

# The First Tee Central Coast

## Profit and Loss Prev Year Comparison

January through October 2017

	<u>Jan - Oct '17</u>	<u>Jan - Oct '16</u>
Ordinary Income/Expense		
Income		
4000 — CONTRIBUTIONS INCOME		
4080 — NSP Contributions	10,000.00	0.00
4050 — Board Donations	8,836.42	11,125.00
4051 — Advisory Board Donations	3,040.00	3,000.00
4055 — Legacies & Bequests	1,125.00	125.00
4056 — Annual Giving	5,546.00	2,785.23
4060 — Corporate Contributions	48,567.64	54,601.28
Total 4000 — CONTRIBUTIONS INCOME	<u>77,115.06</u>	<u>71,636.51</u>
4170 — PARTICIPANT FEES		
4175 — Financial Aid/ Discounts	-70,497.78	-76,751.06
4170 — PARTICIPANT FEES - Other	149,025.01	158,847.50
Total 4170 — PARTICIPANT FEES	<u>78,527.23</u>	<u>82,096.44</u>
4600 — FUNDRAISING		
4625 — Kurt Schuette	9,625.00	0.00
4610 — Non-Golf Event Fundraising		
4619 — Coaches Fundraisers	1,747.20	4,263.00
4618 — Golf Clubs Sale	2,897.58	75.20
4612 — No-Show Golf Tournament	16,395.00	16,130.00
4610 — Non-Golf Event Fundraising -	227.35	11.30
Total 4610 — Non-Golf Event Fundraisii	<u>21,267.13</u>	<u>20,479.50</u>
4640 — Golf Outings & Events		
4641 — Spring Classic	40,097.00	50,782.00
4176 — SLO Jr. Tour	2,648.00	2,318.29
4643 — SLO Fundraiser-Poker Tourn	3,150.00	0.00
4670 — La Cumbre Golf Tournament	90,866.00	123,152.00
4681 — Outside Tournaments	3,464.10	300.00
Total 4640 — Golf Outings & Events	<u>140,225.10</u>	<u>176,552.29</u>
Total 4600 — FUNDRAISING	<u>171,117.23</u>	<u>197,031.79</u>
5000 — GRANTS		
5040 — Corporate Grants	0.00	750.00
5030 — Foundation & Assn Grants	17,625.00	9,182.00
5010 — The First Tee Grants	16,400.00	13,725.00
Total 5000 — GRANTS	<u>34,025.00</u>	<u>23,657.00</u>
Total Income	<u>360,784.52</u>	<u>374,421.74</u>
Gross Profit	360,784.52	374,421.74
Expense		
8890 — Depreciation	0.00	4,792.66
6000 — MANAGEMENT/ADMIN EXPENSES		
6585 — Employer Payroll Taxes	14,262.00	13,529.42
6565 — Assistant ED- Salary & Wages	12,500.00	10,000.00

