

**FLORIDA OCEANOGRAPHIC SOCIETY
FINANCIAL STATEMENTS**

03/31/20

BALANCE SHEET

ASSETS	CURRENT YR	PRIOR YR
Cash & Cash Equivalents	\$ 4,350,386.48	\$ 3,716,904.61
Unsold Auction Items	\$ 16,160.00	\$ 16,160.00
Unconditional Promises to Give	\$ 368,440.19	\$ 504,429.44
Prepaid Insurance	\$ 3,632.05	\$ 3,345.12
Inventories	\$ 22,554.05	\$ 15,562.87
Property & Equipment	\$ 1,894,312.75	\$ 1,894,312.75
Grants Receivable	\$ -	-
Accounts Receivable	\$ -	\$ -
 Total Assets	 \$ 6,655,485.52	 \$ 6,150,714.79
 LIABILITIES AND NET ASSETS		
Liabilities		
Accounts Payable	\$ 224,754.54	\$ 123,618.43
Credit Cards Payable	\$ 9,469.70	\$ 9,014.96
Customer Deposits	\$ -	\$ 18.00
401K Payable	\$ -	\$ (77.02)
Sales Tax Payable	\$ 752.85	\$ 2,076.00
Gift Cards Outstanding	\$ (65.30)	\$ (173.89)
Group Insurance Payable	\$ (892.76)	\$ -
Total Liabilities	\$ 234,019.03	\$ 134,476.48
Net Assets		
Unrestricted	\$ 4,106,157.03	\$ 3,700,928.85
Endowment	\$ 145,287.38	\$ 145,287.38
Capital	\$ -	\$ -
Temporarily Restricted	\$ 2,170,022.08	\$ 2,170,022.08
Total Net Assets	\$ 6,421,466.49	\$ 6,016,238.31
Total Liabilities & Net Assets	\$ 6,655,485.52	\$ 6,150,714.79

FLORIDA OCEANOGRAPHIC SOCIETY

ACCOUNT BALANCES

As of 03/31/20

OPERATING FUNDS	CURRENT YR	PRIOR YR
Seacoast Checking #8061	\$ 365,959.70	\$ 432,670.03
Northern Trust Securities #0582	\$ 84,238.48	\$ 92,524.73
Cash in Drawer	\$ 133.50	\$ 133.50
Total	\$ 450,331.68	\$ 525,328.26
 CAPITAL FUNDS		
NT Building Acct #6484	\$ 1,142,478.18	\$ 9,750.09
NF MM Building Cap #5482	\$ 2,520,585.97	\$ -
NT Building Sweep	\$ -	\$ 1,006,204.58
Treasury Bills	\$ -	\$ 1,884,468.38
NT Smith Sculpture #7529	\$ 20,000.00	\$ -
NT Capital Reserve #6693	\$ 48,392.42	\$ 20,000.09
NF MM Capital Reserve #5494	\$ 10,114.80	\$ -
NT Reserve Sweep	\$ -	\$ 125,076.25
Total	\$ 3,741,571.37	\$ 3,045,499.39
 ENDOWMENT FUNDS		
NF MM Endowment #5506	\$ 158,483.43	\$ -
NT Endowment Sweep	\$ -	\$ 126,076.88
NT Endowment #6836	\$ -	\$ 20,000.08
Total	\$ 158,483.43	\$ 146,076.96

