# HAL-PC Comparatives



| | FYE 5/96 | | FYE 5/97 | | FYE 5/98 | | FYE 5/99 | |
|---|---|---|---|---|---|---|---|---|
| | Actual | Budget | Actual | Budget | Actual | Budget | Actual | Budget |
| REVENUES | | | | | | | | |
| Interest income | 4,471 | 3,000 | 15,063 | 10,486 | 15,611 | 18,000 | | 18,000 |
| Presentation fees | 36,923 | 39,200 | 70,865 | 48,000 | 87,773 | 100,000 | | 110,000 |
| Vendor fees | 8,725 | 9,000 | 12,495 | 9,000 | 19,456 | 15,000 | | 16,000 |
| Shortage | -24 | 0 | | | 0 | 0 | | |
| External Internet feeds | | | | | 7,400 | 0 | | |
| Revenue - Other | 2,536 | 500 | 3,217 | 6,500 | 930 | 500 | | |
| Donations to HAL-PC | 80 | 0 | 1,511 | | 868 | 150,000 | | 0 |
| Rental income - Headquarters | 50 | 0 | 2,700 | | 400 | 0 | | 6,500 |
| Rental income - Special events | | | | | 795 | 0 | | |
| Advertising - Magazine | | | | | 125,674 | 206,775 | | 170,000 |
| Annual dues | 322,289 | 349,000 | 380,167 | 469,567 | 443,367 | 395,772 | | 547,616 |
| BBS class fees | 194 | 0 | 697 | | 439 | 0 | | |
| Internet class fees | 1,265 | 3,600 | | 2,400 | | | | |
| Internet setup fees - Exempt | | | 6,750 | | 225 | 0 | | |
| Internet monthly fees - Exempt | | | 10,650 | | 16,820 | 0 | | |
| HTML class fees | 430 | 0 | 441 | 500 | 1,410 | 0 | | 2,000 |
| Donations to HAL-PC Clear Lake | | | 4,927 | | -402 | 0 | | |
| Daytime Workshop class fees | 12,327 | 9,760 | 12,900 | 9,600 | 23,855 | 24,000 | | 34,000 |
| HAL-PC Clear Lake class fees | | | 1,500 | | 8,230 | 0 | | 12,350 |
| Exempt pipeline sales | | | | | 3,309 | 0 | | 2,000 |
| | | | | | | | | |
| Taxable revenues | | | | | | | | |
| Awards prizes sales | | | 173 | | | | | |
| CD-ROM sales | | | 830 | | 6,173 | 0 | | 6,500 |
| Electronic parts sales | | | | | 26,623 | 0 | | |
| Extended HALNet fees | | | | | 204 | 0 | | |
| Digital camera sales | | | | | 9,492 | 0 | | |
| Diskette Sales | 3 | 0 | 1 | | 2 | 0 | | |
| Internet setup fees | 70,691 | 29,964 | 162,390 | 192,000 | 120,201 | 135,000 | | 108,000 |
| Internet setup fees-Clear Lake | | | 45 | | 1,860 | 0 | | 2,386 |
| Internet monthly fees | 113,234 | 113,891 | 391,146 | 330,000 | 678,900 | 855,000 | | 1,008,000 |
| Internet monthly fees - CL | | | | | 1,790 | 0 | | 2,253 |
| Pipeline sales | | | | | 6,712 | 0 | | 6,500 |
| Sale of diskettes (PLUS OTHER) | 13,662 | 1,920 | 3,249 | | 4 | 0 | | 25 |
| Monitor sales | | | 300 | | 1,160 | 0 | | 900 |
| Phone line sales | | | | | 960 | 0 | | 1,200 |
| Refreshment sales | | | | | 359 | 0 | | |
| Shirt sales | | | 280 | | 174 | 0 | | |
| Study guide sales | | | | | 1,452 | 0 | | 1,800 |
| Videotape sales | | | | | 49 | 0 | | 125 |
| | --- | --- | --- | --- | --- | --- | --- | --- |
| TOTAL Sales Taxable For Sales Tax | 197,590 | 145,775 | 558,413 | 523,920 | 856,116 | 990,000 | | |
| | --- | --- | --- | --- | --- | --- | --- | --- |
| TOTAL REVENUES | 586,867 | 559,835 | 1,082,295 | 1,079,973 | 1,612,274 | 1,900,047 | | 2,056,155 |
| | --- | --- | --- | --- | --- | --- | --- | --- |
| Discounts | -2,836 | | | | | | | |
| | --- | --- | --- | --- | --- | --- | --- | --- |

