

The First Tee Central Coast

Profit and Loss Budget vs. Actual

January through October 2019

	<u>Jan - Oct '19</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
4000 — CONTRIBUTIONS INCOME		
4050 — Board Donations	7,630.00	10,000.00
4051 — Advisory Board Donations	3,640.00	3,650.00
4055 — Legacies & Bequests	725.00	0.00
4056 — Annual Giving	2,308.28	6,730.00
4060 — Corporate Contributions	9,453.91	6,300.00
Total 4000 — CONTRIBUTIONS INCOME	<u>23,757.19</u>	<u>26,680.00</u>
4170 — PARTICIPANT FEES		
4175 — Financial Aid/ Discounts	-89,240.00	-82,110.00
4170 — PARTICIPANT FEES - Other	174,845.00	167,000.00
Total 4170 — PARTICIPANT FEES	<u>85,605.00</u>	<u>84,890.00</u>
4600 — FUNDRAISING		
4610 — Non-Golf Event Fundraising		
4625 — Fundraising - Kurt Schuette	72,834.00	50,000.00
4618 — Golf Clubs Sale	65.00	900.00
4616 — Raffle Sales - Charity Mania	5,050.00	8,000.00
4612 — No-Show Golf Tournament	13,035.00	13,000.00
4610 — Non-Golf Event Fundraising - C	718.10	1,800.00
Total 4610 — Non-Golf Event Fundraising	<u>91,702.10</u>	<u>73,700.00</u>
4640 — Golf Outings & Events		
4644 — Winter Classic	0.00	2,000.00
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	66.00	3,500.00
4670 — La Cumbre Golf Tournament	71,991.00	100,000.00
4681 — Outside Tournaments	4,473.00	2,000.00
4641 — Spring Classic	37,005.00	30,000.00
Total 4640 — Golf Outings & Events	<u>136,382.00</u>	<u>166,500.00</u>
Total 4600 — FUNDRAISING	<u>228,084.10</u>	<u>240,200.00</u>
5000 — GRANTS		
5040 — Corporate Grants	6,000.00	1,500.00
5030 — Foundation & Assn Grants	20,000.00	21,000.00
5010 — The First Tee Grants	1,833.33	10,000.00

Total 5000 — GRANTS	27,833.33	32,500.00
Total Income	365,279.62	384,270.00
Gross Profit	365,279.62	384,270.00
Expense		
6000 — MANAGEMENT/ADMIN EXPENSES		
6390 — Board Expense	920.66	1,200.00
6560 — ED Salary & Wages (Jess)	29,583.33	30,000.00
6111 — Insurance		
6187 — Health Insurance	5,000.00	5,000.00
6190 — Workers Compensation	7,860.00	6,553.00
6180 — Director's Insurance	2,635.00	2,663.88
6185 — Liability Insurance	3,216.52	3,253.28
Total 6111 — Insurance	18,711.52	17,470.16
6300 — Professional Fees		
6275 — Payroll Service	1,474.82	1,534.97
Total 6300 — Professional Fees	1,474.82	1,534.97
6350 — Travel & Ent - Management		
6110 — Automobile- Mileage (travel)	4,089.00	3,742.00
6370 — Meals Mgt	443.80	850.00
6380 — Travel Mgt	262.60	750.00
Total 6350 — Travel & Ent - Management	4,795.40	5,342.00
6585 — Employer Payroll Taxes	10,802.26	9,625.00
6565 — Development/ED Consult (Butch)	12,500.00	12,500.00
Total 6000 — MANAGEMENT/ADMIN EXPENSES	78,787.99	77,672.13
6400 — OFFICE EXPENSE		
6230 — Licenses and Permits	105.00	100.00
6250 — Postage and Delivery	469.49	330.00
6160 — Dues and Subscriptions	0.00	200.00
6770 — Supplies	1,641.41	1,660.00
6120 — Bank Service Charges	4,922.66	4,800.00
6340 — Telephone/Internet	2,000.00	2,000.00
6345 — Tech/Computer Expense	4,763.49	5,900.00
Total 6400 — OFFICE EXPENSE	13,902.05	14,990.00
7000 — PROGRAM/EDUCATION EXPENSE		
6780 — Advertising & Printing	3,049.56	2,000.00
6410 — Education Travel & Entertainmen	1,657.69	1,447.00
7020 — Driving Range Access	3,000.00	3,000.00
7200 — Instructors Costs		
7017 — Assistant ED (Julia)	2,319.50	8,330.00
7218 — PGA Full Time-Instructor Fees	75,000.00	75,000.00
7226 — ED Programming (Jess)	15,000.00	15,000.00
7270 — DD- Programming-(Butch)	4,996.36	4,990.33

7210 — Instructor Professional Fees	561.00	700.00
7220 — PGA Instructor Fees	44,331.00	45,225.00
Total 7200 — Instructors Costs	142,207.86	149,245.33
6670 — Merchandise Expense		
7080 — Program Supplies	32.31	400.00
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	1,021.25	2,200.00
7110 — Prog. Mileage (Travel)	4,880.00	5,000.00
7090 — Volunteer Expenses	0.00	250.00
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 EXPE	158,037.64	166,966.33
8700 — FUNDRAISING/DEVELOPMENT		
8730 — GOLF OUTING & EVENT EXPENSE		
8727 — Summer Tournament - SMCC	12,137.27	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	434.65	4,000.00
8690 — SLO Jr. Tournament	5,249.24	4,000.00
Total 8730 — GOLF OUTING & EVENT EX	40,344.94	39,075.00
8710 — Fundraising Salary & Wages		
8780 — Professional Fundraiser (Kurt)	0.00	6,250.00
8770 — Development Director (Butch)	20,836.97	20,834.00
8712 — ED Fundraising (Jess)	5,000.00	5,000.00
6290 — Grantwriting	1,240.00	1,000.00
Total 8710 — Fundraising Salary & Wages	27,076.97	33,084.00
8740 — Development Expenses	250.00	450.00
8720 — Non Golf Fundraising Expense		
8721 — Kurt's Packages	50,404.93	30,000.00
8729 — Appeal Expense	0.00	0.00
8723 — No-Show Exp	1,315.19	750.00
8722 — Raffle/Charity Mania	1,750.30	2,000.00
8720 — Non Golf Fundraising Expense - (726.55	1,000.00
Total 8720 — Non Golf Fundraising Expense	54,196.97	33,750.00
Total 8700 — FUNDRAISING/DEVELOPMEN	121,868.88	106,359.00
Total Expense	372,596.56	365,987.46
Net Ordinary Income	-7,316.94	18,282.54

Net Income

-7,316.94

18,282.54