

The First Tee Central Coast

	2018 Actuals	2019 Budget	2019 Actuals	2020 Budget	
Ordinary Income/Expense					
Income					
4000 — CONTRIBUTIONS INCOME					
4080 — NSP Contributions	0.00	0.00		0.00	
4050 — Board Donations	8,790.00	15,000.00	9,898.00	15,000.00	
4051 — Advisory Board Donations	4,657.00	5,000.00	3,724.00	5,000.00	
4055 — Legacies & Bequests	3,173.00	0.00	725.00		
4056 — Annual Giving	17,216.25	15,330.00	15,048.00	16,000.00	
4060 — Corporate Contributions	5,277.02	10,000.00	9,454.00	6,000.00	
Total 4000 — CONTRIBUTIONS INCOME	39,113.27	45,330.00	38,849.00	42,000.00	
4170 — PARTICIPANT FEES					
4175 — Financial Aid/ Discounts	-85,300.00	-84,000.00	-91,560.00	-90,000.00	
4170 — PARTICIPANT FEES - Other	179,656.00	178,000.00	181,678.00	183,000.00	
Total 4170 — PARTICIPANT FEES	94,356.00	94,000.00	90,118.00	93,000.00	
4600 — FUNDRAISING					
4610 — Non-Golf Event Fundraising					
4625 — Fundraising - Kurt Schuette	50,946.00	50,000.00	82,168.00	0.00	
4619 — Coaches Fundraisers	0.00	0.00	0.00	0.00	
4618 — Golf Clubs Sale	153.64	1,000.00	65.00	200.00	
4616 — Raffle Sales - Charity Mania	6,410.00	8,000.00	5,050.00	7,000.00	
4612 — No-Show Golf Tournament	12,230.00	13,000.00	13,035.00	12,000.00	
4610 — Non-Golf Event Fundraising -	1,347.33	2,000.00	726.00	1,000.00	
Total 4610 — Non-Golf Event Fundraisin	71,086.97	74,000.00	101,044.00	20,200.00	
4640 — Golf Outings & Events					
4644 — Winter Classic	8,941.50	10,000.00	0.00	0.00	
4642 — Summer Classic	23,606.00	25,000.00	17,165.00	25,000.00	
4176 — SLO Jr. Tour	4,070.00	4,000.00	5,682.00	5,000.00	
4646 — Shoemaker Clinic	5,000.00	0.00	0.00	3,000.00	
4643 — SLO Fundraiser-Poker Tourne	2,710.00	3,500.00	66.00	1,000.00	
4670 — La Cumbre Golf Tournament	92,980.00	100,000.00	74,269.00	90,000.00	
4681 — Outside Tournaments	1,371.00	2,000.00	4,473.00	5,000.00	
4641 — Spring Classic	24,157.00	30,000.00	37,005.00	40,000.00	
Total 4640 — Golf Outings & Events	162,835.50	174,500.00	138,660.00	169,000.00	
Total 4600 — FUNDRAISING	233,922.47	248,500.00	239,704.00	189,200.00	
5000 — GRANTS					
5040 — Corporate Grants	500.00	2,000.00	6,000.00	5,000.00	
5030 — Foundation & Assn Grants	93,110.00	60,000.00	61,000.00	70,000.00	LA84
5010 — The First Tee Grants	12,500.00	10,000.00	1,833.00	5,000.00	
Total 5000 — GRANTS	106,110.00	72,000.00	68,833.00	80,000.00	
Total Income	473,501.74	459,830.00	437,504.00	404,200.00	
Gross Profit	473,501.74	459,830.00	437,504.00	404,200.00	
Expense					
6000 — MANAGEMENT/ADMIN EXPENSES					
6390 — Board Expense	1,031.53	1,200.00	1,176.00	1,200.00	
6560 — ED Salary & Wages (Jess)	16,625.00	36,000.00	35,583.00	36,000.00	
6111 — Insurance					
6187 — Health Insurance	6,000.00	6,000.00	6,000.00	6,000.00	
6190 — Workers Compensation	9,159.00	8,000.00	8,897.00	8,000.00	
6180 — Director's Insurance	2,635.00	2,663.88	2,635.00	3,600.00	
6185 — Liability Insurance	3,218.00	3,253.28	3,216.00	4,000.00	
Total 6111 — Insurance	21,012.00	19,917.16	20,748.00	21,600.00	
6300 — Professional Fees					
6275 — Payroll Service	1,858.82	1,800.00	1,779.00	2,200.00	990 edd
Total 6300 — Professional Fees	1,858.82	1,800.00	1,779.00	2,200.00	
6350 — Travel & Ent - Management					
6110 — Automobile- Mileage (travel)	5,785.31	4,500.00	5,039.00	5,000.00	Network Meeting 11/2020
6370 — Meals Mgt	678.10	1,000.00	633.00	2,000.00	Network Meeting 11/2020
6380 — Travel Mgt	89.10	1,000.00	658.00	2,000.00	Network Meeting 11/2020
Total 6350 — Travel & Ent - Management	6,552.51	6,500.00	6,330.00	9,000.00	
6585 — Employer Payroll Taxes	16,896.11	11,550.00	12,715.00	13,000.00	
6565 — Development/ED Consult (Butch)	16,375.00	15,000.00	15,000.00	10,000.00	
Total 6000 — MANAGEMENT/ADMIN EXPE	80,350.97	91,967.16	93,331.00	93,000.00	
6400 — OFFICE EXPENSE					
6230 — Licenses and Permits	85.00	100.00	105.00	100.00	
6250 — Postage and Delivery	462.14	400.00	469.00	400.00	

