

HBOI Foundation, INC.
Profit & Loss Budget vs. Actual
July 2013 through March 2014

	<u>Jul '13 - Mar 14</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
40000 · Donations & Gifts	7,167.46	2,167.00
45000 · Love Your Lagoon (Gross)		
45100 · Sponsorships	145,625.00	137,500.00
45200 · Ticket Sales	23,329.24	29,050.00
45300 · Donations - LYL	1,985.00	
45000 · Love Your Lagoon (Gross) - Other	0.00	
Total 45000 · Love Your Lagoon (Gross)	<u>170,939.24</u>	<u>166,550.00</u>
50000 · Specialty License Plate Revenue		
50010 · PWD Tag Revenue	813,380.00	1,305,000.00
50015 · PFW Tag Revenue	271,275.00	406,000.00
50020 · Aqua Tag Revenue	251,375.00	377,000.00
50025 · SOS Tag Revenue	567,355.00	812,000.00
50000 · Specialty License Plate Revenue - Other	0.00	
Total 50000 · Specialty License Plate Revenue	<u>1,903,385.00</u>	<u>2,900,000.00</u>
54000 · Other Revenue		
54005 · HBOIF - admin (SLP)	53,701.35	
54010 · Rent & Lease Revenue	51,577.17	56,637.36
54015 · Taxable Income	0.00	
54020 · Discounts Taken - A/P	0.00	
54025 · Miscellaneous Income	0.00	2,130.00
54000 · Other Revenue - Other	0.00	
Total 54000 · Other Revenue	<u>105,278.52</u>	<u>58,767.36</u>
54100 · Gift Shop Income	5,095.93	4,000.00
54200 · Contribution Revenue	0.00	
55000 · Write off of uncollected A/R	0.00	
Total Income	<u>2,191,866.15</u>	<u>3,131,484.36</u>
Cost of Goods Sold		
50001 · Cost of Goods Sold	0.00	
Total COGS	<u>0.00</u>	
Gross Profit	2,191,866.15	3,131,484.36
Expense		
66900 · Reconciliation Discrepancies	0.00	
70000 · Pass Through to FAU Expense		
70010 · PWD Tag Revenue Dispersement	0.00	1,102,725.00
70015 · PFW Tag Revenue Dispersement	0.00	308,763.00
70020 · Aqua Tag Revenue Dispersement	0.00	286,708.50

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70025 · SOS Tag Revenue Dispersement	0.00	617,526.00
70026 · SOS Tag to others expense	0.00	
70030 · Restricted Donations for FAU	0.00	
70035 · Unrestricted Donations for FAU	0.00	
70040 · PWD Prev Yr Mktg Residual	90,973.59	
70041 · PFW Prev Yr Mktg Residual	5,732.00	
70042 · Aqua Prev Yr Mktg Residual	11,930.59	
70043 · SOS Prev Yr Mktg Residual	23,341.37	
70000 · Pass Through to FAU Expense - Other	1,468,639.52	
Total 70000 · Pass Through to FAU Expense	<u>1,600,617.07</u>	<u>2,315,722.50</u>
71000 · Pass Through to Others Expense		
71010 · PFW - Wyland Foundation	27,127.50	34,307.00
71020 · Aqua - Guy Harvey	25,137.50	26,856.50
71025 · SOS - Guy Harvey	56,735.50	68,614.00
71030 · PWD other programs	0.00	
71035 · PFW for MRC	0.00	
71040 · Aqua Tag To Others Exp	0.00	
71041 · Aqua - Florida Aquaculture Assn	0.00	5,000.00
71000 · Pass Through to Others Expense - Other	0.00	
Total 71000 · Pass Through to Others Expense	<u>109,000.50</u>	<u>134,777.50</u>
72000 · Payroll Expenses		
72010 · Salaries & Wages		
72011 · Executive Director	0.00	
72012 · Director of Operations	51,576.84	52,883.00
72013 · Operations Assistant	0.00	0.00
72010 · Salaries & Wages - Other	682.50	682.50
Total 72010 · Salaries & Wages	<u>52,259.34</u>	<u>53,565.50</u>
72015 · Payroll Taxes	4,154.38	5,016.00
72020 · Payroll Service	849.50	429.50
72050 · HBOI 2007 Retirement Closeout	500.00	500.00
72055 · Unemployment Tax	0.00	
72060 · 401k	0.00	2,115.32
72065 · employee deductions	0.00	
72070 · HSA Employee Contributions	0.00	
72000 · Payroll Expenses - Other	37.70	6,500.00
Total 72000 · Payroll Expenses	<u>57,800.92</u>	<u>68,126.32</u>
73000 · Donations		
73010 · Donation to HBOI	0.00	
73000 · Donations - Other	0.00	
Total 73000 · Donations	<u>0.00</u>	

