

The First Tee Central Coast

Profit and Loss Budget vs. Actual

January through April 2019

| Ordinary Income/Expense | <u>Jan - Apr '19</u> | <u>Budget</u> |
|--|----------------------|------------------|
| Income | | |
| 4000 — CONTRIBUTIONS INCOME | | |
| 4050 — Board Donations | 2,086.00 | 2,450.00 |
| 4051 — Advisory Board Donations | 388.00 | 350.00 |
| 4055 — Legacies & Bequests | 100.00 | 0.00 |
| 4056 — Annual Giving | 967.50 | 2,230.00 |
| 4060 — Corporate Contributions | 6,028.13 | 500.00 |
| Total 4000 — CONTRIBUTIONS INCOME | <u>9,569.63</u> | <u>5,530.00</u> |
| 4170 — PARTICIPANT FEES | | |
| 4175 — Financial Aid/ Discounts | -29,607.00 | -28,375.00 |
| 4170 — PARTICIPANT FEES - Other | 69,990.00 | 61,000.00 |
| Total 4170 — PARTICIPANT FEES | <u>40,383.00</u> | <u>32,625.00</u> |
| 4600 — FUNDRAISING | | |
| 4610 — Non-Golf Event Fundraising | | |
| 4625 — Fundraising - Kurt Schuette | 29,622.00 | 25,000.00 |
| 4618 — Golf Clubs Sale | 65.00 | 300.00 |
| 4616 — Raffle Sales - Charity Mania | 4,625.00 | 4,000.00 |
| 4612 — No-Show Golf Tournament | 5,310.00 | 4,000.00 |
| 4610 — Non-Golf Event Fundraising - | 692.33 | 600.00 |
| Total 4610 — Non-Golf Event Fundraisii | <u>40,314.33</u> | <u>33,900.00</u> |
| 4640 — Golf Outings & Events | | |
| 4644 — Winter Classic | 0.00 | 0.00 |
| 4642 — Summer Classic | 0.00 | 0.00 |
| 4176 — SLO Jr. Tour | 0.00 | 0.00 |
| 4646 — Shoemaker Clinic | 0.00 | 0.00 |
| 4643 — SLO Fundraiser-Poker Tourn | 0.00 | 3,500.00 |
| 4670 — La Cumbre Golf Tournament | 0.00 | 0.00 |
| 4681 — Outside Tournaments | 165.00 | 0.00 |
| 4641 — Spring Classic | 34,845.00 | 30,000.00 |
| Total 4640 — Golf Outings & Events | <u>35,010.00</u> | <u>33,500.00</u> |
| Total 4600 — FUNDRAISING | <u>75,324.33</u> | <u>67,400.00</u> |
| 5000 — GRANTS | | |
| 5040 — Corporate Grants | 1,000.00 | 500.00 |
| 5030 — Foundation & Assn Grants | 0.00 | 0.00 |
| 5010 — The First Tee Grants | 0.00 | 0.00 |

| | | |
|--|------------|------------|
| Total 5000 — GRANTS | 1,000.00 | 500.00 |
| Total Income | 126,276.96 | 106,055.00 |
| Gross Profit | 126,276.96 | 106,055.00 |
| Expense | | |
| 6000 — MANAGEMENT/ADMIN EXPENSES | | |
| 6390 — Board Expense | 724.77 | 600.00 |
| 6560 — ED Salary & Wages (Jess) | 11,583.33 | 12,000.00 |
| 6111 — Insurance | | |
| 6187 — Health Insurance | 2,000.00 | 2,000.00 |
| 6190 — Workers Compensation | 3,504.00 | 857.00 |
| 6180 — Director's Insurance | 1,328.33 | 1,328.33 |
| 6185 — Liability Insurance | 1,622.23 | 1,622.23 |
| Total 6111 — Insurance | 8,454.56 | 5,807.56 |
| 6300 — Professional Fees | | |
| 6275 — Payroll Service | 576.30 | 694.97 |
| Total 6300 — Professional Fees | 576.30 | 694.97 |
| 6350 — Travel & Ent - Management | | |
| 6110 — Automobile- Mileage (travel) | 2,072.00 | 1,450.00 |
| 6370 — Meals Mgt | 306.71 | 350.00 |
| 6380 — Travel Mgt | 0.00 | 300.00 |
| Total 6350 — Travel & Ent - Management | 2,378.71 | 2,100.00 |
| 6585 — Employer Payroll Taxes | 5,064.76 | 3,850.00 |
| 6565 — Development/ED Consult (Butch) | 5,000.00 | 5,000.00 |
| Total 6000 — MANAGEMENT/ADMIN EXPE | 33,782.43 | 30,052.53 |
| 6400 — OFFICE EXPENSE | | |
| 6230 — Licenses and Permits | 0.00 | 100.00 |
| 6250 — Postage and Delivery | 280.59 | 125.00 |
| 6160 — Dues and Subscriptions | 0.00 | 200.00 |
| 6770 — Supplies | 1,153.17 | 640.00 |
| 6120 — Bank Service Charges | 2,036.89 | 1,500.00 |
| 6340 — Telephone/Internet | 800.00 | 800.00 |
| 6345 — Tech/Computer Expense | 1,072.79 | 2,600.00 |
| Total 6400 — OFFICE EXPENSE | 5,343.44 | 5,965.00 |
| 7000 — PROGRAM/EDUCATION EXPENSE | | |
| 6780 — Advertising & Printing | 471.22 | 800.00 |
| 6410 — Education Travel & Entertainmen | 484.42 | 500.00 |
| 7020 — Driving Range Access | 950.00 | 1,000.00 |
| 7200 — Instructors Costs | | |
| 7017 — Assistant ED (Julia) | 549.50 | 3,320.00 |
| 7218 — PGA Full Time-Instructor Fees | 30,000.00 | 30,000.00 |
| 7226 — ED Programming (Jess) | 6,000.00 | 6,000.00 |
| 7270 — DD- Programming-(Butch) | 2,496.34 | 2,494.33 |

