

The First Tee Central Coast

Profit and Loss Budget vs. Actual

January through August 2019

Ordinary Income/Expense	Jan - Aug '19	Budget
Income		
4000 — CONTRIBUTIONS INCOME		
4050 — Board Donations	5,312.00	5,000.00
4051 — Advisory Board Donations	556.00	3,550.00
4055 — Legacies & Bequests	725.00	0.00
4056 — Annual Giving	1,777.50	4,430.00
4060 — Corporate Contributions	7,725.11	2,300.00
Total 4000 — CONTRIBUTIONS INCOME	16,095.61	15,280.00
4170 — PARTICIPANT FEES		
4175 — Financial Aid/ Discounts	-64,150.00	-64,200.00
4170 — PARTICIPANT FEES - Other	135,070.00	128,000.00
Total 4170 — PARTICIPANT FEES	70,920.00	63,800.00
4600 — FUNDRAISING		
4610 — Non-Golf Event Fundraising		
4625 — Fundraising - Kurt Schuette	33,622.00	30,000.00
4618 — Golf Clubs Sale	65.00	700.00
4616 — Raffle Sales - Charity Mania	5,050.00	6,000.00
4612 — No-Show Golf Tournament	13,035.00	13,000.00
4610 — Non-Golf Event Fundraising - C	718.10	1,400.00
Total 4610 — Non-Golf Event Fundraising	52,490.10	51,100.00
4640 — Golf Outings & Events		
4644 — Winter Classic	0.00	0.00
4642 — Summer Classic	17,165.00	25,000.00
4176 — SLO Jr. Tour	5,682.00	4,000.00
4646 — Shoemaker Clinic	0.00	0.00
4643 — SLO Fundraiser-Poker Tourney	0.00	3,500.00
4670 — La Cumbre Golf Tournament	11,200.00	7,000.00
4681 — Outside Tournaments	165.00	2,000.00
4641 — Spring Classic	37,005.00	30,000.00
Total 4640 — Golf Outings & Events	71,217.00	71,500.00
Total 4600 — FUNDRAISING	123,707.10	122,600.00
5000 — GRANTS		
5040 — Corporate Grants	6,000.00	1,000.00
5030 — Foundation & Assn Grants	16,500.00	20,000.00
5010 — The First Tee Grants	1,833.33	10,000.00

Total 5000 — GRANTS	24,333.33	31,000.00
Total Income	235,056.04	232,680.00
Gross Profit	235,056.04	232,680.00
Expense		
6000 — MANAGEMENT/ADMIN EXPENSES		
6390 — Board Expense	920.66	1,000.00
6560 — ED Salary & Wages (Jess)	23,583.33	24,000.00
6111 — Insurance		
6187 — Health Insurance	4,000.00	4,000.00
6190 — Workers Compensation	6,141.00	5,109.00
6180 — Director's Insurance	2,396.77	2,396.77
6185 — Liability Insurance	2,925.58	2,927.07
Total 6111 — Insurance	15,463.35	14,432.84
6300 — Professional Fees		
6275 — Payroll Service	1,182.98	1,254.97
Total 6300 — Professional Fees	1,182.98	1,254.97
6350 — Travel & Ent - Management		
6110 — Automobile- Mileage (travel)	3,339.00	2,978.00
6370 — Meals Mgt	400.99	700.00
6380 — Travel Mgt	262.60	600.00
Total 6350 — Travel & Ent - Management	4,002.59	4,278.00
6585 — Employer Payroll Taxes	8,889.76	7,700.00
6565 — Development/ED Consult (Butch)	10,000.00	10,000.00
Total 6000 — MANAGEMENT/ADMIN EXPEN	64,042.67	62,665.81
6400 — OFFICE EXPENSE		
6230 — Licenses and Permits	85.00	100.00
6250 — Postage and Delivery	408.79	260.00
6160 — Dues and Subscriptions	0.00	200.00
6770 — Supplies	1,324.18	1,320.00
6120 — Bank Service Charges	3,661.17	3,000.00
6340 — Telephone/Internet	1,600.00	1,600.00
6345 — Tech/Computer Expense	4,288.59	4,800.00
Total 6400 — OFFICE EXPENSE	11,367.73	11,280.00
7000 — PROGRAM/EDUCATION EXPENSE		
6780 — Advertising & Printing	2,091.78	1,600.00
6410 — Education Travel & Entertainmen	1,313.32	500.00
7020 — Driving Range Access	2,100.00	2,000.00
7200 — Instructors Costs		
7017 — Assistant ED (Julia)	1,729.50	6,660.00
7218 — PGA Full Time-Instructor Fees	60,000.00	60,000.00
7226 — ED Programming (Jess)	12,000.00	12,000.00
7270 — DD- Programming-(Butch)	4,163.02	4,158.33

7210 — Instructor Professional Fees	561.00	650.00
7220 — PGA Instructor Fees	38,566.00	35,445.00
Total 7200 — Instructors Costs	117,019.52	118,913.33
6670 — Merchandise Expense		
7080 — Program Supplies	0.00	300.00
7050 — Food & Beverage	109.08	300.00
6673 — Golf Equipment	0.00	500.00
6672 — Hats & Shirts	879.86	1,000.00
6670 — Merchandise Expense - Other	0.00	0.00
Total 6670 — Merchandise Expense	988.94	2,100.00
7110 — Prog. Mileage (Travel)	4,049.50	4,000.00
7090 — Volunteer Expenses	0.00	200.00
7092 — Youth on Course/ SCGA	288.00	324.00
7095 — National Schools Program	452.30	500.00
7094 — Participant Opportunities	1,480.98	3,000.00
7070 — USGA-LPGA Fees	0.00	0.00
Total 7000 — PROGRAM/EDUCATION EXPENSE	129,784.34	133,137.33
8700 — FUNDRAISING/DEVELOPMENT		
8730 — GOLF OUTING & EVENT EXPENSE		
8727 — Summer Tournament - SMCC	12,071.15	15,000.00
8725 — Winter Classic Tourney Exp	72.34	75.00
8724 — Spring Classic Expense	22,451.44	16,000.00
8670 — La Cumbre Tournament Expense	70.65	75.00
8690 — SLO Jr. Tournament	5,249.24	4,000.00
Total 8730 — GOLF OUTING & EVENT EXPENSE	39,914.82	35,150.00
8710 — Fundraising Salary & Wages		
8780 — Professional Fundraiser (Kurt)	0.00	3,125.00
8770 — Development Director (Butch)	16,670.31	16,668.00
8712 — ED Fundraising (Jess)	4,000.00	4,000.00
6290 — Grantwriting	1,060.00	800.00
Total 8710 — Fundraising Salary & Wages	21,730.31	24,593.00
8740 — Development Expenses	250.00	350.00
8720 — Non Golf Fundraising Expense		
8721 — Kurt's Packages	27,237.84	20,000.00
8729 — Appeal Expense	0.00	0.00
8723 — No-Show Exp	1,315.19	750.00
8722 — Raffle/Charity Mania	1,750.30	1,600.00
8720 — Non Golf Fundraising Expense - C	0.00	1,000.00
Total 8720 — Non Golf Fundraising Expense	30,303.33	23,350.00
Total 8700 — FUNDRAISING/DEVELOPMENT	92,198.46	83,443.00
Total Expense	297,393.20	290,526.14
Net Ordinary Income	-62,337.16	-57,846.14

Net Income

-62,337.16

-57,846.14