

The First Tee Central Coast

Profit and Loss Budget vs. Actual

January through December 2019

	Jan - Dec '19	Budget
Ordinary Income/Expense		
Income		
4000 — CONTRIBUTIONS INCOME		
4050 — Board Donations	9,898.00	15,000.00
4056 — Annual Giving	15,048.28	15,330.00
4051 — Advisory Board Donations	3,724.00	5,000.00
4055 — Legacies & Bequests	725.00	0.00
4060 — Corporate Contributions	9,453.91	10,000.00
Total 4000 — CONTRIBUTIONS INCOME	38,849.19	45,330.00
4170 — PARTICIPANT FEES		
4175 — Financial Aid/ Discounts	-91,560.00	-84,000.00
4170 — PARTICIPANT FEES - Other	181,678.00	178,000.00
Total 4170 — PARTICIPANT FEES	90,118.00	94,000.00
4600 — FUNDRAISING		
4610 — Non-Golf Event Fundraising		
4616 — Raffle Sales - Charity Mania	5,050.00	8,000.00
4618 — Golf Clubs Sale	65.00	1,000.00
4612 — No-Show Golf Tournament	13,035.00	13,000.00
4625 — Fundraising - Kurt Schuette	82,168.00	50,000.00
4610 — Non-Golf Event Fundraising - Other	726.10	2,000.00
Total 4610 — Non-Golf Event Fundraising	101,044.10	74,000.00
4640 — Golf Outings & Events		
4176 — SLO Jr. Tour	5,682.00	4,000.00
4641 — Spring Classic	37,005.00	30,000.00
4642 — Summer Classic	17,165.00	25,000.00
4643 — SLO Fundraiser-Poker Tourney	66.00	3,500.00
4644 — Winter Classic	0.00	10,000.00
4646 — Shoemaker Clinic	0.00	0.00
4670 — La Cumbre Golf Tournament	74,269.00	100,000.00
4681 — Outside Tournaments	4,473.00	2,000.00
Total 4640 — Golf Outings & Events	138,660.00	174,500.00
Total 4600 — FUNDRAISING	239,704.10	248,500.00
5000 — GRANTS		
5040 — Corporate Grants	6,000.00	2,000.00
5030 — Foundation & Assn Grants	61,000.00	60,000.00
5010 — The First Tee Grants	1,833.33	10,000.00

Total 5000 — GRANTS	68,833.33	72,000.00
Total Income	437,504.62	459,830.00
Gross Profit	437,504.62	459,830.00
Expense		
6000 — MANAGEMENT/ADMIN EXPENSES		
6390 — Board Expense	1,176.05	1,200.00
6560 — ED Salary & Wages (Jess)	35,583.33	36,000.00
6111 — Insurance		
6187 — Health Insurance	6,000.00	6,000.00
6190 — Workers Compensation	8,897.00	8,000.00
6180 — Director's Insurance	2,635.00	2,663.88
6185 — Liability Insurance	3,216.52	3,253.28
Total 6111 — Insurance	20,748.52	19,917.16
6300 — Professional Fees		
6275 — Payroll Service	1,778.66	1,800.00
Total 6300 — Professional Fees	1,778.66	1,800.00
6350 — Travel & Ent - Management		
6110 — Automobile- Mileage (travel)	5,039.00	4,500.00
6370 — Meals Mgt	632.77	1,000.00
6380 — Travel Mgt	658.06	1,000.00
Total 6350 — Travel & Ent - Management	6,329.83	6,500.00
6565 — Development/ED Consult (Butch)	15,000.00	15,000.00
6585 — Employer Payroll Taxes	12,714.76	11,550.00
Total 6000 — MANAGEMENT/ADMIN EXPENSES	93,331.15	91,967.16
6400 — OFFICE EXPENSE		
6120 — Bank Service Charges	6,030.14	5,500.00
6250 — Postage and Delivery	469.49	400.00
6770 — Supplies	2,161.62	2,000.00
6160 — Dues and Subscriptions	0.00	200.00
6230 — Licenses and Permits	105.00	100.00
6340 — Telephone/Internet	2,400.00	2,400.00
6345 — Tech/Computer Expense	5,379.27	7,000.00
Total 6400 — OFFICE EXPENSE	16,545.52	17,600.00
7000 — PROGRAM/EDUCATION EXPENSE		
6410 — Education Travel & Entertainmen	2,391.27	1,447.00
6780 — Advertising & Printing	4,244.30	2,400.00
7020 — Driving Range Access	3,900.00	4,000.00
7200 — Instructors Costs		
7218 — PGA Full Time-Instructor Fees	90,000.00	90,000.00
7226 — ED Programming (Jess)	18,000.00	18,000.00
7017 — Assistant ED (Julia)	3,279.50	10,000.00
7210 — Instructor Professional Fees	561.00	700.00

7220 — PGA Instructor Fees	54,632.00	55,000.00
7270 — DD- Programming-(Butch)	5,829.70	5,822.33
Total 7200 — Instructors Costs	172,302.20	179,522.33
6670 — Merchandise Expense		
6673 — Golf Equipment	0.00	500.00
6672 — Hats & Shirts	879.86	1,000.00
7050 — Food & Beverage	109.08	300.00
7080 — Program Supplies	152.30	500.00
6670 — Merchandise Expense - Other	0.00	0.00
Total 6670 — Merchandise Expense	1,141.24	2,300.00
7110 — Prog. Mileage (Travel)	5,945.50	6,000.00
7090 — Volunteer Expenses	0.00	250.00
7092 — Youth on Course/ SCGA	288.00	324.00
7095 — National Schools Program	645.46	500.00
7094 — Participant Opportunities	3,003.54	3,000.00
7070 — USGA-LPGA Fees	0.00	500.00
Total 7000 — PROGRAM/EDUCATION EXPENSE	193,861.51	200,243.33
8700 — FUNDRAISING/DEVELOPMENT		
8730 — GOLF OUTING & EVENT EXPENSE		
8725 — Winter Classic Tourney Exp	72.34	4,000.00
8727 — Summer Tournament - SMCC	12,137.27	15,000.00
8724 — Spring Classic Expense	22,451.44	16,000.00
8670 — La Cumbre Tournament Expense	22,585.29	29,000.00
8690 — SLO Jr. Tournament	5,249.24	4,000.00
Total 8730 — GOLF OUTING & EVENT EXPENSE	62,495.58	68,000.00
8710 — Fundraising Salary & Wages		
8770 — Development Director (Butch)	25,003.63	25,000.00
8712 — ED Fundraising (Jess)	6,000.00	6,000.00
6290 — Grantwriting	1,320.00	1,200.00
8780 — Professional Fundraiser (Kurt)	6,250.00	6,250.00
Total 8710 — Fundraising Salary & Wages	38,573.63	38,450.00
8740 — Development Expenses	250.00	500.00
8720 — Non Golf Fundraising Expense		
8721 — Kurt's Packages	51,500.00	30,000.00
8722 — Raffle/Charity Mania	1,750.30	2,400.00
8723 — No-Show Exp	1,315.19	750.00
8729 — Appeal Expense	936.85	1,000.00
8720 — Non Golf Fundraising Expense - Other	13,201.61	1,000.00
Total 8720 — Non Golf Fundraising Expense	68,703.95	35,150.00
Total 8700 — FUNDRAISING/DEVELOPMENT	170,023.16	142,100.00
Total Expense	473,761.34	451,910.49
Net Ordinary Income	-36,256.72	7,919.51

Net Income

-36,256.72 7,919.51