

Apr 26, 2000
12:43 am

HAL-PC
STATEMENT OF REVENUES AND EXPENSES

Page 1

	1 Month Ended December 31, 1999		7 Months Ended December 31, 1999	
	=====	=====	=====	=====
REVENUES				
Interest income	(\$2,020.48)	-1.5%	\$17,309.64	1.7%
Internet Expo income	0.00	0.0%	14,450.00	1.4%
Presentation fees	0.00	0.0%	29,082.88	2.8%
Vendor fees	575.00	0.4%	2,607.50	0.2%
Internet services	970.00	0.7%	6,814.00	0.7%
Donations to HAL-PC	0.00	0.0%	873.16	0.1%
Donations to HAL-PC - Outreach	150.00	0.1%	305.00	0.0%
Donations to MCSE SIG	(105.71)	-0.1%	2,180.00	0.2%
Donations to HAL - Events	0.00	0.0%	537.00	0.1%
Donations to HAL-PC	10,576.00	8.0%	10,576.00	1.0%
Rental income	300.00	0.2%	2,100.00	0.2%
Ad Sales--National Ad Program	0.00	0.0%	46,585.00	4.5%
Advertising - Magazine	6,840.00	5.2%	68,611.00	6.6%
Annual dues	41,134.38	31.1%	264,440.98	25.3%
HALNet ADSL fees	1,148.85	0.9%	1,148.85	0.1%
HALNet extend fees - Exempt	395.00	0.3%	1,065.41	0.1%
Internet setup fees - Exempt	0.00	0.0%	45.00	0.0%
HALNet monthly fees - Exempt	17,596.40	13.3%	34,641.77	3.3%
HTML class fees	0.00	0.0%	1,160.00	0.1%
Learning Center class fees	245.00	0.2%	11,760.00	1.1%
Self-Study class fees	540.00	0.4%	660.00	0.1%
HAL-PC Clear Lake class fees	529.12	0.4%	4,614.12	0.4%
Exempt pipeline sales	500.00	0.4%	1,050.00	0.1%
Taxable revenues				
Cap sales	0.00	0.0%	429.09	0.0%
CD-ROM sales	0.00	0.0%	602.01	0.1%
Computer sales	(110.85)	-0.1%	512.72	0.0%
Electronic parts sales	145.00	0.1%	4,869.72	0.5%
HALNet extend fees	(5.00)	-0.0%	1,546.01	0.1%
HALNet setup fees	0.00	0.0%	19,153.73	1.8%
HALNet monthly fees	51,056.97	38.6%	482,269.31	46.2%
Pipeline sales	0.00	0.0%	1,523.63	0.1%
Software sales	423.06	0.3%	3,105.72	0.3%
Learning Center manual sales	0.00	0.0%	163.66	0.0%
Phone line sales	111.68	0.1%	781.76	0.1%
Refreshment sales	571.36	0.4%	2,802.05	0.3%
Second E-mail account fees	96.48	0.1%	369.87	0.0%
Group purchase revenue	454.51	0.3%	3,602.78	0.3%
Study guide sales	0.00	0.0%	493.31	0.0%
TOTAL Sales Taxable For Sales Tax				
	52,743.21	39.9%	522,225.37	50.0%

