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Accrual Basis

HBOIF, INC. - SLP
Profit & Loss Budget vs. Actual
 July through December 2018

	Jul - Dec 18	Budget
Ordinary Income/Expense		
Income		
50000 · Specialty License Plate Revenue		
50010 · PWD Tag Revenue	574,181.06	1,110,364.48
50015 · PFW Tag Revenue	217,734.02	416,386.68
50020 · Aqua Tag Revenue	190,534.96	360,868.45
50025 · SOS Tag Revenue	517,961.35	888,291.58
Total 50000 · Specialty License Plate Revenue	1,500,411.39	2,775,911.19
Total Income	1,500,411.39	2,775,911.19
Gross Profit	1,500,411.39	2,775,911.19
Expense		
70200 · SLP Research Funds Expense		
70210 · PWD Research Funds Expense	301,563.33	927,376.41
70215 · PFW Research Funds Expense	0.00	307,793.03
70220 · AQUA Research Funds Expense	21,879.29	261,753.96
70225 · SOS Research Funds Expense	154,539.30	656,625.14
Total 70200 · SLP Research Funds Expense	477,981.92	2,153,548.54
71000 · Pass Through to Others Expense		
71010 · PFW - Wyland Foundation	21,773.40	41,638.66
71020 · Aqua - Guy Harvey	19,053.50	36,086.85
71025 · SOS - Guy Harvey	51,796.13	88,829.16
71041 · Aqua - Florida Aquaculture Assn	0.00	5,000.00
Total 71000 · Pass Through to Others Expense	92,623.03	171,554.67
82025 · SLP Expense		
82300 · SLP/FAU Admin Fee	48,509.37	89,939.52
82350 · SLP/HBOIF Admin	45,012.34	83,277.34
82400 · SLP Marketing Expense		
82406 · SLP Online/TV/Media/Ad	33,339.25	160,000.00
82407 · SLP Print	2,705.05	8,000.00
82408 · SLP Direct Mail/eBlasts	0.00	8,000.00
82411 · SLP Other/Salary/Fringe	0.00	48,000.00
82412 · SLP Bank Fee	36.32	7,591.12
82414 · SLP Tax Collector Visibility	7,937.67	10,000.00
82415 · SLP Special Branding Projects	6,614.19	16,000.00
82416 · SLP External Events/Sponsorship	10,500.00	20,000.00
Total 82400 · SLP Marketing Expense	61,132.48	277,591.12
Total 82025 · SLP Expense	154,654.19	450,807.98
Total Expense	725,259.14	2,775,911.19
Net Ordinary Income	775,152.25	0.00
Other Income/Expense		
Other Income		
90001 · PWD Interest Income	5,786.62	
90002 · PFW Interest Income	4,513.80	
90003 · Aqua Interest Income	1,822.48	
90004 · SOS Interest Income	4,515.65	
Total Other Income	16,638.55	
Net Other Income	16,638.55	
Net Income	791,790.80	0.00