| | | |
|--|------------|------------|
| 7210 — Instructor Professional Fees | 0.00 | 100.00 |
| 7220 — PGA Instructor Fees | 17,381.00 | 15,785.00 |
| Total 7200 — Instructors Costs | 56,426.84 | 57,699.33 |
| 6670 — Merchandise Expense | | |
| 7080 — Program Supplies | 0.00 | 100.00 |
| 7050 — Food & Beverage | 109.08 | 100.00 |
| 6673 — Golf Equipment | 0.00 | 200.00 |
| 6672 — Hats & Shirts | 879.86 | 500.00 |
| 6670 — Merchandise Expense - Other | 0.00 | 0.00 |
| Total 6670 — Merchandise Expense | 988.94 | 900.00 |
| 7110 — Prog. Mileage (Travel) | 1,212.00 | 2,000.00 |
| 7090 — Volunteer Expenses | 0.00 | 100.00 |
| 7092 — Youth on Course/ SCGA | 0.00 | 0.00 |
| 7095 — National Schools Program | 0.00 | 250.00 |
| 7094 — Participant Opportunities | 0.00 | 0.00 |
| 7070 — USGA-LPGA Fees | 0.00 | 0.00 |
| Total 7000 — PROGRAM/EDUCATION EXP | 60,533.42 | 63,249.33 |
| 8700 — FUNDRAISING/DEVELOPMENT | | |
| 8730 — GOLF OUTING & EVENT EXPENSE | | |
| 8727 — Summer Tournament - SMCC | 0.00 | 0.00 |
| 8725 — Winter Classic Tourney Exp | 72.34 | 75.00 |
| 8724 — Spring Classic Expense | 19,958.56 | 16,000.00 |
| 8670 — La Cumbre Tournament Expens | 70.65 | 75.00 |
| 8690 — SLO Jr. Tournament | 0.00 | 300.00 |
| Total 8730 — GOLF OUTING & EVENT E | 20,101.55 | 16,450.00 |
| 8710 — Fundraising Salary & Wages | | |
| 8780 — Professional Fundraiser (Kurt) | 0.00 | 3,125.00 |
| 8770 — Development Director (Butch) | 8,336.99 | 8,336.00 |
| 8712 — ED Fundraising (Jess) | 2,000.00 | 2,000.00 |
| 6290 — Grantwriting | 480.00 | 400.00 |
| Total 8710 — Fundraising Salary & Wages | 10,816.99 | 13,861.00 |
| 8740 — Development Expenses | 250.00 | 150.00 |
| 8720 — Non Golf Fundraising Expense | | |
| 8721 — Kurt's Packages | 23,737.84 | 10,000.00 |
| 8729 — Appeal Expense | 0.00 | 0.00 |
| 8723 — No-Show Exp | 626.19 | 550.00 |
| 8722 — Raffle/Charity Mania | 1,325.30 | 800.00 |
| 8720 — Non Golf Fundraising Expense | 0.00 | 1,000.00 |
| Total 8720 — Non Golf Fundraising Expens | 25,689.33 | 12,350.00 |
| Total 8700 — FUNDRAISING/DEVELOPME | 56,857.87 | 42,811.00 |
| Total Expense | 156,517.16 | 142,077.86 |
| Net Ordinary Income | -30,240.20 | -36,022.86 |

Net Income

-30,240.20

-36,022.86