FLORIDA OCEANOGRAPHIC SOCIETY
STATEMENT OF REVENUE AND EXPENSES

MAR 2020

REVENUE	Current Month	Previous Year Actual	YTD Actual	FY 20 Budget YTD
Admissions	\$ 26,002.38	\$ 87,430.90	\$ 186,814.35	\$ 199,798.47
Animal Care & Life Support	\$ -	\$ -	\$ -	\$ -
Educational Programs	\$ 3,312.00	\$ 33,212.00	\$ 81,683.00	\$ 82,315.00
Gift Shop	\$ 11,581.88	\$ 31,938.64	\$ 85,219.01	\$ 106,465.43
General Contributions	\$ 35,568.24	\$ 4,923.10	\$ 268,375.20	\$ 230,000.00
Membership Contributions	\$ 13,956.40	\$ 16,545.00	\$ 100,593.84	\$ 113,500.00
Research & Grants	\$ 336.00	\$ -	\$ 1,396.00	\$ 18,652.39
Special Events	\$ 77,610.00	\$ (358.57)	\$ 250,257.08	\$ 316,000.00
Conservation	\$ 2,200.00	\$ 5,000.00	\$ 17,200.00	\$ 10,000.00
Other Income	\$ 350.00	\$ 538.00	\$ 3,456.53	\$ 3,126.71
Interest Income	\$ 112.09	\$ 187.24	\$ 758.22	\$ 50.00
Total Revenue	\$ 171,028.99	\$ 179,416.31	\$ 995,753.23	\$ 1,079,908.00
PROGRAM EXPENSES				
Animal Care & Life Support	\$ 18,354.76	\$ 17,052.53	\$ 109,222.71	\$ 108,931.10
Conservation	\$ 3,163.91	\$ 3,969.98	\$ 21,753.76	\$ 21,066.19
Education	\$ 17,656.08	\$ 15,627.62	\$ 102,775.01	\$ 105,714.07
Research	\$ 17,258.30	\$ 13,368.96	\$ 86,316.29	\$ 109,268.59
Volunteers	\$ 2,831.62	\$ 2,695.50	\$ 18,757.95	\$ 19,024.59
Facilities	\$ 26,737.71	\$ 21,453.48	\$ 124,808.89	\$ 98,085.09
Visitor Center	\$ 13,956.82	\$ 22,313.94	\$ 101,930.14	\$ 109,591.01
Total Program Expenses	\$ 99,959.20	\$ 96,482.01	\$ 565,564.75	\$ 571,680.64
FUNDRAISING				
Fundraising	\$ 23,260.11	\$ 33,125.17	\$ 143,476.94	\$ 198,490.35
GENERAL & ADMINISTRATION				
Administration	\$ 21,106.33	\$ 19,860.54	\$ 125,394.03	\$ 105,495.03
Total Expenses	\$ 144,325.64	\$ 149,467.72	\$ 834,435.72	\$ 875,666.02
SURPLUS (SHORTFALL)	\$ 26,703.35	\$ 29,948.59	\$ 161,317.51	\$ 204,241.98

Florida Oceanographic Society, Inc. Profit & Loss Budget Performance

March 2020

Ordinary Income/Expense	Mar 20	Oct '19 - Mar 20	YTD Budget	Annual Budget
Income				
4000 · ADMISSIONS				
4010 · ADM-Adults	23,249.11	164,075.98	167,298.47	339,000.00
4020 · ADM-Children	2,753.27	22,738.37	32,500.00	65,000.00
Total 4000 · ADMISSIONS	26,002.38	186,814.35	199,798.47	404,000.00
4050 · ANIMAL CARE & LIFE SUPPORT				
4051 · GNT - Animal Care	0.00	0.00	0.00	0.00
Total 4050 · ANIMAL CARE & LIFE SUPPORT	0.00	0.00	0.00	0.00
4100 · EDUCATIONAL PROGRAMS				
4110 · EDU-Adults				
4111 · Adult Field Trips	21.00	431.00	999.00	2,000.00
4112 · Adult SGG	24.00	324.00	300.00	1,800.00
4110 · EDU-Adults - Other	390.00	1,062.00	1,000.00	1,000.00
Total 4110 · EDU-Adults	435.00	1,817.00	2,299.00	4,800.00
4120 · EDU-Children				
4121 · Children Field Trips	1,295.00	4,974.00	4,900.00	10,000.00
4122 · Children SGG	42.00	744.00	866.00	12,000.00
4120 · EDU-Children - Other	0.00	0.00	0.00	0.00
Total 4120 · EDU-Children	1,337.00	5,718.00	5,766.00	22,000.00
4130 · EDU-Families	200.00	652.00	1,850.00	8,000.00
4140 · EDU-Outreach	125.00	925.00	900.00	1,000.00
4160 · EDU-Summer camp	715.00	17,071.00	21,500.00	26,000.00
4180 · EDU -Grants Expected	500.00	55,500.00	50,000.00	70,000.00
Total 4100 · EDUCATIONAL PROGRAMS	3,312.00	81,683.00	82,315.00	131,800.00
4200 · GIFT SHOP				
4205 · Books	1,190.82	7,804.47	11,075.71	22,000.00
4220 · Jewelry	1,567.38	13,721.23	15,272.49	31,000.00
4225 · Miscellaneous	3,758.97	29,271.63	34,572.66	60,000.00
4230 · Over & Shortage	0.00	-0.90	0.00	0.00
4240 · TShirts	1,786.93	9,594.21	11,694.57	24,000.00
4245 · Toys	3,277.78	24,803.37	33,850.00	68,000.00
9099 · Purchase Discounts	0.00	0.00	0.00	0.00
4200 · GIFT SHOP - Other	0.00	25.00	0.00	0.00
Total 4200 · GIFT SHOP	11,581.88	85,219.01	106,465.43	205,000.00
4300 · GENERAL CONTRIBUTIONS				
4310 · FND-General contributions	25,568.24	258,375.20	230,000.00	445,000.00
4330 · In-kind Contributions - General	0.00	0.00	0.00	0.00
4340 · Business Partners	0.00	0.00	0.00	0.00
4390 · Equity Adjustment Donation	10,000.00	10,000.00		
Total 4300 · GENERAL CONTRIBUTIONS	35,568.24	268,375.20	230,000.00	445,000.00
4350 · INTEREST INCOME				
4360 · Interest earned - Operating	112.09	758.22	50.00	50.00
Total 4350 · INTEREST INCOME	112.09	758.22	50.00	50.00

