\$1,200.00
Total admin Expenses		Expense	\$37,206.50	\$33,900.00	\$36,229.18	\$35,600.00
6400 · OFFICE EXPENSE		Expense				
6250	· Postage and Delivery	Expense	\$375.28	\$400.00	\$462.14	\$400.00
6770	· Supplies	Expense	\$2,382.88	\$1,200.00	\$3,063.83	\$2,000.00
6340	· Telephone/Internet	Expense	\$1,600.00	\$1,200.00	\$2,100.00	\$1,200.00
6345	· Tech/Computer Expense	Expense	\$8,380.12	\$8,000.00	\$3,465.28	\$7,000.00
Total Office Expense			\$12,738.28	\$10,800.00	\$9,091.25	\$10,600.00
7000 · PROGRAM/EDUCATION EX		Expense				
6780	· Advertising & Printing	Expense	\$2,785.24	\$2,500.00	\$2,075.04	\$2,400.00
6410	· Education Travel & Entert	Expense	\$14,527.55	\$4,000.00	\$2,011.81	\$1,000.00
7040	· Golf Course Access (Gree	Expense		\$0.00	\$150.00	
7020	· Driving Range Access	Expense	\$4,600.00	\$3,600.00	\$3,930.00	\$4,000.00
7050	· Food & Beverage	Expense	\$399.34	\$0.00	\$435.02	\$300.00
7210	· Instructor's Professional F	Expense	\$709.00	\$700.00	\$774.00	\$700.00
7225	· Teaching Materials & Clin	Expense	\$0.00	\$500.00	\$0.00	
6670	· Merchandise Expense	Expense	\$0.00	\$500.00	\$0.00	\$0.00
6673	· Golf Equipment	Expense	\$150.00	\$6,000.00	\$1,214.00	\$500.00
6671	· Awards & Prizes	Expense	\$421.20	\$500.00	\$0.00	\$0.00
6672	· Hats & Shirts	Expense	\$1,446.98	\$2,000.00	\$810.47	\$1,000.00
7110	· Prog. Transportation - Fue	Expense	\$5,743.50	\$6,000.00	\$5,651.75	\$6,000.00
7080	· Program Supplies	Expense	\$501.62	\$500.00	\$185.48	\$500.00
7090	Volunteer Expenses	Expense	\$110.00	\$250.00	\$389.00	\$250.00
7070	USGA - LPGA fees	Expense	\$500.00	\$200.00	\$500.00	\$500.00
7095-	National Schools Program	Expense	\$21,406.47	\$5,000.00	\$958.24	\$500.00
Total Programming Expenses			\$53,300.90	\$32,250.00	\$19,084.81	\$17,650.00
8740 Development Expenses		Expense	\$1,620.39	\$1,000.00	\$2,033.56	\$500.00
Total Expenses			\$475,158.72	\$497,280.00	\$464,798.34	\$453,824.00
Net Profit/Loss			-\$24,403.15	\$10,550.00	\$3,203.40	\$9,006.00