

HBOIF, INC. - SLP
Profit & Loss Budget vs. Actual
July 2018 through March 2019

DRAFT

	<u>Jul '18 - Mar 19</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
50000 · Specialty License Plate Revenue		
50010 · PWD Tag Revenue	827,701.06	1,110,364.48
50015 · PFW Tag Revenue	314,084.02	416,386.68
50020 · Aqua Tag Revenue	273,344.96	360,868.45
50025 · SOS Tag Revenue	768,231.35	888,291.58
Total 50000 · Specialty License Plate Revenue	2,183,361.39	2,775,911.19
Total Income	2,183,361.39	2,775,911.19
Gross Profit	2,183,361.39	2,775,911.19
Expense		
70200 · SLP Research Funds Expense		
70210 · PWD Research Funds Expense	420,858.51	927,376.41
70215 · PFW Research Funds Expense	11,689.95	307,793.03
70220 · AQUA Research Funds Expense	63,591.22	261,753.96
70225 · SOS Research Funds Expense	316,522.47	656,625.14
Total 70200 · SLP Research Funds Expense	812,662.15	2,153,548.54
71000 · Pass Through to Others Expense		
71010 · PFW - Wyland Foundation	31,408.40	41,638.66
71020 · Aqua - Guy Harvey	27,334.50	36,086.85
71025 · SOS - Guy Harvey	76,823.13	88,829.16
71041 · Aqua - Florida Aquaculture Assn	0.00	5,000.00
Total 71000 · Pass Through to Others Expense	135,566.03	171,554.67
72080 · Allocation-Permenter SLP Mktg	-3,581.96	0.00
82025 · SLP Expense		
82300 · SLP/FAU Admin Fee	70,558.32	89,939.52
82350 · SLP/HBOIF Admin	65,500.84	83,277.34
82400 · SLP Marketing Expense		
82406 · SLP Online/TV/Media/Ad	82,739.25	145,000.00
82407 · SLP Print	2,705.05	7,000.00
82411 · SLP Other/Salary/Fringe	3,581.96	8,955.00
82412 · SLP Bank Fee	36.32	250.00
82414 · SLP Tax Collector Visibility	9,517.37	10,000.00
82415 · SLP Special Branding Projects	14,592.74	16,000.00
82416 · SLP External Events/Sponsorship	10,500.00	20,000.00
82417 · SLP Marketing Residual	0.00	70,386.12
Total 82400 · SLP Marketing Expense	123,672.69	277,591.12
Total 82025 · SLP Expense	259,731.85	450,807.98
Total Expense	1,204,378.07	2,775,911.19
Net Ordinary Income	978,983.32	0.00
Other Income/Expense		
Other Income		
9000 · Total Interest Income		
90001 · PWD Interest Income	9,044.68	
90002 · PFW Interest Income	7,533.77	
90003 · Aqua Interest Income	2,850.62	
90004 · SOS Interest Income	7,060.68	
Total 9000 · Total Interest Income	26,489.75	
90005 · Award Refunds		
90010 · PWD Award Refunds	65,500.00	
90020 · PFW Award Refunds	33,000.00	
Total 90005 · Award Refunds	98,500.00	
Total Other Income	124,989.75	
Net Other Income	124,989.75	
Net Income	1,103,973.07	0.00

Estimated to increase to
\$451,045.12 upon receipt of
outstanding invoice from FAU
for FY19 Q3