Florida Oceanographic Society, Inc.
Profit & Loss Budget Performance

March 2020

	Mar 20	Oct '19 - Mar 20	YTD Budget	Annual Budget
4400 · MEMBERSHIP CONTRIBUTIONS				
4410 · MEM-New	813.00	12,964.20	17,500.00	35,000.00
4420 · MEM-Renewal	13,143.40	87,629.64	95,500.00	175,000.00
4430 · MEM - Business Partners	0.00	0.00	500.00	1,000.00
Total 4400 · MEMBERSHIP CONTRIBUTIONS	13,956.40	100,593.84	113,500.00	211,000.00
4500 · MISCELLANEOUS INCOME				
4510 · MISC-Miscellaneous	0.00	0.00	0.00	0.00
4530 · Vending Machines	0.00	0.00	500.00	1,000.00
4540 · Volunteers	20.00	80.00	60.00	100.00
4550 · Animal Adoption Program	300.00	3,250.00	2,515.00	4,500.00
Total 4500 · MISCELLANEOUS INCOME	320.00	3,330.00	3,075.00	5,600.00
4600 · RESEARCH				
4611 · GNT - SET Grant	0.00	0.00	2,205.67	4,811.00
4613 · GNT - Samson Island	0.00	0.00	5,655.00	11,310.00
4614 · GNT - Bag Sale	0.00	0.00	2,268.99	4,550.00
4615 · GNT - SP Shoreline	0.00	0.00	2,291.66	5,000.00
4616 · GNT - Microplastic	0.00	0.00	5,112.75	13,634.00
4650 · GNT-FLOOR / FOSTER	0.00	0.00	0.00	0.00
4680 · GNT - Grants Expected	336.00	1,396.00	0.00	0.00
4691 · GNT - Core Module	0.00	0.00	1,118.32	2,440.00
Total 4600 · RESEARCH	336.00	1,396.00	18,652.39	41,745.00
4700 · SPECIAL EVENTS				
4701 · Special Fundraisers				
4711 · Golf Tournament	0.00	0.00	0.00	0.00
4712 · Clay Shoot	0.00	0.00	0.00	0.00
4713 · Rally for the River	0.00	700.00		
4720 · Other Special-Sunset Lagoon etc	0.00	16,697.08	5,000.00	6,000.00
Total 4701 · Special Fundraisers	0.00	17,397.08	5,000.00	6,000.00
4760 · Ocean's Alive				
4765 · Oceans Alive 2020	77,610.00	232,860.00	311,000.00	365,000.00
4760 · Ocean's Alive - Other	0.00	0.00	0.00	0.00
Total 4760 · Ocean's Alive	77,610.00	232,860.00	311,000.00	365,000.00
Total 4700 · SPECIAL EVENTS	77,610.00	250,257.08	316,000.00	371,000.00
4790 · CONSERVATION				
4791 · GNT - Conservation	2,200.00	17,200.00	10,000.00	24,000.00
Total 4790 · CONSERVATION	2,200.00	17,200.00	10,000.00	24,000.00
4999 · Unclassified Income	30.00	126.53	51.71	100.00
Total Income	171,028.99	995,753.23	1,079,908.00	1,839,295.00
Gross Profit	171,028.99	995,753.23	1,079,908.00	1,839,295.00
Expense				
I. · PROGRAMS				
5000 · ANIMAL CARE & LIFE SUPPORT				
5010 · Animals & Collection	140.93	334.00	1,110.00	2,500.00
5020 · Benefits				

