

HBOI Foundation, Inc.
Profit & Loss Budget vs. Actual
July 2018 through March 2019

	<u>Jul '18 - Mar 19</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
40000 · Donations & Gifts	1,264.80	1,250.00
45000 · Love Your Lagoon (Gross)		
45100 · Sponsorships	135,500.00	135,600.00
45200 · Ticket Sales	800.00	400.00
45300 · Donations - LYL	1,554.97	395.00
Total 45000 · Love Your Lagoon (Gross)	<u>137,854.97</u>	<u>136,395.00</u>
54000 · Other Revenue		
54005 · HBOIF - admin (SLP)	65,500.84	83,278.00
54010 · Rent & Lease Revenue	46,223.03	64,805.00
54023 · Sales Tax Collection Allowance	73.76	
54025 · Miscellaneous Income	8,425.36	
Total 54000 · Other Revenue	<u>120,222.99</u>	<u>148,083.00</u>
60000 · In-kind Contributions	17,289.00	
Total Income	<u>276,631.76</u>	<u>285,728.00</u>
Gross Profit	276,631.76	285,728.00
Expense		
72000 · Payroll Expenses		
72010 · Salaries & Wages		
72011 · President & CEO	139,763.33	186,351.00
72012 · Director of Operations	59,667.85	79,557.00
72013 · Administrative Assistant	23,642.46	31,036.00
Total 72010 · Salaries & Wages	<u>223,073.64</u>	<u>296,944.00</u>
72015 · Payroll Taxes	13,109.29	23,401.00
72060 · 401K	11,718.07	14,346.00
72080 · Allocation-Permenter SLP Mktg	3,581.96	0.00
Total 72000 · Payroll Expenses	<u>251,482.96</u>	<u>334,691.00</u>
75000 · Contract Professional Services		
75020 · Accounting Fees		
75021 · Audit	34,000.00	36,300.00
75022 · Tax Reporting	2,818.42	2,819.00
75023 · Accounting Oversight	30,600.00	46,000.00
Total 75020 · Accounting Fees	<u>67,418.42</u>	<u>85,119.00</u>
75025 · Professional Services	2,475.00	10,000.00
Total 75000 · Contract Professional Services	<u>69,893.42</u>	<u>95,119.00</u>
75500 · Legal Fees		
75510 · General Legal Fees	10,087.00	50,000.00
75512 · Legal Other	30,360.00	40,000.00
75516 · Litigation	156,495.52	350,000.00
Total 75500 · Legal Fees	<u>196,942.52</u>	<u>440,000.00</u>
80000 · Rent (In-Kind)	12,789.00	
80001 · Utilities (In-Kind)	4,500.00	

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81000 - Operations		
81010 - Supplies	2,719.46	4,000.00
81015 - Telephone	3,198.76	4,775.00
81020 - Postage & Shipping	616.44	1,500.00
81025 - Printing & Copying	2,419.10	5,000.00
81030 - Books, Subscriptions, Reference	770.39	1,500.00
81032 - Memberships & External Events	6,702.00	8,600.00
81035 - Computer & Website	13,491.64	16,000.00
81040 - Gifts & Entertainment	1,688.81	2,000.00
81045 - Promotion & Advertising	5,631.00	9,360.00
Total 81000 - Operations	<u>37,237.60</u>	<u>52,735.00</u>
82000 - Facilities & Equipment		
82005 - Utilities	215.25	600.00
82000 - Facilities & Equipment - Other	3,240.66	79,556.00
Total 82000 - Facilities & Equipment	<u>3,455.91</u>	<u>80,156.00</u>
82030 - Real estate taxes	3,857.23	4,050.00
82035 - Depreciation Expense	1,992.78	2,700.00
83000 - Travel & Meetings	385.65	5,000.00
83010 - Board Travel & Meetings	8,657.20	17,000.00
84000 - Insurance Expense	46,569.39	65,000.00
84100 - Bank Service Expense	1,641.07	2,000.00
84300 - Investment Management Fees	54,727.59	79,000.00
85000 - Donor Related	3,040.49	20,000.00
85500 - Love Your Lagoon		
85501 - Food & Beverage	17,508.53	18,000.00
85502 - Equipment Rental	1,800.00	1,000.00
85503 - Printing & Design	280.91	500.00
85504 - Photography	487.50	575.00
85506 - Awards & Favors	1,733.70	1,734.00
85508 - Advertising & Promotion	5,930.35	6,000.00
85513 - Valet Parking	0.00	200.00
85514 - Fees - Square/NFG	335.94	600.00
Total 85500 - Love Your Lagoon	<u>28,076.93</u>	<u>28,609.00</u>
86000 - Business Expense	247.25	500.00
87000 - Miscellaneous Expenses	0.00	1,500.00
Total Expense	<u>725,496.99</u>	<u>1,228,060.00</u>
Net Ordinary Income	-448,865.23	-942,332.00

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Other Income/Expense		
Other Income		
90000 · Other Income		
53019 · Investment Interest & Dividends	1,593,715.55	
53500 · Realized Gains/Losses	5,019,988.22	
53600 · Unrealized Gains/Losses	-6,162,137.72	
54200 · Contributions to Endowment	2,500.00	
Total 90000 · Other Income	<u>454,066.05</u>	
Total Other Income	454,066.05	
Other Expense		
90500 · Other Expenses		
87100 · Special Initiatives		
87165 · HBOI New Faculty		
87165-7 · HBOI New Faculty-Year 7	332,696.81	666,574.00
Total 87165 · HBOI New Faculty	<u>332,696.81</u>	<u>666,574.00</u>
87166 · HBOI Faculty Incentives		
87166-7 · HBOI Faculty Incentives-Year 7	86,516.03	220,000.00
87166-9 · HBOI Faculty Incentives	0.00	114,369.00
Total 87166 · HBOI Faculty Incentives	<u>86,516.03</u>	<u>334,369.00</u>
87175 · HBOI Discretionary Fund Awards		
87175-1 · HBOI FCCHH	304,476.27	650,000.00
87175-2 · HBOI Faculty Salary Support	331,470.96	520,000.00
87175-3 · HBOI Bridge Funds Pool	0.00	200,000.00
Total 87175 · HBOI Discretionary Fund Awards	<u>635,947.23</u>	<u>1,370,000.00</u>
87176 · HBOI Special Award	1,041.12	10,000.00
87177 · LYL Proceeds		
87177-1 · 2018 IRL Fellowship Program	70,170.19	95,279.91
87177-2 · 2019 IRL Symposium	6,351.36	10,000.00
Total 87177 · LYL Proceeds	<u>76,521.55</u>	<u>105,279.91</u>
Total 87100 · Special Initiatives	<u>1,132,722.74</u>	<u>2,486,222.91</u>
Total 90500 · Other Expenses	<u>1,132,722.74</u>	<u>2,486,222.91</u>
Total Other Expense	<u>1,132,722.74</u>	<u>2,486,222.91</u>
Net Other Income	<u>-678,656.69</u>	<u>-2,486,222.91</u>
Net Income	<u><u>-1,127,521.92</u></u>	<u><u>-3,428,554.91</u></u>