6560 — ED Salary & Wages	15,000.00	16,750.00
6111 — Insurance		
6187 — Health Insurance	4,623.91	3,879.44
6190 — Workers Compensation	5,273.20	9,845.60
6180 — Director's Insurance	2,635.00	2,339.00
6185 — Liability Insurance	3,218.00	3,218.00
Total 6111 — Insurance	15,750.11	19,282.04
6300 — Professional Fees		
6275 — Payroll Service	1,481.55	1,445.56
6300 — Professional Fees - Other	0.00	2,940.00
Total 6300 — Professional Fees	1,481.55	4,385.56
6280 — Legal Fees	0.00	55.00
6350 — Travel & Ent - Management		
6110 — Automobile- Mileage (travel)	3,010.00	3,232.00
6370 — Meals Mgt	907.52	822.17
6380 — Travel Mgt	2,654.83	3,951.47
Total 6350 — Travel & Ent - Management	6,572.35	8,005.64
Total 6000 — MANAGEMENT/ADMIN EXPEN	65,566.01	72,007.66
6400 — OFFICE EXPENSE		
6230 — Licenses and Permits	278.19	67.03
6160 — Dues and Subscriptions	121.00	43.00
6120 — Bank Service Charges	3,680.40	3,401.59
6250 — Postage and Delivery	363.10	504.25
6770 — Supplies	2,212.55	927.51
6340 — Telephone/Internet	1,400.00	1,000.00
6345 — Tech/Computer Expense	2,789.42	279.24
Total 6400 — OFFICE EXPENSE	10,844.66	6,222.62
7000 — PROGRAM/EDUCATION EXPENSE		
7094 — Participant Opportunities	4,080.35	6,790.58
7017 — NSP Coordinator	0.00	0.00
6780 — Advertising & Printing	2,092.58	1,882.16
6410 — Education Travel & Entertainmen	13,707.71	3,685.84
7016 — Counseling & Education	0.00	500.00
7020 — Driving Range Access	3,700.00	4,500.00
7200 — Instructors Costs		
7218 — PGA Full Time-Instructor Fees	75,000.00	70,833.30
7270 — Assistant ED -Programming	16,666.70	13,333.30
7226 — ED's Programming	20,000.00	22,333.30
7210 — Instructor Professional Fees	559.00	609.00
7220 — PGA Instructor Fees	45,897.50	41,842.00
7225 — Teaching Materials & Clinics	0.00	891.09
Total 7200 — Instructors Costs	158,123.20	149,841.99
6670 — Merchandise Expense		
6673 — Golf Equipment	150.00	0.00
6671 — Awards & Prizes	421.20	0.00
6672 — Hats & Shirts	1,446.98	0.00
Total 6670 — Merchandise Expense	2,018.18	0.00
7110 — Prog. Mileage (Travel)	4,732.00	3,522.50

7080 — Program Supplies	296.96	0.00
7090 — Volunteer Expenses	110.00	204.00
7092 — Youth on Course/ SCGA	360.00	297.00
7095 — National Schools Program	406.47	250.00
7070 — USGA-LPGA Fees	0.00	960.00
<b>Total 7000 — PROGRAM/EDUCATION EXPE</b>	<b>189,627.45</b>	<b>172,434.07</b>
<b>8700 — FUNDRAISING/DEVELOPMENT</b>		
<b>8730 — GOLF OUTING &amp; EVENT EXPENSE</b>		
8724 — Spring Classic Expense	16,547.65	15,830.55
8670 — La Cumbre Tournament Expens	2,377.18	9,389.83
8690 — SLO Jr. Tournament	3,976.96	4,180.41
<b>Total 8730 — GOLF OUTING &amp; EVENT EXI</b>	<b>22,901.79</b>	<b>29,400.79</b>
8740 — Development Expenses	1,488.13	599.52
<b>8710 — Fundraising Salary &amp; Wages</b>		
8770 — Assistant ED	12,500.00	10,000.00
8712 — Executive Director	15,000.00	16,750.00
6290 — Grantwriting	1,470.00	1,360.00
<b>Total 8710 — Fundraising Salary &amp; Wages</b>	<b>28,970.00</b>	<b>28,110.00</b>
<b>8720 — Non Golf Fundraising Expense</b>		
8729 — Appeal Expense	2,071.51	0.00
8723 — No-Show Exp	509.88	1,221.69
8720 — Non Golf Fundraising Expense	8,239.87	6,650.00
<b>Total 8720 — Non Golf Fundraising Exper</b>	<b>10,821.26</b>	<b>7,871.69</b>
<b>Total 8700 — FUNDRAISING/DEVELOPMEN</b>	<b>64,181.18</b>	<b>65,982.00</b>
<b>Total Expense</b>	<b>330,219.30</b>	<b>321,439.01</b>
<b>Net Ordinary Income</b>	<b>30,565.22</b>	<b>52,982.73</b>
<b>Other Income/Expense</b>		
<b>Other Income</b>		
9010 — Interest Income	0.00	30.40
<b>Total Other Income</b>	<b>0.00</b>	<b>30.40</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>30.40</b>
<b>Net Income</b>	<b>30,565.22</b>	<b>53,013.13</b>