Florida Oceanographic Society, Inc.
Profit & Loss Budget Performance

March 2020

	Mar 20	Oct '19 - Mar 20	YTD Budget	Annual Budget
5030 · Major Medical	340.87	1,083.20	2,938.68	8,816.04
5040 · Retirement Fund	366.52	1,978.87	1,018.28	2,062.82
Total 5020 · Benefits	707.39	3,062.07	3,956.96	10,878.86
5025 · Exhibit Maintenance	0.00	109.21	1,136.14	2,500.00
5035 · Trailer Lease	491.65	2,949.90	2,977.97	5,955.83
5050 · Equipment - small	0.00	419.94	500.00	1,000.00
5060 · Food, Turtle Nutrition & Meds	531.71	10,181.87	11,234.82	21,500.00
5065 · Insurance - Workers Comp	0.00	1,135.68	1,518.92	3,000.00
5070 · Maintenance & Repairs	41.71	375.97	2,267.49	5,000.00
5080 · Meetings & Conferences	0.00	0.00	750.00	1,500.00
5110 · Payroll - Salaries and Wages	13,330.43	72,903.78	64,615.32	140,000.00
5120 · Payroll Taxes	1,015.40	5,594.77	5,538.48	12,000.00
5130 · Permits & Licenses	25.00	25.00	25.00	25.00
5140 · Subscriptions & Memberships	0.00	0.00	0.00	100.00
5150 · Supplies & dry goods	280.71	1,332.71	1,500.00	3,000.00
5160 · Utilities-Electric - GFL, pump	1,789.83	10,797.81	11,800.00	23,000.00
Total 5000 · ANIMAL CARE & LIFE SUPPORT	18,354.76	109,222.71	108,931.10	231,959.69
5200 · CONSERVATION				
5210 · Benefits				
5230 · Retirement Fund	72.10	414.64	342.00	741.00
Total 5210 · Benefits	72.10	414.64	342.00	741.00
5215 · Trailer Lease	491.65	2,949.90	2,977.97	5,955.83
5225 · Insurance - Workers Comp	0.00	21.84	40.04	80.00
5240 · Meetings & Conferences	12.44	2,899.62	3,500.02	7,000.00
5250 · Mileage	0.00	549.12	800.02	1,600.00
5260 · Payroll - Salaries & Wages	2,403.84	13,820.52	12,454.68	26,985.00
5270 · Payroll Taxes	183.88	1,059.91	901.44	1,953.00
5280 · Subscriptions & Memberships	0.00	0.00	0.00	150.00
5290 · Supplies	0.00	38.21	50.02	100.00
Total 5200 · CONSERVATION	3,163.91	21,753.76	21,066.19	44,564.83
5300 · EDUCATION				
5310 · Benefits				
5320 · Major Medical	340.87	1,575.56	3,918.24	11,754.72
5330 · Retirement Fund	444.16	2,433.93	1,804.20	3,909.00
Total 5310 · Benefits	785.03	4,009.49	5,722.44	15,663.72
5315 · Trailer Lease	491.65	2,949.90	2,977.97	5,955.83
5325 · Copier Use	0.00	941.13	2,500.04	5,000.00
5340 · Exhibits				
5360 · Boardwalk & Nature Trail	0.00	0.00	100.04	200.00
5370 · Weather Station	0.00	0.00	100.00	200.00
5380 · Childrens Pavillion Exhibits	0.00	2.79	250.04	500.00
5390 · Rays On Reef Exhibit	0.00	249.00	100.04	200.00
5400 · Visitor Center	0.00	0.00	100.04	200.00
5405 · Game Fish Lagoon	0.00	0.00	100.04	200.00

Florida Oceanographic Society, Inc.
Profit & Loss Budget Performance

March 2020

	Mar 20	Oct '19 - Mar 20	YTD Budget	Annual Budget
5407 · Sea Star	0.00	0.00	100.00	200.00
5410 · Other Exhibits	0.00	0.00	150.00	300.00
5340 · Exhibits - Other	0.00	0.00	0.00	0.00
Total 5340 · Exhibits	0.00	251.79	1,000.20	2,000.00
5425 · Insurance - Workers Comp	0.00	1,135.68	2,082.52	4,165.00
5430 · Meetings & Conferences	0.00	30.00	500.02	1,000.00
5450 · Payroll - Salaries & Wages	14,805.78	84,512.34	75,692.34	164,000.00
5460 · Payroll Taxes	1,127.66	6,486.51	5,538.44	12,000.00
5470 · Programs				
5480 · Adults	405.88	1,034.99	500.02	1,000.00
5490 · Children	0.00	1,150.34	5,150.02	10,300.00
5500 · Families, Groups	0.00	0.00	3,350.02	6,700.00
5510 · Outreach	40.08	213.82	500.02	1,000.00
5530 · Summer Camp				
5535 · Insurance - Summer Camp E	0.00	0.00	0.00	600.00
5530 · Summer Camp - Other	0.00	0.00	0.00	9,000.00
Total 5530 · Summer Camp	0.00	0.00	0.00	9,600.00
Total 5470 · Programs	445.96	2,399.15	9,500.08	28,600.00
5550 · Supplies	0.00	59.02	50.02	100.00
5560 · Subscriptions & memberships	0.00	0.00	150.00	300.00
Total 5300 · EDUCATION	17,656.08	102,775.01	105,714.07	238,784.55
5600 · RESEARCH				
5610 · Benefits				
5620 · Major Medical	573.76	2,652.10	2,938.68	8,816.04
5630 · Retirement Fund	194.60	1,200.20	773.52	1,676.00
Total 5610 · Benefits	768.36	3,852.30	3,712.20	10,492.04
5640 · Citizens Water Monitoring	40.42	879.17	2,000.00	4,000.00
5645 · Trailer Lease	491.65	2,949.90	2,977.97	5,955.83
5650 · NEP Grant 2016	0.00	0.00	0.00	0.00
5655 · Grant Expenses				
5655a · Core Module	0.00	97.01	633.01	1,266.01
5655b · Lululemon	0.00	1,209.78	2,067.53	2,067.53
5655c · SET Grant	0.00	4,811.50	2,405.52	4,811.00
5655d · Impact 100	9.99	1,021.27	1,417.50	2,835.00
5655dd · Impact 100-P/R	0.00	0.00	3,689.08	7,378.18
5655e · Samson Island	0.00	0.00	5,655.00	11,310.00
5655f · Bag Sale	0.00	0.00	2,275.00	4,550.00
5655g · SP Shoreline	0.00	0.00	2,500.00	5,000.00
5655h · JB Impoundment	0.00	65.02	3,000.00	6,000.00
5655i · Microplastic P/R	0.00	0.00	2,979.65	5,959.30
Total 5655 · Grant Expenses	9.99	7,204.58	26,622.29	51,177.02
5660 · Boat Insurance	486.42	2,918.52	2,742.49	5,485.00
5665 · Insurance - Workers Comp	0.00	567.84	750.00	1,500.00
5680 · Coastal Center Research-Conserv	0.00	0.00	250.04	500.00

