

The First Tee Central Coast

Profit and Loss Prev Year Comparison

January through April 2019

	Jan - Apr '19	Jan - Apr '18
Ordinary Income/Expense		
Income		
4000 — CONTRIBUTIONS INCOME		
4050 — Board Donations	2,086.00	1,340.00
4051 — Advisory Board Donations	388.00	321.00
4055 — Legacies & Bequests	100.00	2,273.00
4056 — Annual Giving	967.50	5,891.25
4060 — Corporate Contributions	6,028.13	387.37
Total 4000 — CONTRIBUTIONS INCOME	9,569.63	10,212.62
4170 — PARTICIPANT FEES		
4175 — Financial Aid/ Discounts	-29,607.00	-29,560.00
4170 — PARTICIPANT FEES - Other	69,990.00	69,450.00
Total 4170 — PARTICIPANT FEES	40,383.00	39,890.00
4600 — FUNDRAISING		
4610 — Non-Golf Event Fundraising		
4625 — Fundraising - Kurt Schuette	29,622.00	2,550.00
4618 — Golf Clubs Sale	65.00	75.00
4616 — Raffle Sales - Charity Mania	4,625.00	5,510.00
4612 — No-Show Golf Tournament	5,310.00	7,030.00
4610 — Non-Golf Event Fundraising -	692.33	416.68
Total 4610 — Non-Golf Event Fundraisin	40,314.33	15,581.68
4640 — Golf Outings & Events		
4643 — SLO Fundraiser-Poker Tourne	0.00	2,710.00
4681 — Outside Tournaments	165.00	0.00
4641 — Spring Classic	34,845.00	23,957.00
Total 4640 — Golf Outings & Events	35,010.00	26,667.00
Total 4600 — FUNDRAISING	75,324.33	42,248.68
5000 — GRANTS		
5040 — Corporate Grants	1,000.00	500.00
Total 5000 — GRANTS	1,000.00	500.00
Total Income	126,276.96	92,851.30
Gross Profit	126,276.96	92,851.30
Expense		
6000 — MANAGEMENT/ADMIN EXPENSES		
6390 — Board Expense	724.77	483.04
6560 — ED Salary & Wages (Jess)	11,583.33	5,625.00

6111 — Insurance		
6187 — Health Insurance	2,000.00	2,000.00
6190 — Workers Compensation	3,504.00	3,634.00
6180 — Director's Insurance	1,328.33	1,314.00
6185 — Liability Insurance	1,622.23	1,604.00
Total 6111 — Insurance	<u>8,454.56</u>	<u>8,552.00</u>
6300 — Professional Fees		
6275 — Payroll Service	576.30	684.40
Total 6300 — Professional Fees	<u>576.30</u>	<u>684.40</u>
6350 — Travel & Ent - Management		
6110 — Automobile- Mileage (travel)	2,072.00	1,578.65
6370 — Meals Mgt	306.71	189.42
Total 6350 — Travel & Ent - Management	<u>2,378.71</u>	<u>1,768.07</u>
6585 — Employer Payroll Taxes	5,064.76	6,696.03
6565 — Development/ED Consult (Butch)	5,000.00	5,375.00
Total 6000 — MANAGEMENT/ADMIN EXPE	<u>33,782.43</u>	<u>29,183.54</u>
6400 — OFFICE EXPENSE		
6230 — Licenses and Permits	0.00	85.00
6250 — Postage and Delivery	280.59	127.44
6160 — Dues and Subscriptions	0.00	102.95
6770 — Supplies	1,153.17	509.41
6120 — Bank Service Charges	2,036.89	1,624.83
6340 — Telephone/Internet	800.00	500.00
6345 — Tech/Computer Expense	1,072.79	12.95
Total 6400 — OFFICE EXPENSE	<u>5,343.44</u>	<u>2,962.58</u>
7000 — PROGRAM/EDUCATION EXPENSE		
6780 — Advertising & Printing	471.22	588.47
6410 — Education Travel & Entertainmen	484.42	487.60
7020 — Driving Range Access	950.00	950.00
7200 — Instructors Costs		
7017 — Assistant ED (Julia)	549.50	250.00
7218 — PGA Full Time-Instructor Fees	30,000.00	30,000.00
7226 — ED Programming (Jess)	6,000.00	7,499.99
7270 — DD- Programming-(Butch)	2,496.34	7,166.66
7220 — PGA Instructor Fees	17,381.00	14,210.00
Total 7200 — Instructors Costs	<u>56,426.84</u>	<u>59,126.65</u>
6670 — Merchandise Expense		
7080 — Program Supplies	0.00	82.43
7050 — Food & Beverage	109.08	64.74
6672 — Hats & Shirts	879.86	0.00
Total 6670 — Merchandise Expense	<u>988.94</u>	<u>147.17</u>
7110 — Prog. Mileage (Travel)	1,212.00	1,775.50

7090 — Volunteer Expenses	0.00	181.00
7095 — National Schools Program	0.00	370.21
7094 — Participant Opportunities	0.00	1,598.00
Total 7000 — PROGRAM/EDUCATION EXPENSES	60,533.42	65,224.60
8700 — FUNDRAISING/DEVELOPMENT		
8730 — GOLF OUTING & EVENT EXPENSE		
8725 — Winter Classic Tourney Exp	72.34	0.00
8724 — Spring Classic Expense	19,958.56	11,392.74
8670 — La Cumbre Tournament Expens	70.65	0.00
8690 — SLO Jr. Tournament	0.00	96.00
Total 8730 — GOLF OUTING & EVENT EXPENSES	20,101.55	11,488.74
8710 — Fundraising Salary & Wages		
8780 — Professional Fundraiser (Kurt)	0.00	3,125.00
8770 — Development Director (Butch)	8,336.99	5,375.00
8712 — ED Fundraising (Jess)	2,000.00	5,625.00
6290 — Grantwriting	480.00	440.00
Total 8710 — Fundraising Salary & Wages	10,816.99	14,565.00
8740 — Development Expenses	250.00	183.00
8720 — Non Golf Fundraising Expense		
8721 — Kurt's Packages	23,737.84	0.00
8729 — Appeal Expense	0.00	724.52
8723 — No-Show Exp	626.19	534.88
8722 — Raffle/Charity Mania	1,325.30	1,198.80
8720 — Non Golf Fundraising Expense -	0.00	1,000.00
Total 8720 — Non Golf Fundraising Expenses	25,689.33	3,458.20
Total 8700 — FUNDRAISING/DEVELOPMENT	56,857.87	29,694.94
Total Expense	156,517.16	127,065.66
Net Ordinary Income	-30,240.20	-34,214.36
Net Income	-30,240.20	-34,214.36