

BOBBY NICHOLS-FIDDLESTICKS FOUNDATION, INC.
BALANCE SHEETS

	<u>8/31/2017</u>	<u>8/31/2016</u>
ASSETS		
Current Assets		
Cash		
FineMark Bank	\$ 39,903.03	\$ 20,377.43
Brokerage Account	1,692.02	8,949.94
Total Cash	<u>41,595.05</u>	<u>29,327.37</u>
Other Current Assets		
Prepaid Expenses	540.00	242.00
Receivables	50.00	3,000.00
Total Other Current Assets	<u>590.00</u>	<u>3,242.00</u>
Total Current Assets	<u>42,185.05</u>	<u>32,569.37</u>
TOTAL ASSETS	<u>\$ 42,185.05</u>	<u>\$ 32,569.37</u>
LIABILITIES & EQUITY		
Current Liabilities		
Accounts Payable	\$ 3,411.60	\$ 76.66
Accrued Expenses	12,192.67	5,032.80
Deferred Revenue	22,255.13	11,957.83
Total Current Liabilities	<u>37,859.40</u>	<u>17,067.29</u>
Equity		
Fund Balance	15,502.08	20,043.53
Net Revenue (Expense)	<u>(11,176.43)</u>	<u>(4,541.45)</u>
Total Equity	<u>4,325.65</u>	<u>15,502.08</u>
TOTAL LIABILITIES & EQUITY	<u>\$ 42,185.05</u>	<u>\$ 32,569.37</u>

BOBBY NICHOLS-FIDDLESTICKS FOUNDATION, INC.
STATEMENTS OF REVENUE AND EXPENSES

	<u>Fiscal YTD</u> <u>8/31/2017</u>	<u>Fiscal YTD</u> <u>8/31/2016</u>
Cost of Event Revenue		
Auction Items	49,427.83	86,393.40
Prizes and Gifts	63,634.00	63,692.25
Auctioneer	18,924.00	14,796.00
Food and Beverage	137,558.36	157,954.48
Golf Fees	14,857.21	12,922.50
Insurance - Special Event	1,290.00	1,289.00
Equipment Rental	129,749.72	92,228.03
Professional Golfer Fees	71,000.00	57,000.00
Other Event Expenses		
Credit Card/PayPal Fees	17,936.68	13,608.45
Entertainment	3,700.00	2,700.00
FCC Labor and Fee	23,168.81	24,241.91
Photography/Video	3,000.00	1,825.20
Printing	10,541.81	8,984.21
Professional Fees	6,500.00	8,995.00
Shipping	2,698.82	1,883.50
Signs	1,810.00	1,071.47
Supplies	4,912.52	3,737.13
Travel	1,500.00	2,118.27
Other Event Expenses	<u>75,768.64</u>	<u>69,165.14</u>
Tennis	1,010.96	4,941.16
Total Cost of Event Revenue	<u>563,220.72</u>	<u>560,381.96</u>
 Total Revenue, less of Cost of Event Revenue	 <u>834,324.51</u>	 <u>809,026.50</u>
 Administrative (Support)/Expenses		
Bank Fees	117.29	83.22
Golfers Giving Back	-	7,420.00
Internet	400.00	-
Insurance - Liability	1,368.00	1,368.00
Postage and Shipping	1,157.42	1,299.56
Printing	482.50	558.26
Professional Fees	14,950.00	12,924.50
Supplies	1,469.73	515.41
Storage Rent	1,556.00	1,399.00
Total Administrative/Support Expenses	<u>21,500.94</u>	<u>25,567.95</u>
 Charitable Contributions		
Abuse Counseling Treatment Center	325,000.00	325,000.00
Childrens's Advocacy Center	325,000.00	325,000.00
Blessings in a Backpack	116,000.00	100,000.00
Copper Cannon Camp	8,000.00	8,000.00
Cincinnati Scholarship Fund/Johnny Bench Foundation	10,000.00	10,000.00
Liberty Youth Ranch	40,000.00	20,000.00
Total Charitable Contributions	<u>824,000.00</u>	<u>788,000.00</u>
 Total Administrative and Charitable Contribution Expense	 <u>845,500.94</u>	 <u>813,567.95</u>
 Net Revenue (Expense)	 <u>\$ (11,176.43)</u>	 <u>\$ (4,541.45)</u>