Florida Oceanographic Society, Inc.
Profit & Loss Budget Performance
 March 2020

	Mar 20	Oct '19 - Mar 20	YTD Budget	Annual Budget
5690 · FLOOR / FOSTER	0.00	0.00	0.00	0.00
5695 · FLOOR	4.84	316.97	1,250.00	2,500.00
5696 · FOSTER	-70.00	-29.56	502.00	1,000.00
5697 · Living Shorelines	31.79	38.91	250.04	500.00
5700 · Payroll - Salaries & Wages	14,396.36	61,765.75	62,307.66	135,000.00
5710 · Payroll Taxes	1,098.47	4,734.48	4,753.90	10,300.00
5715 · IRL NEP Grant	0.00	0.00	0.00	0.00
5740 · Subscriptions & Memberships	0.00	0.00	200.00	200.00
5750 · Vessels - Registration	0.00	0.00	200.00	200.00
5760 · Meetings and Conferences	0.00	1,117.43	750.00	1,500.00
Total 5600 · RESEARCH	17,258.30	86,316.29	109,268.59	230,309.89
5800 · VOLUNTEERS				
5816 · Contract - ECommerce	70.00	420.00	360.00	720.00
5840 · Board & Committees	0.00	18.18	375.00	750.00
5842 · Trailer Lease	491.59	2,949.54	2,977.97	5,955.83
5846 · Insurance - Volunteer	0.00	0.00	0.00	900.00
5848 · Insurance - Workers Comp	0.00	43.68	80.54	161.00
5870 · Volunteer Operations & Training	14.99	457.40	750.00	1,500.00
5880 · Payroll - Salaries & Wages	2,002.99	12,746.99	11,832.00	25,636.00
5890 · Payroll Taxes	156.24	985.24	899.04	1,948.00
5900 · Volunteer Recognition	95.81	1,136.92	1,500.00	3,000.00
5910 · TEAM Ocean	0.00	0.00	250.04	500.00
Total 5800 · VOLUNTEERS	2,831.62	18,757.95	19,024.59	41,070.83
7400 · FACILITIES				
7410 · Benefits				
7420 · Major Medical	0.00	0.00	1,959.12	5,877.36
7430 · Retirement Fund	82.70	409.10	526.20	1,140.00
Total 7410 · Benefits	82.70	409.10	2,485.32	7,017.36
7440 · Contracts & Services				
7450 · Cleaning	360.00	2,828.75	2,750.02	5,500.00
7455 · Landscape Maintenance	300.00	7,000.00	3,000.00	6,000.00
7460 · Lift Station	90.00	540.00	700.04	1,400.00
7480 · Security	5,472.00	8,642.90	600.00	1,200.00
Total 7440 · Contracts & Services	6,222.00	19,011.65	7,050.06	14,100.00
7457 · Trailer Lease	491.65	2,949.90	2,977.97	5,955.83
7490 · Fuel	114.59	816.82	400.04	800.00
7495 · Furniture, Fixtures & Equipment				
7496 · Computer Equipment	0.00	601.48	750.00	1,500.00
7497 · Computer Software	474.00	1,422.00	1,750.04	3,500.00
7498 · Equipment & Tools	-26.26	822.74	1,000.00	2,000.00
7499 · Furniture & Fixtures	0.00	103.76	1,000.00	2,000.00
Total 7495 · Furniture, Fixtures & Equipmen	447.74	2,949.98	4,500.04	9,000.00
7505 · Insurance - Facilities	2,388.81	14,332.83	13,000.04	26,000.00
7507 · Insurance - Workers Comp	0.00	786.24	1,250.02	2,500.00

