

**The First Tee of Tampa Bay
Program History, Current Activity and Future Goals**

	2010 Actual J - D 2010	2011 Actual J - D 2011	2012 Actual J - D 2012	2013 Actual J - D 2013	2014 Actual J - D 2014	2015 Actual J - D 2015	2016 Actual J - S 2016	2017 Actual O 16 - S 17	2018 Actual O 17 - S 18	2019 Current O 18 - S 19	2020 Goals O19 - S20	2020 Actual O19 - S20
Outreach Programs												
National Schools Program												
# of Schools	49	66	76	80	100	115	125	130	148	148	148	
% of Saturation	33	45	51	54	68	78	84	88	100	100	100	
# of Unduplicated Participants	24,500	33,000	38,000	40,000	50,000	57,500	62,500	65,000	74,000	74,000	74,000	
Certifying Programs												
% of coaches ACT certified												
% of coaches								65	N/A	65	90	
Group Golf Lessons												
# of Locations	3	3	8	10	12	12	12	9	11	11	12	
# of Duplicated Participants	210	243	764	1,005	1,323	1,374	1,326	1,250	2,263	2,539	2,650	
P.E. PLAYer												
# of Schools			2	5	8	13	16	22	34	42	44	
# of Unduplicated Participants			257	983	1,687	2,299	3,114	4,189	6,790	9,697	10,000	
Summer Golf Camps												
# of Locations	8	5	3	3	5	6	5	4	4	4	5	
# of Duplicated Participants	410	549	262	369	514	802	618	686	904	1,015	1,100	
PLAYers Club												
# of Participants								25	40	40	50	
Golf Teams												
# of Teams			2	2	3	4	5	5	5	6	6	
# of Duplicated Participants			76	102	230	415	481	451	450	575	600	
Golf Tournaments												
# of Tournaments						3	9	16	16	16	16	
# of Unduplicated Participants						139	272	370	625	635	650	
Green-Grass Affiliates												
# of Affiliates								20	22	25	26	
Total # of Unduplicated Certifying Participants	963	741	932	1,978	2,560	3,414	4,295	4,854	8,703	13,113	13,500	
Development & Fundraising (Net of Expenses)												
Old Memorial Golf Outing						\$ 138,794	\$ 153,807	\$ 144,820	\$ 100,731	\$ 100,731	\$ 100,000	
Palma Ceia Dinner								\$ 675,917	\$ 804,937	\$ 950,760	\$ 750,000	
Avila Golf Outing										\$ 61,582	\$ 60,000	
Financials (Fiscal Year) *												
Contribution/Fundraising Revenue	92,845	138,505	252,641	392,695	560,334	561,725	396,717	821,732	1,412,229	1,280,373	1,170,000	
Program/Grant Revenue	62,524	54,788	108,076	120,954	152,954	187,283	137,639	153,692	168,625	233,432	232,000	
Total Revenue	\$ 155,369	\$ 193,293	\$ 360,717	\$ 513,649	\$ 713,288	\$ 749,008	\$ 534,356	\$ 975,424	\$ 1,580,854	\$ 1,513,805	\$ 1,402,000	
Personnel Expense	153,169	154,658	219,617	315,946	319,025	430,261	322,525	460,053	608,980	807,137	842,593	
Program/Occupancy Expense	158,172	99,549	111,704	189,551	244,173	318,674	194,015	306,650	586,389	542,283	401,475	
Total Expense	\$ 311,341	\$ 254,207	\$ 331,321	\$ 505,497	\$ 563,198	\$ 748,935	\$ 516,540	\$ 766,703	\$ 1,195,369	\$ 1,349,420	\$ 1,244,068	
Operating Net	\$ (155,972)	\$ (60,914)	\$ 29,396	\$ 8,152	\$ 150,090	\$ 73	\$ 17,816	\$ 208,721	\$ 385,485	\$ 164,385	\$ 157,932	
Reserves												
Contributions	100,000	155,000						177,234		46,831		
Operational Gain/(Loss)			29,396	8,152	150,090	73	17,816	208,721	385,485	164,385	157,932	
Gain/(Loss) from Investment					20,308	(26,474)	11,830	(22,322)	50,066	15,871	20,000	
Released for Use						(90,146)			(13,187)			
Account Balance	\$ 100,000	\$ 255,000	\$ 284,396	\$ 292,548	\$ 462,946	\$ 346,399	\$ 376,045	\$ 739,678	\$ 1,162,042	\$ 1,389,129	\$ 1,567,061	

*In 2016, the Tampa YMCA switched their fiscal year from a calendar year to October - September. Therefore in 2016, the fiscal year was based on only 9 months from January - September 2016. In 2017 and beyond, the fiscal year is based again on a full 12-month schedule, October 1 - September 30.