

**HBOI Foundation, Inc.**  
**Profit & Loss Budget vs. Actual**  
 July through December 2017

	Jul - Dec 17	Budget
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
40000 · Donations & Gifts	100.00	0.00
45000 · Love Your Lagoon (Gross)		
45100 · Sponsorships	68,750.00	175,000.00
45200 · Ticket Sales	0.00	25,000.00
45250 · Auction/Raffle	0.00	20,000.00
45300 · Donations - LYL	919.00	3,750.00
<b>Total 45000 · Love Your Lagoon (Gross)</b>	<b>69,669.00</b>	<b>223,750.00</b>
54000 · Other Revenue		
54005 · HBOIF - admin (SLP)	39,381.71	80,724.09
54010 · Rent & Lease Revenue	28,623.30	63,097.64
54023 · Sales Tax Collection Allowance	46.28	
54025 · Miscellaneous Income	2,380.29	0.00
<b>Total 54000 · Other Revenue</b>	<b>70,431.58</b>	<b>143,821.73</b>
60000 · In-kind Contributions	11,526.00	
<b>Total Income</b>	<b>151,726.58</b>	<b>367,571.73</b>
<b>Gross Profit</b>	<b>151,726.58</b>	<b>367,571.73</b>
<b>Expense</b>		
72000 · Payroll Expenses		
72010 · Salaries & Wages		
72011 · President & CEO	87,188.00	181,351.12
72012 · Director of Operations	37,262.48	77,506.00
72013 · Administrative Assistant	15,038.00	31,279.00
<b>Total 72010 · Salaries &amp; Wages</b>	<b>139,488.48</b>	<b>290,136.12</b>
72015 · Payroll Taxes	7,059.73	22,195.41
72060 · 401K	5,392.01	12,000.00
<b>Total 72000 · Payroll Expenses</b>	<b>151,940.22</b>	<b>324,331.53</b>
75000 · Contract Professional Services		
75020 · Accounting Fees		
75021 · Audit	33,800.00	34,800.00
75022 · Tax Reporting	2,500.00	2,500.00
75023 · Accounting Oversight	20,400.00	46,000.00
<b>Total 75020 · Accounting Fees</b>	<b>56,700.00</b>	<b>83,300.00</b>
75025 · Professional Services	0.00	10,000.00
<b>Total 75000 · Contract Professional Services</b>	<b>56,700.00</b>	<b>93,300.00</b>
75500 · Legal Fees		
75510 · General Legal Fees	320.00	50,000.00
75512 · Legal Other	0.00	40,000.00
75516 · Litigation	102,799.80	350,000.00
<b>Total 75500 · Legal Fees</b>	<b>103,119.80</b>	<b>440,000.00</b>
80000 · Rent (In-Kind)	8,526.00	
80001 · Utilities (In-Kind)	3,000.00	
81000 · Operations		
81010 · Supplies	124.25	4,000.00
81015 · Telephone	1,955.74	4,200.00
81020 · Postage & Shipping	160.86	1,500.00
81025 · Printing & Copying	1,532.80	5,000.00
81030 · Books, Subscriptions, Reference	334.30	1,500.00
81032 · Memberships & External Events	5,216.50	7,500.00
81035 · Computer & Website	3,916.74	12,000.00
81040 · Gifts & Appreciation	240.33	2,000.00
81045 · Promotion & Advertising	4,376.00	13,200.00
<b>Total 81000 · Operations</b>	<b>17,857.52</b>	<b>50,900.00</b>
82000 · Facilities & Equipment		
82005 · Utilities	119.40	600.00
82000 · Facilities & Equipment - Other	2,050.00	10,000.00
<b>Total 82000 · Facilities &amp; Equipment</b>	<b>2,169.40</b>	<b>10,600.00</b>
82030 · Real estate taxes	4,027.08	4,013.00
82035 · Depreciation Expense	1,287.14	2,575.00
82500 · Sale of Land Expense	9,000.00	10,500.00

**HBOI Foundation, Inc.**  
**Profit & Loss Budget vs. Actual**  
**July through December 2017**

	Jul - Dec 17	Budget
83000 · Travel & Meetings	521.66	5,000.00
83010 · Board Travel & Meetings	2,020.82	17,000.00
84000 · Insurance Expense	27,201.08	56,400.00
84100 · Bank Service Expense	710.47	2,000.00
84300 · Investment Management Fees	39,819.69	80,000.00
85000 · Donor Related	1,475.00	20,000.00
85500 · Love Your Lagoon		
85501 · Food & Beverage	0.00	35,000.00
85502 · Equipment Rental	0.00	59,000.00
85503 · Printing & Design	95.00	6,200.00
85504 · Photography	150.00	600.00
85506 · Awards & Favors	0.00	1,700.00
85507 · Supplies	0.00	500.00
85508 · Advertising & Promotion	215.00	2,000.00
85509 · Contract Labor	0.00	800.00
85510 · Miscellaneous	0.00	100.00
85511 · Postage	0.00	3,500.00
85513 · Valet Parking	0.00	2,800.00
85514 · Fees - Square/NFG	209.22	1,000.00
<b>Total 85500 · Love Your Lagoon</b>	<b>669.22</b>	<b>113,200.00</b>
85700 · Love Your Lagoon Proceeds	44,913.00	89,826.00
86000 · Business Expense	186.00	500.00
87000 · Miscellaneous Expenses	0.00	1,500.00
87167 · Indian River Lagoon Symposium	0.00	10,000.00
<b>Total Expense</b>	<b>475,144.10</b>	<b>1,331,645.53</b>
<b>Net Ordinary Income</b>	<b>-323,417.52</b>	<b>-964,073.80</b>
<b>Other Income/Expense</b>		
<b>Other Income</b>		
90000 · Other Income		
53019 · Investment Interest & Dividends	1,104,462.90	0.00
53500 · Realized Gains/Losses	1,041,157.57	0.00
53600 · Unrealized Gains/Losses	3,960,367.73	0.00
54200 · Contributions to Endowment	2,500.00	0.00
<b>Total 90000 · Other Income</b>	<b>6,108,488.20</b>	<b>0.00</b>
<b>Total Other Income</b>	<b>6,108,488.20</b>	<b>0.00</b>
<b>Other Expense</b>		
90500 · Other Expenses		
87100 · Special Initiatives		
87165 · HBOI New Faculty		
87165-6 · HBOI New Faculty-Year 6	453,184.00	806,676.00
<b>Total 87165 · HBOI New Faculty</b>	<b>453,184.00</b>	<b>806,676.00</b>
87166 · HBOI Faculty Incentives		
87166-6 · HBOI Faculty Incentives-Year 6	19,330.97	220,000.00
87166-9 · HBOI Faculty Incentives	0.00	314,369.00
<b>Total 87166 · HBOI Faculty Incentives</b>	<b>19,330.97</b>	<b>534,369.00</b>
87170 · HBOI Faculty Salary Support	201,404.95	536,095.97
87176 · HBOI Special Award	1,425.14	
<b>Total 87100 · Special Initiatives</b>	<b>675,345.06</b>	<b>1,877,140.97</b>
<b>Total 90500 · Other Expenses</b>	<b>675,345.06</b>	<b>1,877,140.97</b>
<b>Total Other Expense</b>	<b>675,345.06</b>	<b>1,877,140.97</b>
<b>Net Other Income</b>	<b>5,433,143.14</b>	<b>-1,877,140.97</b>
<b>Net Income</b>	<b>5,109,725.62</b>	<b>-2,841,214.77</b>