

# The First Tee Central Coast

## Profit and Loss Prev Year Comparison

### January 2019

|                                         | Jan '19   | Jan '18   |
|-----------------------------------------|-----------|-----------|
| Ordinary Income/Expense                 |           |           |
| Income                                  |           |           |
| 4000 — CONTRIBUTIONS INCOME             |           |           |
| 4050 — Board Donations                  | 384.00    | 450.00    |
| 4051 — Advisory Board Donations         | 42.00     | 50.00     |
| 4056 — Annual Giving                    | 750.00    | 4,386.25  |
| 4060 — Corporate Contributions          | 5,000.00  | 0.00      |
| Total 4000 — CONTRIBUTIONS INCOME       | 6,176.00  | 4,886.25  |
| 4170 — PARTICIPANT FEES                 |           |           |
| 4175 — Financial Aid/ Discounts         | -6,370.00 | -5,125.00 |
| 4170 — PARTICIPANT FEES - Other         | 20,400.00 | 21,675.00 |
| Total 4170 — PARTICIPANT FEES           | 14,030.00 | 16,550.00 |
| 4600 — FUNDRAISING                      |           |           |
| 4610 — Non-Golf Event Fundraising       |           |           |
| 4625 — Fundraising - Kurt Schuette      | 16,372.00 | 0.00      |
| 4616 — Raffle Sales - Charity Mania     | 480.00    | 0.00      |
| 4610 — Non-Golf Event Fundraising       | 115.00    | 0.00      |
| Total 4610 — Non-Golf Event Fundraising | 16,967.00 | 0.00      |
| 4640 — Golf Outings & Events            |           |           |
| 4641 — Spring Classic                   | 1,900.00  | 0.00      |
| Total 4640 — Golf Outings & Events      | 1,900.00  | 0.00      |
| Total 4600 — FUNDRAISING                | 18,867.00 | 0.00      |
| Total Income                            | 39,073.00 | 21,436.25 |
| Gross Profit                            | 39,073.00 | 21,436.25 |
| Expense                                 |           |           |
| 6000 — MANAGEMENT/ADMIN EXPENSES        |           |           |
| 6390 — Board Expense                    | 204.79    | 292.25    |
| 6560 — ED Salary & Wages (Jess)         | 2,583.33  | 1,500.00  |
| 6111 — Insurance                        |           |           |
| 6187 — Health Insurance                 | 500.00    | 500.00    |
| 6190 — Workers Compensation             | 857.00    | 0.00      |
| 6180 — Director's Insurance             | 527.00    | 527.00    |
| 6185 — Liability Insurance              | 643.60    | 643.60    |
| Total 6111 — Insurance                  | 2,527.60  | 1,670.60  |
| 6300 — Professional Fees                |           |           |
| 6275 — Payroll Service                  | 144.12    | 137.85    |

|                                           |           |           |
|-------------------------------------------|-----------|-----------|
| Total 6300 — Professional Fees            | 144.12    | 137.85    |
| 6350 — Travel & Ent - Management          |           |           |
| 6110 — Automobile- Mileage (travel)       | 304.00    | 479.65    |
| 6370 — Meals Mgt                          | 120.43    | 170.48    |
| Total 6350 — Travel & Ent - Management    | 424.43    | 650.13    |
| 6585 — Employer Payroll Taxes             | 1,875.01  | 2,463.00  |
| 6565 — Development/ED Consult (Butch)     | 1,250.00  | 1,250.00  |
| Total 6000 — MANAGEMENT/ADMIN EXPENSE     | 9,009.28  | 7,963.83  |
| 6400 — OFFICE EXPENSE                     |           |           |
| 6250 — Postage and Delivery               | 1.92      | 0.00      |
| 6770 — Supplies                           | 115.62    | 0.00      |
| 6120 — Bank Service Charges               | 391.76    | 450.51    |
| 6340 — Telephone/Internet                 | 200.00    | 100.00    |
| 6345 — Tech/Computer Expense              | 853.94    | 0.00      |
| Total 6400 — OFFICE EXPENSE               | 1,563.24  | 550.51    |
| 7000 — PROGRAM/EDUCATION EXPENSE          |           |           |
| 6780 — Advertising & Printing             | 43.39     | 220.98    |
| 7200 — Instructors Costs                  |           |           |
| 7017 — Assistant ED (Julia)               | 10.00     | 0.00      |
| 7218 — PGA Full Time-Instructor Fees      | 7,500.00  | 7,500.00  |
| 7226 — ED Programming (Jess)              | 1,500.00  | 2,000.00  |
| 7270 — DD- Programming-(Butch)            | 1,246.33  | 1,666.67  |
| 7220 — PGA Instructor Fees                | 1,115.00  | 577.50    |
| Total 7200 — Instructors Costs            | 11,371.33 | 11,744.17 |
| 7110 — Prog. Mileage (Travel)             | 0.00      | 89.50     |
| Total 7000 — PROGRAM/EDUCATION EXPENSE    | 11,414.72 | 12,054.65 |
| 8700 — FUNDRAISING/DEVELOPMENT            |           |           |
| 8730 — GOLF OUTING & EVENT EXPENSE        |           |           |
| 8725 — Winter Classic Tourney Exp         | 72.34     | 0.00      |
| 8670 — La Cumbre Tournament Expense       | 70.65     | 0.00      |
| 8690 — SLO Jr. Tournament                 | 0.00      | 96.00     |
| Total 8730 — GOLF OUTING & EVENT EXPENSE  | 142.99    | 96.00     |
| 8710 — Fundraising Salary & Wages         |           |           |
| 8770 — Development Director (Butch)       | 2,087.00  | 1,250.00  |
| 8712 — ED Fundraising (Jess)              | 500.00    | 1,500.00  |
| Total 8710 — Fundraising Salary & Wages   | 2,587.00  | 2,750.00  |
| 8720 — Non Golf Fundraising Expense       |           |           |
| 8721 — Kurt's Packages                    | 3,601.84  | 0.00      |
| 8729 — Appeal Expense                     | 0.00      | 693.58    |
| Total 8720 — Non Golf Fundraising Expense | 3,601.84  | 693.58    |
| Total 8700 — FUNDRAISING/DEVELOPMENT      | 6,331.83  | 3,539.58  |
| Total Expense                             | 28,319.07 | 24,108.57 |

Net Ordinary Income  
Net Income

|           |           |
|-----------|-----------|
| 10,753.93 | -2,672.32 |
| 10,753.93 | -2,672.32 |