

Annual Review 2022

First Tee – Silicon Valley (FTSV) had a productive rebuilding year working hard to grow our course participation, school partners and coaching staff due to the lasting effects of the Covid-19 pandemic. Our non-profit had its highest revenue year ever hitting the \$1.8M mark. FTSV is proud to share our annual operations are stronger than ever and we are optimistic about launching a comprehensive campaign to endow our programs and build facilities that will secure our future growth and stability.

Our youth development program has now positively transformed the lives of **89,876** youth through proven programs on-course, in-school, and after-school since 2005.

In 2022, over 3,820 Course Participants and School Students who were 90% Ethnically Diverse and 48% Low Income experienced over 10,486 curriculum impressions.

FTSV Program Snapshot

Course Participation Impact

- 100% of long-term course participants graduate high school
- 100% of long-term course participants attend college
- 90% of all course participants reported receiving all A's and B's in school
- Course Participants reported the following:
 - 98% Said Coaches were fun and cared
 - 94% Like golf and improved golf skills
 - 93% Felt included as part of the group
 - 88% Learned new life skills to improve their character
 - 88% Want to continue with FTSV sessions

Volunteerism

- 4:1 Coach to Participant Ratio due to increased volunteerism
- 115 Total Volunteers
- 67 Teen Junior Coaches from our program
- 14 Board Directors
- 17 Board Ambassadors
- 7,848 total hours served
- \$235,033 equivalency in In-Kind Labor

Course Participation – 1,065 unique participants took an average of 2 classes at our golf locations yielding 2,101 registrations

- 66% at Rancho del Pueblo Golf Course; 24% at Baylands Golf Links; 24% at Gavilan Golf Course and 4% at FTSV Office (i.e., 18% participated at multiple locations)
- 24% Teens (age 13+) including 22 Ace participants at the top level focusing on career exploration, post high school education, and community service.
- Provided Financial Aid to 25% of participant registrants experiencing financial hardship by reducing class fee paid from full fee \$210 to a sliding scale of \$20-\$180 – Total of \$87,000 awarded
- 61% Male and 39% Female
- 86% Ethnically Diverse

School Participation – 1,719 students experienced our in-school and after-school programs yielding 8,385 curriculum impressions.

- Rebounded from 6 (2021) in-school or after-school partners to 19 (2022) in San Jose (11), Sunnyvale (1), Santa Clara (2), East Palo Alto (1), Redwood City (4)
- 76% Low Income students
- We partner with mostly Title I Schools at no cost to them
- 48% Female and 52% Male
- 90% Ethnically Diverse

Youth Opportunities – FTSV Teens were selected for various leadership and golf opportunities where many received special recognition through scholarships.

- **Nancy Rivera** was selected to the First Tee College Scholarship Program
- Salma Rivera and Nancy Rivera were selected to attend the First Tee Game Changers Academy Honoring Joe Louis Barrow
- Franky Sumcad, Norah Yang and Sophie Thai competed in the First Tee National Championship
- 15 Seniors announced their College Admissions
- Isabella Herrera and Katelyn Chan were selected to attend the First Tee Leadership Summit
- Franky Sumcad represented FTSV at the 2022 PURE Insurance Championship Impacting the First Tee and placed in 3rd Place
- Itzel Espino received the FTSV Joyce Taylor Eagle Award and \$4,000 College Scholarship
- Jennifer Barrientos received FTSV Dennis Kettman Memorial \$5,000 College Scholarship

Financial Snapshot

FTSV raised \$1.8M exceeding the operating revenue budget of \$1.6M. The operating expense budget of \$1.4M distribution was approximately 75% for Programs, 21% for Fundraising, and 4% for Administration.

\$920,000 Contributed Income

\$326,000	Grants and Foundations
\$125,000	Government Grants
\$17,000	Corporate Giving
\$452,000	Individual Giving

\$880,000 Earned Income

\$348,000	Participant Fees & Merchandise Sales
\$506,000	Golf Events: Open, Invitational, Classic (Foundation, Corporate, Individual)
\$ 26,000	Miscellaneous

\$1,800,000 Total Income