Florida Oceanographic Society, Inc.
Profit & Loss Budget Performance
 March 2020

	Mar 20	Oct '19 - Mar 20	YTD Budget	Annual Budget
7510 - Maintenance & Repairs				
7520 - Buildings & Office	263.01	2,602.80	2,500.04	5,000.00
7530 - Grounds, Nursery & Trail	1,029.60	3,809.67	1,000.04	2,000.00
7540 - Other Equipment Repairs	0.00	0.00	500.02	1,000.00
7550 - Telephone & Security Systems	0.00	37.76	500.02	1,000.00
7560 - Vehicles & Vessels	3,628.00	5,703.30	1,000.04	2,000.00
7510 - Maintenance & Repairs - Other	0.00	317.13	0.00	0.00
Total 7510 - Maintenance & Repairs	4,920.61	12,470.66	5,500.16	11,000.00
7580 - Payroll - Salaries & Wages	6,572.18	40,246.58	37,084.68	80,350.00
7590 - Payroll Taxes	503.08	3,105.96	2,836.68	6,146.00
7610 - Supplies - Facility	860.09	2,548.19	2,500.04	5,000.00
7620 - Tools and Equipment - Small	53.94	95.26	0.00	0.00
7630 - Utilities				
7640 - Electric - Ofc, OL, Visitor Ctr	1,389.55	8,604.19	6,250.00	15,000.00
7650 - Sanitation	1,042.99	6,627.61	3,750.00	7,500.00
7660 - Telephone/Internet	1,111.27	5,972.99	5,000.02	10,000.00
7670 - Water & Wastewater	536.51	3,880.93	3,500.02	7,000.00
7630 - Utilities - Other	0.00	0.00	0.00	0.00
Total 7630 - Utilities	4,080.32	25,085.72	18,500.04	39,500.00
Total 7400 - FACILITIES	26,737.71	124,808.89	98,085.09	207,369.19
7700 - VISITOR CENTER				
7710 - Benefits				
7720 - Major Medical	286.88	1,326.05	1,959.12	5,877.36
7730 - Retirement Fund	97.32	617.91	567.96	1,230.54
Total 7710 - Benefits	384.20	1,943.96	2,527.08	7,107.90
7715 - Contract - Trailer Lease	491.66	2,949.96	2,977.97	5,955.83
7740 - Gift Shop				
7750 - Books	667.74	4,379.22	4,500.00	9,000.00
7760 - Jewelry	631.56	5,659.86	5,000.02	10,000.00
7770 - Miscellaneous	1,621.77	12,580.98	10,104.33	21,500.00
7780 - TShirts	680.04	3,777.08	3,750.00	7,500.00
7790 - Toys	1,197.92	8,722.58	14,399.49	30,500.00
7795 - POS Inventory Adjustments	420.81	855.46	750.00	1,500.00
7911 - Freight and Shipping Costs	373.83	3,986.69	3,500.02	7,000.00
Total 7740 - Gift Shop	5,593.67	39,961.87	42,003.86	87,000.00
7785 - Insurance - Workers Comp	0.00	393.12	720.00	1,440.00
7820 - Payroll - Salaries & Wages	6,955.57	51,343.34	55,566.00	120,393.00
7830 - Payroll Taxes	531.72	3,950.55	4,246.10	9,200.00
7860 - Subscriptions & Memberships	0.00	0.00	50.00	50.00
7870 - Supplies	0.00	1,387.34	1,500.00	3,000.00
Total 7700 - VISITOR CENTER	13,956.82	101,930.14	109,591.01	234,146.73
Total I. - PROGRAMS	99,959.20	565,564.75	571,680.64	1,228,205.71
II. - FUNDRAISING				
6000 - DEVELOPMENT & MARKETING				