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75000 · Contract Professional Services		
75010 · Fundraising Fees	0.00	
75020 · Accounting Fees		
75021 · Audit	20,216.00	20,000.00
75022 · Tax Reporting	38,663.00	30,000.00
75023 · Accounting Oversight	33,355.10	30,000.00
75020 · Accounting Fees - Other	0.00	
Total 75020 · Accounting Fees	<u>92,234.10</u>	<u>80,000.00</u>
75025 · Professional Services		
75026 · Interim ED Fees	70,968.75	112,500.00
75027 · Interim ED Expenses	17,667.12	27,000.00
75028 · Professional Services	0.00	0.00
75025 · Professional Services - Other	2,123.29	2,100.00
Total 75025 · Professional Services	<u>90,759.16</u>	<u>141,600.00</u>
75030 · Temporary office services	60.00	0.00
75000 · Contract Professional Services - Other	0.00	
Total 75000 · Contract Professional Services	<u>183,053.26</u>	<u>221,600.00</u>
75500 · Legal Fees		
75510 · General Legal Fees	26,142.28	60,000.00
75512 · Legal Other	40,360.00	40,000.00
75513 · Legal - Intellectual Property	5,757.63	10,095.00
75515 · ORA Legal Fees (Kevin Gaines)	0.00	
75500 · Legal Fees - Other	0.00	
Total 75500 · Legal Fees	<u>72,259.91</u>	<u>110,095.00</u>
75600 · Labor Reimbursement to FAU	0.00	
75700 · HBOI 2007 Related Invoices	0.00	
81000 · Operations		
81010 · Supplies	4,402.09	5,000.00
81015 · Telephone	4,537.35	4,000.00
81020 · Postage & Shipping	300.32	1,500.00
81025 · Printing & Copying	1,583.52	5,000.00
81030 · Books, Subscriptions, Reference	0.00	250.00
81035 · Computer & Website	10,497.77	10,000.00
81040 · Gifts & Entertainment	5,348.57	5,000.00
81045 · Promotion & Advertising	5,406.75	5,000.00
81498 · ED Search Advertising	0.00	800.00
81499 · ED Search Other	0.00	2,800.00
81000 · Operations - Other	0.00	
Total 81000 · Operations	<u>32,076.37</u>	<u>39,350.00</u>

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81500 · Gift Shop Costs	8,638.24	8,700.00
82000 · Facilities & Equipment		
82005 · Utilities	0.00	
82010 · Computer Lease	415.30	
82015 · Depreciation Expense	2,825.92	5,600.00
82020 · Signage	0.00	
82000 · Facilities & Equipment - Other	2,205.00	10,000.00
Total 82000 · Facilities & Equipment	5,446.22	15,600.00
82025 · SLP Expense		
82040 · SLP Income	0.00	
82300 · SLP/FAU Admin Fee	47,103.61	72,500.00
82350 · SLP/HBOIF Admin	57,101.55	87,000.00
82355 · SLP Marketing Wyland	0.00	
82400 · SLP Marketing Expense		
82405 · SLP Mass Marketing - Outdoor	27,400.00	80,000.00
82406 · SLP Online/Broadcast/TV/Media	23,302.00	41,700.00
82407 · SLP Print	6,194.59	6,000.00
82408 · SLP Direct Mail/eBlasts	442.50	2,000.00
82409 · SLP Promotional & Special Event	23,354.80	26,600.00
82410 · SLP Partnerships & Outreach	1,080.62	23,000.00
82411 · SLP Other/Salary/Fringe	56,443.36	73,500.00
82412 · SLP Margin	0.00	37,200.00
82400 · SLP Marketing Expense - Other	103.43	
Total 82400 · SLP Marketing Expense	138,321.30	290,000.00
82025 · SLP Expense - Other	0.00	
Total 82025 · SLP Expense	242,526.46	449,500.00
82030 · Real estate taxes	9,108.76	9,108.76
82035 · Depreciation Expense	0.00	
82500 · Sale of Land Expense	0.00	10,000.00
83000 · Travel & Meetings	9,368.41	16,175.00
84000 · Insurance Expense	19,616.97	30,000.00
84100 · Bank Service Expense	1,189.88	600.00
84200 · Interest Expense	1.87	
84300 · Investment Management Fees	92,808.67	58,517.00
85000 · Donor Related	3,496.87	10,000.00
85500 · Love Your Lagoon		
85501 · Food & Beverage	26,508.60	29,000.00
85502 · Equipment Rental	30,438.21	29,000.00
85503 · Printing & Design	4,446.94	5,500.00
85504 · Photography	0.00	500.00

