

# The First Tee Central Coast

	<u>2019 Actuals</u>	<u>2020 Budget</u>	<u>2020 Update</u>	<u>Remarks</u>
Ordinary Income/Expense				
Income				
4000 — CONTRIBUTIONS INCOME				
4080 — NSP Contributions		0.00	0.00	
4050 — Board Donations	9,898.00	15,000.00	15,000.00	
4051 — Advisory Board Donations	3,724.00	5,000.00	4,000.00	
4055 — Legacies & Bequests	725.00		100.00	
4056 — Annual Giving	15,048.00	16,000.00	10,000.00	
4060 — Corporate Contributions	9,454.00	6,000.00	32,000.00	PPP
Total 4000 — CONTRIBUTIONS INCOME	38,849.00	42,000.00	61,100.00	
4170 — PARTICIPANT FEES				
4175 — Financial Aid/ Discounts	-91,560.00	-90,000.00	-65,000.00	Maybe more scholarships
4170 — PARTICIPANT FEES - Other	181,678.00	183,000.00	130,000.00	fewer classes
Total 4170 — PARTICIPANT FEES	90,118.00	93,000.00	65,000.00	no spring session, modified summer, fall?
4600 — FUNDRAISING				
4610 — Non-Golf Event Fundraising				
4625 — Fundraising - Kurt Schuette	82,168.00	0.00	0.00	
4619 — Coaches Fundraisers	0.00	0.00	0.00	
4618 — Golf Clubs Sale	65.00	200.00	200.00	
4616 — Raffle Sales - Charity Mania	5,050.00	7,000.00	3,000.00	They will do something
4612 — No-Show Golf Tournament	13,035.00	12,000.00	15,000.00	If we get Caddy Shack
4610 — Non-Golf Event Fundraising -	726.00	1,000.00	1,500.00	
Total 4610 — Non-Golf Event Fundraisin	101,044.00	20,200.00	19,700.00	
4640 — Golf Outings & Events				
4644 — Winter Classic	0.00	0.00	0.00	
4642 — Summer Classic	17,165.00	25,000.00	15,000.00	Moved to August Limited Participants
4176 — SLO Jr. Tour	5,682.00	5,000.00	4,000.00	
4646 — Shoemaker Clinic	0.00	3,000.00	0.00	
4643 — SLO Fundraiser-Poker Tourne	66.00	1,000.00	1,000.00	
4670 — La Cumbre Golf Tournament	74,269.00	90,000.00	60,000.00	most likely modified
4681 — Outside Tournaments	4,473.00	5,000.00	2,000.00	
4641 — Spring Classic	37,005.00	40,000.00	31,000.00	
Total 4640 — Golf Outings & Events	138,660.00	169,000.00	113,000.00	
Total 4600 — FUNDRAISING	239,704.00	189,200.00	132,700.00	
5000 — GRANTS				
5040 — Corporate Grants	6,000.00	5,000.00	500.00	
5030 — Foundation & Assn Grants	61,000.00	70,000.00	65,000.00	
5010 — The First Tee Grants	1,833.00	5,000.00	3,000.00	
Total 5000 — GRANTS	68,833.00	80,000.00	68,500.00	
Total Income	437,504.00	404,200.00	327,300.00	
Gross Profit	437,504.00	404,200.00	327,300.00	
Expense				
6000 — MANAGEMENT/ADMIN EXPENSES				
6390 — Board Expense	1,176.00	1,200.00	600.00	
6560 — ED Salary & Wages (Jess)	35,583.00	36,000.00	36,000.00	
6111 — Insurance				
6187 — Health Insurance	6,000.00	6,000.00	6,000.00	
6190 — Workers Compensation	8,897.00	8,000.00	6,500.00	Less payroll
6180 — Director's Insurance	2,635.00	3,600.00	3,600.00	
6185 — Liability Insurance	3,216.00	4,000.00	4,000.00	
Total 6111 — Insurance	20,748.00	21,600.00	20,100.00	check if insurance is less since we are not programming\
6300 — Professional Fees				
6275 — Payroll Service	1,779.00	2,200.00	2,400.00	
Total 6300 — Professional Fees	1,779.00	2,200.00	2,400.00	
6350 — Travel & Ent - Management				
6110 — Automobile- Mileage (travel)	5,039.00	5,000.00	3,000.00	Network Meeting November Cancelled Less driving
6370 — Meals Mgt	633.00	2,000.00	1,000.00	Network Meeting November Cancelled
6380 — Travel Mgt	658.00	2,000.00	0.00	Network Meeting November Cancelled
Total 6350 — Travel & Ent - Management	6,330.00	9,000.00	4,000.00	
6585 — Employer Payroll Taxes	12,715.00	13,000.00	13,000.00	
6565 — Development/ED Consult (Butch)	15,000.00	10,000.00	5,000.00	missing 4 months salary
Total 6000 — MANAGEMENT/ADMIN EXPE	93,331.00	93,000.00	81,100.00	
6400 — OFFICE EXPENSE				
6230 — Licenses and Permits	105.00	100.00	100.00	
6250 — Postage and Delivery	469.00	400.00	500.00	More mailings
6160 — Dues and Subscriptions	0.00	100.00	100.00	
6770 — Supplies	2,162.00	2,000.00	1,500.00	
6120 — Bank Service Charges	6,030.00	5,500.00	5,000.00	Less charges
6340 — Telephone/Internet	2,400.00	1,200.00	1,200.00	
6345 — Tech/Computer Expense	5,379.00	7,000.00	4,000.00	HQ paying for Salesforce