Florida Oceanographic Society, Inc.
Profit & Loss Budget Performance

March 2020

	Mar 20	Oct '19 - Mar 20	YTD Budget	Annual Budget
6010 - Benefits				
6020 - Major Medical	627.75	2,901.61	2,938.68	8,816.04
6030 - Retirement Fund	445.18	2,269.27	2,267.52	4,913.00
Total 6010 - Benefits	1,072.93	5,170.88	5,206.20	13,729.04
6015 - Trailer Lease	491.65	2,949.90	2,977.97	5,955.83
6016 - Contract - ECommerce	0.00	0.00	500.02	1,000.00
6025 - Copier Use	0.00	2,292.02	2,000.02	4,000.00
6040 - Cultivation	0.00	113.85	400.04	800.00
6045 - Business Partners	0.00	0.00	250.04	500.00
6050 - Donor Recognition	3.59	2,381.56	2,000.02	4,000.00
6055 - Insurance - Workers Comp	0.00	152.88	280.04	560.00
6060 - Marketing & Outreach	124.33	1,354.87	2,500.04	5,000.00
6065 - Community Outreach	0.00	369.77	1,000.04	2,000.00
6070 - Media Advertising	490.00	2,482.42	5,000.02	10,000.00
6080 - Mileage	0.00	0.00	125.02	250.00
6090 - Subscriptions & Memberships	320.00	570.00	1,000.04	2,000.00
6100 - Meetings & Conferences	14.00	234.00	200.02	400.00
6105 - Membership Appeals / Campaign	0.00	2,676.82	0.00	8,500.00
6110 - Membership Materials	0.00	1,681.00	1,500.00	3,000.00
6130 - Payroll - Salaries & Wages	16,850.58	94,253.64	105,392.34	228,350.00
6140 - Payroll Taxes	1,279.28	7,225.50	8,058.44	17,460.00
6145 - Postage	150.75	4,324.88	2,500.04	5,000.00
6150 - Publications				
6160 - Annual Report	0.00	4,676.53	6,100.00	6,100.00
Total 6150 - Publications	0.00	4,676.53	6,100.00	6,100.00
6190 - Special Events				
6191 - Golf Tournament	0.00	0.00	0.00	0.00
6192 - Clay Shoot	0.00	0.00	0.00	0.00
6193 - Rally for the River	0.00	370.98	0.00	750.00
6220 - Oceans Alive 2020	2,395.00	3,715.73	50,000.00	65,000.00
6221 - Oceans Alive 2019	0.00	320.00	0.00	0.00
6230 - Other Special Events	68.00	6,159.71	1,500.00	1,500.00
Total 6190 - Special Events	2,463.00	10,566.42	51,500.00	67,250.00
Total 6000 - DEVELOPMENT & MARKETING	23,260.11	143,476.94	198,490.35	385,854.87
Total II. - FUNDRAISING	23,260.11	143,476.94	198,490.35	385,854.87
III. - GENERAL & ADMINISTRATION				
7000 - ADMINISTRATION				
7010 - Employee Benefits				
7020 - Major Medical	340.87	1,575.56	1,959.12	5,877.36
7030 - Retirement Fund	164.42	1,033.51	1,613.52	3,496.00
Total 7010 - Employee Benefits	505.29	2,609.07	3,572.64	9,373.36
7040 - Computers				
7050 - Computer Repairs	0.00	0.00	250.04	500.00
7060 - Web Development	29.00	1,709.00	1,750.00	3,500.00

Florida Oceanographic Society, Inc.
Profit & Loss Budget Performance

March 2020

	Mar 20	Oct '19 - Mar 20	YTD Budget	Annual Budget
7070 · Technical Support	720.00	3,672.33	2,750.02	5,500.00
Total 7040 · Computers	749.00	5,381.33	4,750.06	9,500.00
7080 · Contracts & Services				
7090 · Copier Lease	1,179.65	3,847.14	1,750.00	3,500.00
7100 · Trailer Lease	491.66	2,949.96	2,977.97	5,955.83
7080 · Contracts & Services - Other	0.00	10,000.00	0.00	0.00
Total 7080 · Contracts & Services	1,671.31	16,797.10	4,727.97	9,455.83
7105 · Depreciation Expense	0.00	0.00	0.00	0.00
7110 · Insurance	756.84	4,541.04	3,917.02	7,834.00
7115 · Insurance - Workers Comp	0.00	131.04	240.00	480.00
7120 · Meetings & Conferences	0.00	88.20	125.02	250.00
7140 · Payroll - Salaries & Wages	10,772.94	52,597.79	48,461.56	105,000.00
7150 · Payroll Taxes	818.32	4,033.80	3,707.12	8,032.00
7170 · Postage - general	413.25	1,554.76	756.00	2,080.50
7180 · Professional Fees				
7190 · Accounting	1,400.00	9,500.00	7,500.00	15,000.00
7200 · Audit	0.00	0.00	3,500.00	3,500.00
7210 · Benefits Consultant	0.00	0.00	737.50	1,475.00
7225 · Payroll Service	358.38	2,699.70	2,100.00	4,200.00
Total 7180 · Professional Fees	1,758.38	12,199.70	13,837.50	24,175.00
7240 · Subscriptions & Memberships	28.62	383.26	275.00	550.00
7250 · Staff Development				
7260 · Meetings	0.00	0.00	150.00	300.00
7270 · Uniforms, badges	9.50	1,249.24	1,000.04	2,000.00
7280 · Recognition	55.42	5,780.96	1,000.04	2,000.00
7290 · Recruitment	0.00	225.00	100.04	200.00
7300 · Training	0.00	50.00	375.00	750.00
7250 · Staff Development - Other	0.00	0.00	0.00	5,000.00
Total 7250 · Staff Development	64.92	7,305.20	2,625.12	10,250.00
7310 · Supplies - office	1,015.52	4,027.91	3,750.00	7,500.00
7320 · Taxes, Licenses, Fees				
7330 · Bank & Charge Card fees	2,551.94	13,441.73	14,500.04	29,000.00
7350 · Licenses & Miscellaneous	0.00	302.10	0.00	500.00
7320 · Taxes, Licenses, Fees - Other	0.00	0.00	249.98	500.00
Total 7320 · Taxes, Licenses, Fees	2,551.94	13,743.83	14,750.02	30,000.00
Total 7000 · ADMINISTRATION	21,106.33	125,394.03	105,495.03	224,480.69
III. · GENERAL & ADMINISTRATION - Other	0.00	0.00	0.00	0.00
Total III. · GENERAL & ADMINISTRATION	21,106.33	125,394.03	105,495.03	224,480.69
Total Expense	144,325.64	834,435.72	875,666.02	1,838,541.27
Net Ordinary Income	26,703.35	161,317.51	204,241.98	753.73