BOBBY NICHOLS-FIDDLESTICKS FOUNDATION, INC.
STATEMENTS OF REVENUE AND EXPENSES

	<u>Fiscal YTD</u> <u>8/31/2017</u>	<u>Fiscal YTD</u> <u>8/31/2016</u>
Revenue		
Event		
Auction		
Live		
Saturday	\$ 80,500.00	\$ -
Sunday	233,750.00	378,500.00
Total Live	<u>314,250.00</u>	<u>378,500.00</u>
Silent		
Saturday	25,355.00	8,160.00
Sunday	55,640.00	15,185.00
Total Silent	<u>80,995.00</u>	<u>23,345.00</u>
Big Board	-	46,200.00
Total Auction	<u>395,245.00</u>	<u>448,045.00</u>
Appeals		
Saturday	64,400.00	24,750.00
Sunday	77,100.00	85,350.00
Total Appeals	<u>141,500.00</u>	<u>110,100.00</u>
Raffle	<u>35,921.00</u>	<u>60,393.00</u>
Golf Entry Fees		
Paid Golf Entry Fees	156,000.00	139,000.00
Plus Comped Sponsor Golfers	78,000.00	50,000.00
Total Golf Entry Fees	<u>234,000.00</u>	<u>189,000.00</u>
Gala Tables	<u>800.00</u>	<u>4,400.00</u>
Sponsorships		
Title	40,000.00	-
Presenting	60,000.00	-
Principal	50,000.00	-
Platinum	60,000.00	-
Diamond	120,000.00	-
Gold	70,000.00	-
Silver	23,000.00	-
Ruby	59,769.05	-
Emerald	36,536.00	-
Quartz	24,000.00	-
Copper	6,250.00	-
Prior Year Sponsors	-	465,085.34
Total Sponsorships	<u>549,555.05</u>	<u>465,085.34</u>
Less Comped Sponsor Golfers	(78,000.00)	(50,000.00)
Sponsorships, net	<u>471,555.05</u>	<u>415,085.34</u>
Tennis	<u>3,420.00</u>	<u>52,690.00</u>
Total Event Revenue	<u>1,282,441.05</u>	<u>1,279,713.34</u>
Other Revenue		
Membership Dues		
Individual	11,950.00	12,125.00
Family	69,750.00	62,000.00
Total Membership	<u>81,700.00</u>	<u>74,125.00</u>
Contributions	32,225.00	-
Memorial Contributions	740.00	15,220.00
Interest	439.18	350.12
Total Other Revenue	<u>115,104.18</u>	<u>89,695.12</u>
Total Revenue	<u>1,397,545.23</u>	<u>1,369,408.46</u>

November 1, 2017

Dear Fiddlesticks Pipers,

On behalf of our charities, I wish to thank you for your past support of The Bobby Nichols - Fiddlesticks Charity Foundation. This email officially kicks off our 16th season of coming together as a community to assist abused and at risk children in Southwest Florida!

Hurricane Irma has adversely affected Southwest Florida and the entire state. According to the World Health Organization, there is an increase in child abuse after a natural disaster for many unfortunate reasons. Therefore, your continued generosity as a Fiddlesticks Piper is vitally important and very much appreciated.

Please know that 100% of your annual Piper dues are designated to the named charities. Last season we had a total of 636 Piper members from 358 Fiddlesticks homes. This generated \$81,750 in dues revenue which was an all-time high! Your Piper dues may now be renewed in one of two ways. Simply click this link www.nicholscup.org/donate to be directed to our secure website. Or, if you prefer to submit a check to the clubhouse, please complete the form which is attached to this email.

You will also be receiving a letter from me next week. The 2017 – 2018 golf cart decal will be included. Please display it proudly on the lower passenger side of your cart windshield per the Club's rules and regulations. We definitely heard feedback that this item sparked conversation about the Foundation and, in particular, what it means to become a Piper.

Thanks again for your generous support!

Sincerely,

Bobby Nichols
Chairman Emeritus

MONDAY

Lunch/Dinner

Pace of play

TV reporter coverage

Golf cart staging area

Travis award presentation

Raffle drawing/Sandy's energy

Nichols grandson for raffle drawing

Weather

All pro names not in leaflet

No assigned seating

Pro exhibition not promoted

No silverware on table in advance

No advance invoice for golf registr.

No silver tee for 70+ men on LM

Trophies need to be changed

Band
No complaints about lack of free drinks
Assigned seating on TV
Wine/champagne at entrance
Classy feeling
Impromptu lowering of silent minimums
\$36++ a good price
Silent auction results
Quality of silent items
Gesture year 2 better received
Special Needs
Having Johnny Bench there
Started on time
Auction booklet/numbers on back
Pre-set program/auction booklets at table
No name tags
Tables decorated beautifully

SUNDAY

Dinner served timely
Mike L energy
Assigned seating on TV
Quick commentary from charities
Food/service
New Piper attendees
40 & 50 year old members in event
Johnny Bench & Scott Robertson
Henry Gross singing two songs
Tables decorated beautifully
Pre-set program/auction booklets at table
No name tags
Auction booklet/numbers on back
Achieved transition from Earl to Mike
Heather Holland commentary

No recognition of tennis winners
Tip bowls at bar
People did not understand vodka bar
Earl tribute – Sunday instead?
Johnny did too many items/too long
Too many walk-ins
Tables by front wall couldn't see well

Live auction too long/too many items
Impromptu live auction items
Not as many bidding wars
Tom Arington unable to make
Can't depend on 5 bidders for success
Energy high until live auction
Some live trips losing appeal
Some teams not seated together
Tables by front wall couldn't see well
Table drink service
No advance viewing of live items
No National Anthem