

The First Tee Central Coast

	2019 Actuals	2020 Budget	2020 Update	2020 Actuals	2021 Budget
Ordinary Income/Expense					
Income					
4000 — CONTRIBUTIONS INCOME					
4080 — NSP Contributions	0.00	0.00	0.00	0.00	0.00
4050 — Board Donations	9,898.00	15,000.00	15,000.00	15,634.94	15,000.00
4051 — Advisory Board Donations	3,724.00	5,000.00	4,000.00	4,470.00	5,000.00
4055 — Legacies & Bequests	725.00	0.00	100.00	826.00	0.00
4056 — Annual Giving	15,048.00	16,000.00	10,000.00	27,404.95	25,000.00
4060 — Corporate Contributions	9,454.00	6,000.00	750.00	547.56	5,000.00
Total 4000 — CONTRIBUTIONS INCOME	38,849.00	42,000.00	29,850.00	48,883.45	50,000.00
4170 — PARTICIPANT FEES					
4175 — Financial Aid/ Discounts	-91,560.00	-90,000.00	-65,000.00	-38,052.00	-45,000.00
4170 — PARTICIPANT FEES - Other	181,678.00	183,000.00	130,000.00	148,208.00	140,000.00
Total 4170 — PARTICIPANT FEES	90,118.00	93,000.00	65,000.00	110,156.00	95,000.00
4600 — FUNDRAISING					
4610 — Non-Golf Event Fundraising					
4625 — Fundraising - Kurt Schuette	82,168.00	0.00	0.00	0.00	0.00
4618 — Golf Clubs Sale	65.00	200.00	200.00	724.00	1,000.00
4616 — Raffle Sales - Charity Mania	5,050.00	7,000.00	3,000.00	3,895.00	5,000.00
4612 — No-Show Golf Tournament	13,035.00	12,000.00	15,000.00	15,140.00	15,000.00
4610 — Non-Golf Event Fundraising - Other	726.00	1,000.00	1,500.00	2,548.23	2,000.00
Total 4610 — Non-Golf Event Fundraising	101,044.00	20,200.00	19,700.00	22,307.23	23,000.00
4640 — Golf Outings & Events					
4642 — Summer Classic/ Ed Murray Club Challenge	17,165.00	25,000.00	15,000.00	28,520.00	20,000.00
4176 — SLO Jr. Tour	5,682.00	5,000.00	4,000.00	10,325.00	5,000.00
4646 — Shoemaker Clinic	0.00	3,000.00	0.00	0.00	0.00
4643 — SLO Fundraiser-Poker Tourney	66.00	1,000.00	1,000.00	1,000.00	0.00
4670 — La Cumbre Golf Tournament	74,269.00	90,000.00	60,000.00	0.00	80,000.00
4681 — Outside Tournaments	4,473.00	5,000.00	2,000.00	0.00	5,000.00
4641 — Spring Classic/ SLO Tourney	37,005.00	40,000.00	31,000.00	31,865.00	60,000.00
Total 4640 — Golf Outings & Events	138,660.00	169,000.00	113,000.00	71,710.00	170,000.00
Total 4600 — FUNDRAISING	239,704.00	189,200.00	132,700.00	94,017.23	193,000.00
5000 — GRANTS					
5040 — Corporate Grants/ PPP Loan	6,000.00	5,000.00	31,750.00	32,250.00	36,000.00
5030 — Foundation & Assn Grants	61,000.00	70,000.00	65,000.00	68,625.00	50,000.00
5010 — The First Tee Grants	1,833.00	5,000.00	3,000.00	4,335.00	3,500.00
Total 5000 — GRANTS	68,833.00	80,000.00	99,750.00	105,210.00	89,500.00
Total Income	437,504.00	404,200.00	327,300.00	358,266.68	427,500.00
Gross Profit	437,504.00	404,200.00	327,300.00	358,266.68	427,500.00
Expense					
6000 — MANAGEMENT/ADMIN EXPENSES					