Florida Oceanographic Society, Inc.
Endowment Profit & Loss

March 2020

	<u>Mar 20</u>	<u>Oct '19 - Mar 20</u>
Ordinary Income/Expense		
Income		
4350 · INTEREST INCOME		
4365 · Interest Earned - Endowment	97.83	1,004.66
Total 4350 · INTEREST INCOME	<u>97.83</u>	<u>1,004.66</u>
4950 · Endowment		
4920 · Endowment Unrestricted	0.00	50,000.00
Total 4950 · Endowment	<u>0.00</u>	<u>50,000.00</u>
Total Income	<u>97.83</u>	<u>51,004.66</u>
Gross Profit	<u>97.83</u>	<u>51,004.66</u>
Net Ordinary Income	<u>97.83</u>	<u>51,004.66</u>
Net Income	<u><u>97.83</u></u>	<u><u>51,004.66</u></u>

Florida Oceanographic Society, Inc.

Capital Profit & Loss

March 2020

	<u>Mar 20</u>	<u>Oct '19 - Mar 20</u>
Ordinary Income/Expense		
Income		
4350 · INTEREST INCOME		
4370 · Interest Earned - Capital	1,570.71	21,834.91
4371 · Interest Earned - Res Capital	6.24	68.18
Total 4350 · INTEREST INCOME	<u>1,576.95</u>	<u>21,903.09</u>
4800 · CAPITAL FUND		
4815 · Capital Campaign	27,500.00	1,338,226.10
4816 · Gain/Loss on Stock Sales - CAP	0.00	-21.79
4820 · Smith Statue (Former Phase I)	0.00	20,000.00
4825 · Improvements Donations	0.00	6,507.63
Total 4800 · CAPITAL FUND	<u>27,500.00</u>	<u>1,364,711.94</u>
Total Income	<u>29,076.95</u>	<u>1,386,615.03</u>
Gross Profit	29,076.95	1,386,615.03
Expense		
IV. · CAPITAL		
6300 · Capital Fund		
6225 · Development & Marketing	245.94	6,387.47
6310 · Construction	400,761.21	1,195,397.28
6311 · Exhibits	0.00	29,025.41
6315 · Master Planning	16,000.00	131,245.60
6318 · Professional Fees	4,166.00	24,996.00
6319 · Bank Service Charges	0.00	221.92
6325 · Improvement Projects Exp	480.22	52,347.40
6335 · Sea Grass Expansion Exp	0.00	0.00
Total 6300 · Capital Fund	<u>421,653.37</u>	<u>1,439,621.08</u>
Total IV. · CAPITAL	<u>421,653.37</u>	<u>1,439,621.08</u>
Total Expense	<u>421,653.37</u>	<u>1,439,621.08</u>
Net Ordinary Income	<u>-392,576.42</u>	<u>-53,006.05</u>
Net Income	<u><u>-392,576.42</u></u>	<u><u>-53,006.05</u></u>

Florida Oceanographic Society, Inc.
A/P Aging Summary

As of March 31, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>> 90</u>	<u>TOTAL</u>
Bliss & Nyitray, Inc.	0.00	1,500.00	0.00	1,500.00
Florida Oceanographic Society, Inc.	0.00	0.00	75.00	75.00
FPL	0.00	19.92	0.00	19.92
Gulfstream Tropical Aquarium	64.00	0.00	0.00	64.00
Hooks Construction	0.00	189,550.81	0.00	189,550.81
Improvements Projects	0.00	0.00	9,793.05	9,793.05
Network Integration & Consulting	720.00	0.00	0.00	720.00
nexAir, LLC	43.84	0.00	0.00	43.84
Orlando Landscape Inc.	300.00	0.00	0.00	300.00
Paver Paradise, LLC	0.00	2,175.00	0.00	2,175.00
Pitney Bowes-Lease	363.00	0.00	0.00	363.00
Pure Health Solutions, Inc.	0.00	148.99	0.00	148.99
Sea Grass Expansion	0.00	0.00	17,415.80	17,415.80
STUART PLUMBING INC.	90.00	0.00	0.00	90.00
TOSHIBA BUSINESS SOLUTIONS OF FLORIDA-GA	1,179.65	0.00	0.00	1,179.65
Verizon Wireless	0.00	40.08	0.00	40.08
Waste Management	0.00	788.35	0.00	788.35
WILDLIFE ARTISTS, INC	0.00	0.00	-2.95	-2.95
WQCS 88.9 FM	490.00	0.00	0.00	490.00
TOTAL	<u>3,250.49</u>	<u>194,223.15</u>	<u>27,280.90</u>	<u>224,754.54</u>

Total Capital Reserve Payables

\$17,415.80