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Accrual Basis

HBOIF, INC. - SLP
Profit & Loss Budget vs. Actual
July 2017 through March 2018

	Jul '17 - Mar 18	Budget
Ordinary Income/Expense		
Income		
50000 · Specialty License Plate Revenue		
50010 · PWD Tag Revenue	844,164.99	1,142,680.27
50015 · PFW Tag Revenue	311,039.56	380,893.42
50020 · Aqua Tag Revenue	275,437.07	353,686.75
50025 · SOS Tag Revenue	722,302.09	843,406.87
Total 50000 · Specialty License Plate Revenue	2,152,943.71	2,720,667.31
Total Income	2,152,943.71	2,720,667.31
Gross Profit	2,152,943.71	2,720,667.31
Expense		
70200 · SLP Research Funds Expense		
70210 · PWD Research Funds Expense	0.00	954,366.56
70215 · PFW Research Funds Expense	0.00	281,556.42
70220 · AQUA Research Funds Expense	0.00	256,445.25
70225 · SOS Research Funds Expense	0.00	623,446.36
Total 70200 · SLP Research Funds Expense	0.00	2,115,814.59
71000 · Pass Through to Others Expense		
71010 · PFW - Wyland Foundation	31,103.96	38,089.34
71020 · Aqua - Guy Harvey	27,543.71	35,368.68
71025 · SOS - Guy Harvey	72,230.21	84,340.69
71041 · Aqua - Florida Aquaculture Assn	0.00	5,000.00
Total 71000 · Pass Through to Others Expense	130,877.88	162,798.71
82025 · SLP Expense		
82300 · SLP/FAU Admin Fee	69,687.29	88,367.26
82350 · SLP/HBOIF Admin	64,588.31	81,620.02
82400 · SLP Marketing Expense		
82406 · SLP Online/Broadcast/TV/Media	58,006.00	150,000.00
82407 · SLP Print	129.00	10,000.00
82408 · SLP Direct Mail/eBlasts	0.00	10,000.00
82411 · SLP Other/Salary/Fringe	34,257.56	48,000.00
82412 · SLP Margin	276.78	10,066.73
82414 · SLP Tax Collector Visibility	0.00	10,000.00
82415 · SLP Special Branding Projects	1,242.00	16,000.00
82416 · SLP External Events/Sponsorship	6,485.81	18,000.00
Total 82400 · SLP Marketing Expense	100,397.15	272,066.73
Total 82025 · SLP Expense	234,672.75	442,054.01
Total Expense	365,550.63	2,720,667.31
Net Ordinary Income	1,787,393.08	0.00
Other Income/Expense		
Other Income		
90001 · PWD Interest Income	2,669.18	
90002 · PFW Interest Income	1,392.63	
90003 · Aqua Interest Income	820.51	
90004 · SOS Interest Income	2,127.42	
Total Other Income	7,009.74	
Net Other Income	7,009.74	
Net Income	1,794,402.82	0.00