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85505 · Entertainment	154.09	500.00
85506 · Awards & Favors	1,764.84	2,250.00
85507 · Supplies	660.30	2,500.00
85508 · Advertising & Promotion	1,220.00	2,200.00
85509 · Contract Labor	1,323.75	1,600.00
85510 · Miscellaneous	983.87	250.00
85511 · Postage	1,110.36	1,100.00
85512 · Floral and Lighting	2,330.00	
85500 · Love Your Lagoon - Other	0.00	
Total 85500 · Love Your Lagoon	<u>70,940.96</u>	<u>74,400.00</u>
85600 · Luncheon on the Lagoon		
85601 · Food & Beverage	4,920.00	5,000.00
85602 · Equipment/Venue Rental	764.14	850.00
85603 · Printing & Design	1,335.77	1,235.00
85604 · Photography	0.00	
85605 · Entertainment/Honorariums	0.00	
85606 · Awards & Favors	76.00	170.00
85607 · Supplies	0.00	100.00
85608 · Advertising & Promotion	0.00	
85609 · Contract Labor	401.25	450.00
85610 · Miscellaneous	0.00	100.00
85611 · Postage	869.15	870.00
85600 · Luncheon on the Lagoon - Other	0.00	
Total 85600 · Luncheon on the Lagoon	<u>8,366.31</u>	<u>8,775.00</u>
85700 · Love Your Lagoon Proceeds	80,995.82	
86000 · Business Expense		
86010 · Licenses & Permits	193.25	
86000 · Business Expense - Other	952.48	1,500.00
Total 86000 · Business Expense	<u>1,145.73</u>	<u>1,500.00</u>
87000 · Miscellaneous Expenses	84.14	1,500.00
87010 · Federal Income Tax Penalty	0.00	
87167 · Indian River Lagoon Symposium	10,017.90	10,000.00
88000 · Bad Debt Expense	0.00	
89000 · Bad Debt Exp - HBH	0.00	
Total Expense	<u>2,618,561.24</u>	<u>3,594,047.08</u>
Net Ordinary Income	-426,695.09	-462,562.72
Other Income/Expense		
Other Income		
53000 · Investment Revenue - Banking		

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53010 · Bank Interest Revenue	0.00	
53015 · Other Interest Revenue	0.00	
53000 · Investment Revenue - Banking - Other	0.00	
Total 53000 · Investment Revenue - Banking	0.00	
90000 · Other Income		
10500 · Other Income SLP	0.00	
53019 · Investment Interest & Dividends		
53020 · Investment Interest Revenue	0.00	
53025 · Investment Dividend Revenue	88.83	1,310,000.00
53019 · Investment Interest & Dividends - Other	729,702.30	3,020,829.00
Total 53019 · Investment Interest & Dividends	729,791.13	4,330,829.00
53500 · Realized Gains/Losses	1,657,278.12	2,000,000.00
53600 · Unrealized Gains/Losses	5,070,395.90	5,000,000.00
53700 · Gains/Losses - Sales of Assets	0.00	
90000 · Other Income - Other	0.00	
Total 90000 · Other Income	7,457,465.15	11,330,829.00
Total Other Income	7,457,465.15	11,330,829.00
Other Expense		
90500 · Other Expenses		
10800 · Other Expense SLP	0.00	
87100 · Special Initiatives		
87101 · Estuarine/IRL Workshop	37,363.39	37,363.39
87150 · HBOI @ FAU Discretionary Fund	10,000.00	10,000.00
87151 · HBOI Gift Shop Operator	10,000.00	10,000.00
87155 · HBOI ED Development Fund	25,000.00	25,000.00
87160 · HBOI Development Director	0.00	25,000.00
87165 · HBOI New Faculty		
87165-1 · HBOI New Faculty-Year 1	463,510.00	478,295.00
87165-2 · HBOI New Faculty-Year 2	0.00	
87165-3 · HBOI New Faculty-Year 3	0.00	
87165 · HBOI New Faculty - Other	0.00	
Total 87165 · HBOI New Faculty	463,510.00	478,295.00
87166 · HBOI Faculty Incentives		
87166-1 · HBOI Faculty Incentives-Year 1	225,000.00	225,000.00
87166-2 · HBOI Faculty Incentives-Year 2	200,000.00	300,000.00
87166-3 · HBOI Faculty Incentives-Year 3	0.00	
87166 · HBOI Faculty Incentives - Other	0.00	
Total 87166 · HBOI Faculty Incentives	425,000.00	525,000.00

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87100 - Special Initiatives - Other	0.00	
Total 87100 - Special Initiatives	<u>970,873.39</u>	<u>1,110,658.39</u>
90500 - Other Expenses - Other	0.00	
Total 90500 - Other Expenses	<u>970,873.39</u>	<u>1,110,658.39</u>
90501 - Ask My Accountant	0.00	
Total Other Expense	<u>970,873.39</u>	<u>1,110,658.39</u>
Net Other Income	<u>6,486,591.76</u>	<u>10,220,170.61</u>
Net Income	<u><u>6,059,896.67</u></u>	<u><u>9,757,607.89</u></u>