FOR DISCUSSION PURPOSES ONLY

Apr 26, 2000
12:43 am

HAL-PC
STATEMENT OF REVENUES AND EXPENSES

Page 2

	1 Month Ended December 31, 1999		7 Months Ended December 31, 1999	
	=====	=====	=====	=====
TOTAL REVENUES	132,116.77	100.0%	1,044,842.68	100.0%
***** NET REVENUES	132,116.77	100.0%	1,044,842.68	100.0%
Cost of Goods Sold				
Cap sales cost	0.00	0.0%	385.00	0.0%
CD-ROM sales cost	0.00	0.0%	1,713.00	0.2%
Learning Center manuals cost	0.00	0.0%	310.00	0.0%
Group purchase sales cost	0.00	0.0%	4,268.00	0.4%
Electronic parts sales cost	145.00	0.1%	7,297.00	0.7%
Study guide sales cost	0.00	0.0%	(279.64)	-0.0%
Pipeline sales cost	0.00	0.0%	4,474.60	0.4%
Refreshment sales cost	69.94	0.1%	1,296.19	0.1%
Software sales cost	720.00	0.5%	5,712.00	0.5%
TOTAL Cost of Goods Sold	934.94	0.7%	25,176.15	2.4%
***** ADJUSTED NET REVENUES	131,181.83	99.3%	1,019,666.53	97.6%
EXPENSES				
Accounting	9,048.54	6.8%	29,151.58	2.8%
Ad Sales--Other UserGrps Share	0.00	0.0%	30,431.00	2.9%
Advertising	3,152.03	2.4%	38,791.56	3.7%
Audio visual	10,715.80	8.1%	53,127.86	5.1%
Bad debts	0.00	0.0%	(6,341.55)	-0.6%
Bank charges	307.67	0.2%	2,498.53	0.2%
Credit card expense	2,507.20	1.9%	17,661.33	1.7%
Decorations, chairs & tables	216.50	0.2%	6,083.14	0.6%
Delivery service	238.00	0.2%	1,287.09	0.1%
Amortization expense leasehold	1,834.19	1.4%	12,839.33	1.2%
Dues & subscriptions	0.00	0.0%	50.00	0.0%
Electrical	940.85	0.7%	10,438.49	1.0%
Electronic parts	2,214.05	1.7%	11,525.79	1.1%
Employee payroll	16,492.50	12.5%	98,381.54	9.4%
Entertainment and meals	389.10	0.3%	1,772.26	0.2%
Equipment rental	56.25	0.0%	587.25	0.1%
Event cost	90.42	0.1%	90.42	0.0%
First aid services	120.00	0.1%	700.00	0.1%
Food - Volunteer Development	1,830.37	1.4%	6,219.79	0.6%
Freight	82.50	0.1%	1,073.93	0.1%
Information services	0.00	0.0%	257.40	0.0%
Insurance - Other	1,154.00	0.9%	4,253.00	0.4%
Interest expense	0.00	0.0%	14.61	0.0%

FOR DISCUSSION PURPOSES ONLY

	1 Month Ended December 31, 1999		7 Months Ended December 31, 1999	
	=====	=====	=====	=====
Licenses and fees	16,572.93	12.5%	74,891.50	7.2%
Management fees	8,000.00	6.1%	72,000.00	6.9%
Manuals	0.00	0.0%	1,996.96	0.2%
Maintenance	227.04	0.2%	1,480.47	0.1%
Miscellaneous	0.00	0.0%	222.60	0.0%
Mileage	14.08	0.0%	26.56	0.0%
MCSE expenses	0.00	0.0%	1,225.71	0.1%
Monthly retainer	1,000.00	0.8%	4,000.00	0.4%
NPC fee expense	29.25	0.0%	181.50	0.0%
Office supplies and expense	123.30	0.1%	3,945.84	0.4%
Parking	47.55	0.0%	682.55	0.1%
Payroll taxes	1,263.33	1.0%	7,576.06	0.7%
Penalties	0.00	0.0%	652.75	0.1%
Photography	9.13	0.0%	103.13	0.0%
Postage	5,537.39	4.2%	22,394.96	2.1%
Printing	17,835.52	13.5%	160,109.24	15.3%
Professional services rendered	4,503.47	3.4%	28,503.47	2.7%
Promotions	720.00	0.5%	865.48	0.1%
Rent	11,897.56	9.0%	86,452.32	8.3%
Repairs	0.00	0.0%	312.66	0.0%
Security and patrol	902.32	0.7%	2,400.47	0.2%
Small tools and equipment	47.35	0.0%	1,455.07	0.1%
Software purchases	16.95	0.0%	1,020.89	0.1%
Spares	0.00	0.0%	2,042.00	0.2%
Supplies	638.74	0.5%	2,814.47	0.3%
Teaching	0.00	0.0%	255.00	0.0%
Telephone	35,595.78	26.9%	224,610.19	21.5%
Travel	334.55	0.3%	16,451.57	1.6%
Vehicle allowance	250.00	0.2%	1,750.00	0.2%
Video production	0.00	0.0%	3,000.00	0.3%
	-----		-----	
TOTAL EXPENSES	156,956.21	118.8%	1,044,317.77	99.9%
	-----		-----	
***** OPERATING REVENUES	(25,774.38)	-19.5%	(24,651.24)	-2.4%
	-----		-----	
Other Income & Expenses				
A/P discounts	17.64	0.0%	163.86	0.0%
Finance charges	0.00	0.0%	598.65	0.1%
Budgeted equipment purchases	(12,448.00)	-9.4%	(49,814.51)	-4.8%
	-----		-----	
TOTAL Other Income & Expenses	(12,430.36)	-9.4%	(49,052.00)	-4.7%
	-----		-----	
***** REVENUES OVER (UNDER) EXPENSES	(38,204.74)	-28.9%	(73,703.24)	-7.1%
	-----		-----	
	(\$38,204.74)	-28.9%	(\$73,703.24)	-7.1%
	=====		=====	

FOR DISCUSSION PURPOSES ONLY