

HBOIF, INC. - SLP
Profit & Loss Prev Year Comparison
July 2016 through March 2017

	Jul '16 - Mar 17	Jul '15 - Mar 16
Ordinary Income/Expense		
Income		
50000 · Specialty License Plate Revenue		
50010 · PWD Tag Revenue	841,189.01	876,890.24
50015 · PFW Tag Revenue	300,708.07	301,700.41
50020 · Aqua Tag Revenue	273,191.28	279,750.66
50025 · SOS Tag Revenue	683,158.27	671,187.02
Total 50000 · Specialty License Plate Revenue	2,098,246.63	2,129,528.33
Total Income	2,098,246.63	2,129,528.33
Gross Profit	2,098,246.63	2,129,528.33
Expense		
70000 · Pass Through to FAU Expense		
70010 · PWD Tag Revenue Disbursement	352,740.88	740,972.11
70015 · PFW Tag Revenue Disbursement	110,673.89	224,766.92
70020 · Aqua Tag Revenue Disbursement	102,726.53	208,414.36
70025 · SOS Tag Revenue Disbursement	237,307.14	500,034.46
Total 70000 · Pass Through to FAU Expense	803,448.44	1,674,187.85
71000 · Pass Through to Others Expense		
71010 · PFW - Wyland Foundation	30,070.81	30,170.04
71020 · Aqua - Guy Harvey	27,319.13	27,975.07
71025 · SOS - Guy Harvey	68,315.83	67,118.70
Total 71000 · Pass Through to Others Expense	125,705.77	125,263.81
82025 · SLP Expense		
82300 · SLP/FAU Admin Fee	81,936.64	53,238.43
82350 · SLP/HBOIF Admin	62,947.40	63,885.85
82400 · SLP Marketing Expense		
82406 · SLP Online/Broadcast/TV/Media	99,743.09	67,736.14
82408 · SLP Direct Mail/eBlasts	1,639.03	2,262.25
82411 · SLP Other/Salary/Fringe	31,545.27	26,002.42
82412 · SLP Margin	467.04	189.20
82415 · SLP Special Branding Projects	0.00	8,971.43
82416 · SLP External Events/Sponsorship	7,542.15	3,838.10
Total 82400 · SLP Marketing Expense	140,936.58	108,999.54
Total 82025 · SLP Expense	285,820.62	226,123.82
Total Expense	1,214,974.83	2,025,575.48
Net Ordinary Income	883,271.80	103,952.85
Other Income/Expense		
Other Income		
90001 · PWD Interest Income	3.46	0.00
90002 · PFW Interest Income	0.94	0.00
90003 · Aqua Interest Income	1.04	0.00
90004 · SOS Interest Income	2.90	0.00
Total Other Income	8.34	0.00
Net Other Income	8.34	0.00
Net Income	883,280.14	103,952.85