6160 — Dues and Subscriptions	115.90	200.00	0.00	100.00	
6770 — Supplies	3,063.83	2,000.00	2,162.00	2,000.00	
6120 — Bank Service Charges	5,720.88	5,500.00	6,030.00	5,500.00	
6340 — Telephone/Internet	2,100.00	2,400.00	2,400.00	1,200.00	
6345 — Tech/Computer Expense	3,465.28	7,000.00	5,379.00	7,000.00	
Total 6400 — OFFICE EXPENSE	15,013.03	17,600.00	16,545.00	16,300.00	
7000 — PROGRAM/EDUCATION EXPENSE					
6780 — Advertising & Printing	2,075.04	2,400.00	4,244.00	3,000.00	
6410 — Education Travel & Entertainmen	2,011.81	1,447.00	2,391.00	5,000.00	Network Meeting 11/2020
7020 — Driving Range Access	3,930.00	4,000.00	3,900.00	4,000.00	
7200 — Instructors Costs					
7017 — Assistant ED (Julia)	1,215.00	10,000.00	3,279.00	6,000.00	
7218 — PGA Full Time-Instructor Fees	90,000.00	90,000.00	90,000.00	90,000.00	
7226 — ED Programming (Jess)	22,166.63	18,000.00	18,000.00	18,000.00	
7270 — DD- Programming-(Butch)	21,833.30	5,822.33	5,830.00	0.00	
7210 — Instructor Professional Fees	824.00	700.00	561.00	600.00	
7220 — PGA Instructor Fees	54,277.25	55,000.00	54,632.00	55,000.00	
Total 7200 — Instructors Costs	190,316.18	179,522.33	172,302.00	169,600.00	
6670 — Merchandise Expense					
7080 — Program Supplies	185.48	500.00	152.00	150.00	
7050 — Food & Beverage	435.02	300.00	109.00	150.00	
6673 — Golf Equipment	1,214.00	500.00	0.00	0.00	
6671 — Awards & Prizes	0.00	0.00	0.00	0.00	
6672 — Hats & Shirts	810.47	1,000.00	880.00	1,000.00	
6670 — Merchandise Expense - Other	0.00	0.00	0.00	0.00	
Total 6670 — Merchandise Expense	2,644.97	2,300.00	1,141.00	1,300.00	
7110 — Prog. Mileage (Travel)	5,822.75	6,000.00	5,946.00	6,000.00	
7090 — Volunteer Expenses	389.00	250.00	0.00	500.00	
7092 — Youth on Course/ SCGA	324.00	324.00	288.00	288.00	
7095 — National Schools Program	958.24	500.00	645.00	500.00	
7094 — Participant Opportunities	7,064.17	3,000.00	3,004.00	5,000.00	
7070 — USGA-LPGA Fees	500.00	500.00	0.00	500.00	
Total 7000 — PROGRAM/EDUCATION EXPENSE	216,036.16	200,243.33	193,861.00	195,688.00	
8700 — FUNDRAISING/DEVELOPMENT					
8730 — GOLF OUTING & EVENT EXPENSE					
8727 — Summer Tournament - SMCC	15,283.53	15,000.00	12,137.00	12,000.00	
8725 — Winter Classic Tourney Exp	5,695.94	4,000.00	72.00	0.00	
8724 — Spring Classic Expense	14,158.52	16,000.00	22,451.00	20,000.00	
8670 — La Cumbre Tournament Expense	34,748.17	29,000.00	22,585.00	23,000.00	
8690 — SLO Jr. Tournament	3,808.31	4,000.00	5,249.00	5,000.00	
Total 8730 — GOLF OUTING & EVENT EXPENSE	73,694.47	68,000.00	62,494.00	60,000.00	
8710 — Fundraising Salary & Wages					
8780 — Professional Fundraiser (Kurt)	6,250.00	6,250.00	6,250.00	0.00	
8770 — Development Director (Butch)	16,375.00	25,000.00	25,004.00	20,000.00	
8712 — ED Fundraising (Jess)	16,625.00	6,000.00	6,000.00	6,000.00	
6290 — Grantwriting	1,100.00	1,200.00	1,320.00	1,200.00	
Total 8710 — Fundraising Salary & Wages	40,350.00	38,450.00	38,574.00	27,200.00	
8740 — Development Expenses	212.93	500.00	250.00	300.00	
8720 — Non Golf Fundraising Expense					
8721 — Kurt's Packages	35,750.00	30,000.00	51,500.00	0.00	
8729 — Appeal Expense	1,134.98	1,000.00	937.00	1,000.00	
8723 — No-Show Exp	733.13	750.00	1,315.00	1,000.00	
8722 — Raffle/Charity Mania	2,343.80	2,400.00	1,750.00	2,100.00	
8720 — Non Golf Fundraising Expense -	4,445.12	1,000.00	13,202.00	400.00	
Total 8720 — Non Golf Fundraising Expense	44,407.03	35,150.00	68,704.00	4,500.00	
Total 8700 — FUNDRAISING/DEVELOPMENT	158,664.43	142,100.00	170,022.00	92,000.00	
Total Expense	470,064.59	451,910.49	473,759.00	396,988.00	
Net Ordinary Income	3,437.15	7,919.51	-36,255.00	7,212.00	
Net Income	3,437.15	7,919.51	-36,255.00	7,212.00	