Total 6400 — OFFICE EXPENSE	16,545.00	16,300.00	12,400.00	
7000 — PROGRAM/EDUCATION EXPENSE				
6780 — Advertising & Printing	4,244.00	3,000.00	2,500.00	
6410 — Education Travel & Entertainmen	2,391.00	5,000.00	1,000.00	No Network Meeting
7020 — Driving Range Access	3,900.00	4,000.00	3,000.00	
7200 — Instructors Costs				
7017 — Assistant ED (Julia)	3,279.00	6,000.00	5,000.00	
7218 — PGA Full Time-Instructor Fees	90,000.00	90,000.00	90,000.00	
7226 — ED Programming (Jess)	18,000.00	18,000.00	18,000.00	
7270 — DD- Programming-(Butch)	5,830.00	0.00	0.00	
7210 — Instructor Professional Fees	561.00	600.00	300.00	
7220 — PGA Instructor Fees	54,632.00	55,000.00	40,000.00	
Total 7200 — Instructors Costs	172,302.00	169,600.00	153,300.00	
6670 — Merchandise Expense				
7080 — Program Supplies	152.00	150.00	150.00	
7050 — Food & Beverage	109.00	150.00	50.00	
6673 — Golf Equipment	0.00	0.00	0.00	
6671 — Awards & Prizes	0.00	0.00	0.00	
6672 — Hats & Shirts	880.00	1,000.00	1,000.00	
6670 — Merchandise Expense - Other	0.00	0.00	0.00	
Total 6670 — Merchandise Expense	1,141.00	1,300.00	1,200.00	
7110 — Prog. Mileage (Travel)	5,946.00	6,000.00	3,000.00	
7090 — Volunteer Expenses	0.00	500.00	100.00	HQ paying for clearances
7092 — Youth on Course/ SCGA	288.00	288.00	324.00	
7095 — National Schools Program	645.00	500.00	300.00	
7094 — Participant Opportunities	3,004.00	5,000.00	1,500.00	
7070 — USGA-LPGA Fees	0.00	500.00	500.00	
Total 7000 — PROGRAM/EDUCATION EXPENSE	193,861.00	195,688.00	166,724.00	
8700 — FUNDRAISING/DEVELOPMENT				
8730 — GOLF OUTING & EVENT EXPENSE				
8727 — Summer Tournament - SMCC	12,137.00	12,000.00	10,000.00	
8725 — Winter Classic Tourney Exp	72.00	0.00	0.00	
8724 — Spring Classic Expense	22,451.00	20,000.00	17,300.00	
8670 — La Cumbre Tournament Expense	22,585.00	23,000.00	18,000.00	
8690 — SLO Jr. Tournament	5,249.00	5,000.00	4,000.00	
Total 8730 — GOLF OUTING & EVENT EXPENSE	62,494.00	60,000.00	49,300.00	
8710 — Fundraising Salary & Wages				
8780 — Professional Fundraiser (Kurt)	6,250.00	0.00	0.00	
8770 — Development Director (Butch)	25,004.00	20,000.00	15,000.00	
8712 — ED Fundraising (Jess)	6,000.00	6,000.00	6,000.00	
6290 — Grantwriting	1,320.00	1,200.00	1,200.00	
Total 8710 — Fundraising Salary & Wages	38,574.00	27,200.00	22,200.00	
8740 — Development Expenses	250.00	300.00	200.00	
8720 — Non Golf Fundraising Expense				
8721 — Kurt's Packages	51,500.00	0.00	0.00	
8729 — Appeal Expense	937.00	1,000.00	180.00	
8723 — No-Show Exp	1,315.00	1,000.00	750.00	
8722 — Raffle/Charity Mania	1,750.00	2,100.00	1,500.00	
8720 — Non Golf Fundraising Expense -	13,202.00	400.00	0.00	
Total 8720 — Non Golf Fundraising Expenses	68,704.00	4,500.00	2,430.00	
Total 8700 — FUNDRAISING/DEVELOPMENT	170,022.00	92,000.00	74,130.00	
Total Expense	473,759.00	396,988.00	334,354.00	
Net Ordinary Income	-36,255.00	7,212.00	-7,054.00	
Net Income	-36,255.00	7,212.00	-7,054.00	