6390 — Board Expense	1,176.00	1,200.00	600.00	315.65	1,200.00
6560 — ED Salary & Wages	35,583.00	36,000.00	36,000.00	36,000.00	36,000.00
6111 — Insurance					
6187 — Health Insurance	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00
6190 — Workers Compensation	8,897.00	8,000.00	6,500.00	6,689.00	8,000.00
6180 — Director's Insurance	2,635.00	3,600.00	3,600.00	2,635.00	1,087.00
6185 — Liability Insurance	3,216.00	4,000.00	4,000.00	3,200.00	6,500.00
Total 6111 — Insurance	20,748.00	21,600.00	20,100.00	18,524.00	21,587.00
6300 — Professional Fees					
6275 — Payroll Service & Tax Prep	1,779.00	2,200.00	2,400.00	2,322.04	5,000.00
Total 6300 — Professional Fees	1,779.00	2,200.00	2,400.00	2,322.04	5,000.00
6350 — Travel & Ent - Management					
6110 — Automobile- Mileage (travel)	5,039.00	5,000.00	3,000.00	2,074.00	5,000.00
6370 — Meals Mgt	633.00	2,000.00	1,000.00	379.66	1,000.00
6380 — Travel Mgt	658.00	2,000.00	0.00	0.00	1,000.00
Total 6350 — Travel & Ent - Management	6,330.00	9,000.00	4,000.00	2,453.66	7,000.00
6585 — Employer Payroll Taxes	12,715.00	13,000.00	13,000.00	12,041.99	17,000.00
6565 — Development/ED Consult (Butch)	15,000.00	10,000.00	5,000.00	7,083.31	0.00
Total 6000 — MANAGEMENT/ADMIN EXPENSES	93,331.00	93,000.00	81,100.00	78,740.65	87,787.00
6400 — OFFICE EXPENSE					
6230 — Licenses and Permits	105.00	100.00	100.00	90.00	200.00

6250 — Postage and Delivery	469.00	400.00	500.00	397.85	500.00
6160 — Dues and Subscriptions	0.00	100.00	100.00	106.00	146.00
6770 — Supplies	2,162.00	2,000.00	1,500.00	898.46	2,000.00
6120 — Bank Service Charges	6,030.00	5,500.00	5,000.00	5,368.41	6,000.00
6340 — Telephone/Internet	2,400.00	1,200.00	1,200.00	1,300.00	1,200.00
6345 — Tech/Computer Expense	5,379.00	7,000.00	4,000.00	2,106.67	7,000.00
Total 6400 — OFFICE EXPENSE	16,545.00	16,300.00	12,400.00	10,267.39	17,046.00
7000 — PROGRAM/EDUCATION EXPENSE					
6780 — Advertising & Printing	4,244.00	3,000.00	2,500.00	602.09	3,000.00
6410 — Education Travel & Entertainment	2,391.00	5,000.00	1,000.00	166.45	5,000.00
7020 — Driving Range Access	3,900.00	4,000.00	3,000.00	1,000.00	3,000.00
7200 — Instructors Costs					
7017 — Assistant ED (Julia)	3,279.00	6,000.00	5,000.00	2,780.00	5,000.00
7218 — PGA Full Time-Instructor Fees	90,000.00	90,000.00	90,000.00	90,000.00	90,000.00
7226 — ED Programming (Jess)	18,000.00	18,000.00	18,000.00	18,000.00	18,000.00
7270 — DD- Programming-(Butch)	5,830.00	0.00	0.00	416.67	0.00
7210 — Instructor Professional Fees	561.00	600.00	300.00	0.00	600.00
7220 — PGA Instructor Fees	54,632.00	55,000.00	40,000.00	34,785.75	55,000.00
Total 7200 — Instructors Costs	172,302.00	169,600.00	153,300.00	145,982.42	168,600.00
6670 — Merchandise Expense					
