

**HBOI Foundation, Inc.**  
**Profit & Loss Budget vs. Actual**  
 July 2015 through June 2016

	Jul '15 - Jun 16	Budget
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
40000 · Donations & Gifts	250.00	0.00
45000 · Love Your Lagoon (Gross)		
45100 · Sponsorships	148,168.02	160,000.00
45200 · Ticket Sales	20,670.42	20,400.00
45250 · Auction	45,271.11	30,000.00
45300 · Donations - LYL	4,583.51	500.00
<b>Total 45000 · Love Your Lagoon (Gross)</b>	<b>218,693.06</b>	<b>210,900.00</b>
54000 · Other Revenue		
54005 · HBOIF - admin (SLP)	78,515.95	79,908.43
54010 · Rent & Lease Revenue	43,692.03	40,342.00
54025 · Miscellaneous Income	25.36	
<b>Total 54000 · Other Revenue</b>	<b>122,233.34</b>	<b>120,250.43</b>
54030 · Learning Garden Forfeitures	4,774.06	
60000 · In-kind Contributions	17,289.00	
<b>Total Income</b>	<b>363,239.46</b>	<b>331,150.43</b>
<b>Gross Profit</b>	<b>363,239.46</b>	<b>331,150.43</b>
<b>Expense</b>		
72000 · Payroll Expenses		
72010 · Salaries & Wages		
72011 · President & CEO	171,400.06	171,400.00
72012 · Director of Operations	85,977.70	84,675.00
72013 · Administrative Assistant	28,710.04	28,283.00
<b>Total 72010 · Salaries &amp; Wages</b>	<b>286,087.80</b>	<b>284,358.00</b>
72015 · Payroll Taxes	17,810.93	20,000.00
72060 · 401K	9,651.11	10,000.00
72062 · CEO Bonus	5,000.00	
<b>Total 72000 · Payroll Expenses</b>	<b>318,549.84</b>	<b>314,358.00</b>
75000 · Contract Professional Services		
75020 · Accounting Fees		
75021 · Audit	24,750.00	24,750.00
75022 · Tax Reporting	1,850.00	1,850.00
75023 · Accounting Oversight	39,287.00	46,000.00
<b>Total 75020 · Accounting Fees</b>	<b>65,887.00</b>	<b>72,600.00</b>
75025 · Professional Services	8,160.00	10,000.00
75030 · Temporary office services	80.40	
<b>Total 75000 · Contract Professional Services</b>	<b>74,127.40</b>	<b>82,600.00</b>
75500 · Legal Fees		
75510 · General Legal Fees	36,533.34	60,000.00
75512 · Legal Other	40,270.00	40,000.00
75514 · Legal -- FPR Superfund Fee	14,290.90	14,290.00
<b>Total 75500 · Legal Fees</b>	<b>91,094.24</b>	<b>114,290.00</b>
80000 · Rent (In-Kind)	12,789.00	
80001 · Utilities (In-Kind)	4,500.00	
81000 · Operations		
81010 · Supplies	3,647.73	4,000.00
81015 · Telephone	4,568.47	4,200.00
81020 · Postage & Shipping	1,588.17	1,500.00
81025 · Printing & Copying	1,200.92	5,000.00
81030 · Books, Subscriptions, Reference	1,135.76	1,500.00
81032 · Memberships & External Events	6,189.04	7,500.00
81035 · Computer & Website	11,864.64	12,000.00
81040 · Gifts & Appreciation	1,636.74	2,000.00
81045 · Promotion & Advertising	8,771.00	7,200.00
<b>Total 81000 · Operations</b>	<b>40,602.47</b>	<b>44,900.00</b>
82000 · Facilities & Equipment		
82005 · Utilities	286.56	600.00
82000 · Facilities & Equipment - Other	7,207.79	10,000.00
<b>Total 82000 · Facilities &amp; Equipment</b>	<b>7,494.35</b>	<b>10,600.00</b>

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82030 · Real estate taxes	12,022.49	12,000.00
82035 · Depreciation Expense	1,930.71	2,575.00
82500 · Sale of Land Expense	4,500.00	3,000.00
83000 · Travel & Meetings	6,506.26	5,000.00
83010 · Board Travel & Meetings	11,346.74	17,000.00
84000 · Insurance Expense	34,148.87	32,000.00
84100 · Bank Service Expense	1,421.12	1,000.00
84300 · Investment Management Fees	78,558.73	120,000.00
85000 · Donor Related	9,947.33	10,000.00
85500 · Love Your Lagoon		
85501 · Food & Beverage	35,790.51	36,000.00
85502 · Equipment Rental	57,265.72	54,000.00
85503 · Printing & Design	6,108.92	6,500.00
85504 · Photography	450.00	450.00
85506 · Awards & Favors	1,612.00	1,700.00
85507 · Supplies	0.00	1,000.00
85508 · Advertising & Promotion	1,917.12	2,100.00
85509 · Contract Labor	0.00	800.00
85510 · Miscellaneous	0.00	250.00
85511 · Postage	2,277.97	2,500.00
85513 · Valet Parking	1,400.00	1,500.00
Total 85500 · Love Your Lagoon	106,822.24	106,800.00
85700 · Love Your Lagoon Proceeds	0.00	104,100.00
86000 · Business Expense		
86010 · Licenses & Permits	52.04	
86000 · Business Expense - Other	90.75	500.00
Total 86000 · Business Expense	142.79	500.00
87000 · Miscellaneous Expenses	0.00	1,500.00
87167 · Indian River Lagoon Symposium	10,000.00	10,000.00
<b>Total Expense</b>	<b>826,504.58</b>	<b>992,223.00</b>
<b>Net Ordinary Income</b>	<b>-463,265.12</b>	<b>-661,072.57</b>
<b>Other Income/Expense</b>		
<b>Other Income</b>		
90000 · Other Income		
53019 · Investment Interest & Dividends	1,145,537.24	750,000.00
53500 · Realized Gains/Losses	268,193.80	
53600 · Unrealized Gains/Losses	-2,434,112.90	
54200 · Contributions to Endowment	8,680.90	
Total 90000 · Other Income	-1,011,700.96	750,000.00
<b>Total Other Income</b>	<b>-1,011,700.96</b>	<b>750,000.00</b>
<b>Other Expense</b>		
90500 · Other Expenses		
87100 · Special Initiatives		
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 Staff Support	285,182.10	296,700.00
87165 · HBOI New Faculty		
87165-4 · HBOI New Faculty-Year 4	1,079,773.00	1,127,709.00
Total 87165 · HBOI New Faculty	1,079,773.00	1,127,709.00
87166 · HBOI Faculty Incentives		
87166-0 · HBOI Faculty Incentive Availabl	0.00	100,000.00
87166-4 · HBOI Faculty Incentives-Year 4	143,542.15	200,000.00
Total 87166 · HBOI Faculty Incentives	143,542.15	300,000.00
87170 · HBOI Faculty Salary Support	400,320.00	431,630.00
Total 87100 · Special Initiatives	1,953,817.25	2,201,039.00
Total 90500 · Other Expenses	1,953,817.25	2,201,039.00
<b>Total Other Expense</b>	<b>1,953,817.25</b>	<b>2,201,039.00</b>
<b>Net Other Income</b>	<b>-2,965,518.21</b>	<b>-1,451,039.00</b>
<b>Net Income</b>	<b>-3,428,783.33</b>	<b>-2,112,111.57</b>