

The McDavid Group Charities
Profit and Loss Standard
January through December 2018

| | <u>Jan - Dec '18</u> |
|-------------------------------------|----------------------|
| Ordinary Income/Expense | |
| Income | |
| Apparel Sales | 1,222.94 |
| Direct Public Support | |
| Individ, Business Contributions | 228,021.00 |
| Total Direct Public Support | <u>228,021.00</u> |
| Foot Joy Sales | 2,194.00 |
| Golf Course Games | 13,045.88 |
| Investments | |
| Interest-Savings, Short-term CD | 9.31 |
| Total Investments | <u>9.31</u> |
| Live Auction Income | 48,484.00 |
| Other Types of Income | |
| Miscellaneous Revenue | 210.94 |
| Total Other Types of Income | <u>210.94</u> |
| Silent Auction Income | 15,292.00 |
| Stitch Apparel Sales | 2,595.50 |
| Total Income | <u>311,075.57</u> |
| Cost of Goods Sold | |
| Program Service CGS | |
| Live Auction Item Costs | 19,125.02 |
| Silent Auction Item Costs | 5,655.93 |
| Apparel For-Sale Item Costs | 2,505.28 |
| Total Program Service CGS | <u>27,286.23</u> |
| Total COGS | <u>27,286.23</u> |
| Gross Profit | 283,789.34 |
| Expense | |
| Fundraising Expenses | |
| Postage, Mailing Service | 151.01 |
| Printing and Copying | 1,336.80 |
| Total Fundraising Expenses | <u>1,487.81</u> |
| Management & General Expenses | |
| Conference, Convention, Meeting | 960.74 |
| Total Management & General Expenses | <u>960.74</u> |
| Program Service Expense | |
| Advertising | 5,329.82 |
| Tournament Apparel Giveaway Expense | 4,137.26 |
| Auction Expenses | 6,150.00 |
| Banquet Expense | 32,376.26 |
| Celebrity Book Signing Expense | 2,100.00 |
| Cigar for Golf Course Expense | 504.00 |
| Footjoy Shoe Expense | 18,441.15 |
| Golf Course Expenses | 24,083.90 |
| Hole in One Insurance | 8,225.00 |
| Hotel Expense-Rooms | 11,137.39 |

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| Photography & Video Expense | 10,798.65 |
| Pro Players Marketing Expense | 8,832.00 |
| Registration Party Expense | 5,890.77 |
| Stitch Bags Giveaway Expense | 19,105.34 |
| Stitch Golf Apparel Giveaway Expense | 13,521.98 |
| Supplies | 105.32 |
| Talent Fees | 2,000.00 |
| Travel | 1,513.40 |
| Trophies Expense | 1,743.03 |
| Major Sponsor Golf Expense | 321.65 |
| Website Expenses | 4,747.25 |
| Total Program Service Expense | <u>181,064.17</u> |
| Total Expense | <u>183,512.72</u> |
| Net Ordinary Income | 100,276.62 |
| Other Income/Expense | |
| Other Expense | |
| Program Service Other Expense | |
| Classy Credit Card Fees | 1,482.76 |
| Merchant Fees | 488.71 |
| PayPal Fees | 1,790.83 |
| QTEGO Credit Card Fees | 1,618.82 |
| Total Program Service Other Expense | <u>5,381.12</u> |
| Total Other Expense | <u>5,381.12</u> |
| Net Other Income | <u>-5,381.12</u> |
| Net Income | <u><u>94,895.50</u></u> |