7080 — Program Supplies	152.00	150.00	150.00	1,506.31	2,000.00
7050 — Food & Beverage	109.00	150.00	50.00	0.00	100.00
6673 — Golf Equipment	0.00	0.00	0.00	193.04	0.00
6671 — Awards & Prizes	0.00	0.00	0.00	0.00	100.00
6672 — Hats & Shirts	880.00	1,000.00	1,000.00	761.58	2,000.00
6670 — Merchandise Expense - Other	0.00	0.00	0.00	0.00	3,500.00
Total 6670 — Merchandise Expense	1,141.00	1,300.00	1,200.00	2,460.93	7,700.00
7110 — Prog. Mileage (Travel)	5,946.00	6,000.00	3,000.00	4,211.50	6,000.00
7090 — Volunteer Expenses	0.00	500.00	100.00	0.00	500.00
7092 — Youth on Course/ SCGA	288.00	288.00	324.00	324.00	350.00
7095 — National Schools Program	645.00	500.00	300.00	0.00	0.00
7094 — Participant Opportunities	3,004.00	5,000.00	1,500.00	0.00	2,000.00
7070 — USGA-LPGA Fees	0.00	500.00	500.00	500.00	500.00
Total 7000 — PROGRAM/EDUCATION EXPENSE	193,861.00	195,688.00	166,724.00	155,247.39	196,650.00
8700 — FUNDRAISING/DEVELOPMENT					
8730 — GOLF OUTING & EVENT EXPENSE					
8727 — Summer Tournament /Ed Murray Club Challenge	12,137.00	12,000.00	10,000.00	6,300.00	5,000.00
8725 — Winter Classic Tourney Exp	72.00	0.00	0.00	0.00	0.00
8724 — Spring Classic/ SLO Tourney Expense	22,451.00	20,000.00	17,300.00	17,271.56	23,000.00
8670 — La Cumbre Tournament Expense	22,585.00	23,000.00	18,000.00	0.00	27,000.00
8690 — SLO Jr. Tournament	5,249.00	5,000.00	4,000.00	9,181.79	5,000.00
Total 8730 — GOLF OUTING & EVENT EXPENSE	62,494.00	60,000.00	49,300.00	32,753.35	60,000.00
8710 — Fundraising Salary & Wages					
8780 — Professional Fundraiser	6,250.00	0.00	0.00	0.00	0.00
8770 — Development/Tournament Director	25,004.00	20,000.00	15,000.00	13,750.02	30,000.00
8712 — ED Fundraising	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00
6290 — Grantwriting	1,320.00	1,200.00	1,200.00	0.00	1,200.00
Total 8710 — Fundraising Salary & Wages	38,574.00	27,200.00	22,200.00	19,750.02	37,200.00
8740 — Development Expenses	250.00	300.00	200.00	61.55	200.00
8720 — Non Golf Fundraising Expense					
8721 — Kurt's Packages	51,500.00	0.00	0.00	0.00	0.00
8729 — Appeal Expense	937.00	1,000.00	180.00	1,347.77	1,000.00
8723 — No-Show Exp	1,315.00	1,000.00	750.00	735.71	1,000.00
8722 — Raffle/Charity Mania	1,750.00	2,100.00	1,500.00	883.00	1,750.00
8720 — Non Golf Fundraising Expense - Other	13,202.00	400.00	0.00	15.77	2,000.00
Total 8720 — Non Golf Fundraising Expense	68,704.00	4,500.00	2,430.00	2,982.25	5,750.00
Total 8700 — FUNDRAISING/DEVELOPMENT	170,022.00	92,000.00	74,130.00	55,547.17	103,150.00
Total Expense	473,759.00	396,988.00	334,354.00	299,802.60	404,633.00
Net Ordinary Income	-36,255.00	7,212.00	-7,054.00	58,464.08	22,867.00
Net Income	-36,255.00	7,212.00	-7,054.00	58,464.08	22,867.00