# HAL-PC Comparatives



| | FYE 5/96 | | FYE 5/97 | | FYE 5/98 | | FYE 5/99 | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Actual | Budget | Actual | Budget | Actual | Budget | Actual | Budget | | |
| | | | | | | | | | | |
| ****** NET REVENUES | 584,031 | 559,835 | 1,082,295 | 1,079,973 | 1,612,274 | 1,900,047 | | 2,076,655 | | |
| | --- | --- | --- | --- | --- | --- | --- | --- | | |
| | | | | | | | | | | |
| Cost of Goods Sold | | | | | | | | | | |
| Digital camera sales cost | | | | | 10,540 | 0 | | | | |
| CD-ROM sales cost | | | 931 | | 6,389 | 0 | | 5,800 | | |
| Daytime Workshop manuals cost | 2,648 | 4,800 | 240 | 3,200 | 0 | 9,600 | | 14,000 | | |
| Monitor sales cost | | | 305 | | 1,888 | 0 | | | | |
| Electronic parts sales cost | 10,943 | 0 | | | 28,798 | 0 | | | | |
| Study guide sales cost | | | | | 2,824 | 0 | | | | |
| Pipeline sales cost | | | | | 11,550 | 0 | | 8,500 | | |
| Refreshment sales cost | | | | | 884 | 0 | | | | |
| Shirt sales cost | | | | | 192 | 0 | | | | |
| | --- | --- | | | --- | --- | --- | --- | | |
| TOTAL Cost of Goods Sold | 13,591 | 4,800 | 1,476 | 3,200 | 63,064 | 9,600 | | 28,300 | | |
| | --- | --- | | | --- | --- | --- | --- | | |
| ****** ADJUSTED NET REVENUES | 570,440 | 555,035 | 1,080,819 | 1,076,773 | 1,549,210 | 1,890,447 | | 2,027,855 | | |
| | --- | --- | | | --- | --- | --- | --- | | |
| | | | | | | | | | | |
| EXPENSES | | | | | | | | | | |
| Accounting | 21,765 | 22,000 | 29,348 | 25,000 | 29,874 | 37,500 | | 37,500 | | |
| Advertising | 93,600 | 88,000 | 106,950 | 125,218 | 56,908 | 160,000 | | 83,760 | | |
| Audio visual | 19,238 | 24,000 | 20,342 | 24,000 | 79,776 | 54,000 | | 87,000 | | |
| Awards | 684 | 11,000 | 0 | 1,200 | 41 | 0 | | 500 | | |
| Bad debts | 3,500 | 0 | 350 | 0 | 11,885 | 0 | | 5,000 | | |
| Bank charges | 481 | 2,400 | 774 | 500 | 25 | 850 | | 850 | | |
| Color proofs | | | | | 238 | 0 | | | | |
| Credit card expense | 6,352 | 5,480 | 15,286 | 5,000 | 22,827 | 16,000 | | 25,000 | | |
| Contract labor | 19,856 | 25,900 | 23,100 | 29,600 | 18,597 | 34,565 | | 12,500 | | |
| Decorations, chairs & tables | 3,226 | 300 | 6,932 | 3,560 | 11,844 | 6,900 | | 12,100 | | |
| Delivery service | 1,380 | 1,594 | 1,135 | 2,208 | 1,535 | 3,945 | | 3,170 | | |
| Depreciation and amortization | 23,724 | 24,000 | 12,648 | 24,000 | 7,920 | 14,600 | | 4,234 | | |
| Amortization expense leasehold | | | | | 16,790 | 7,000 | | 22,010 | | |
| Dues & subscriptions | 161 | 140 | 135 | 1,290 | 84 | 7,000 | | 7,100 | | |
| Duplication services | | | 1,124 | | 971 | 3,300 | | 3,600 | | |
| Electrical | 159 | 3,600 | 1,636 | | 24,862 | 20,350 | | 25,250 | | |
| Electronic parts | 11,933 | 7,624 | 6,311 | 25,980 | 23,507 | 73,600 | | 73,575 | | |
| Employee payroll | 15,998 | 13,360 | 53,639 | 47,200 | 57,528 | 68,800 | | 200,500 | | |
| Entertainment and meals | 2,393 | 1,790 | 1,603 | 3,100 | 11,006 | 15,200 | | 3,500 | | |
| Equipment rental | 868 | 0 | 5,523 | 600 | 1,113 | 0 | | 500 | | |
| First aid services | 510 | 0 | 730 | 240 | 1,070 | 1,125 | | 1,125 | | |
| Food - Volunteer Development | | | | | | | | 18,200 | | |
| Free Memberships | | | | | | | | 1,500 | | |
| Freight | 587 | 380 | 651 | 2,670 | 1,244 | 2,755 | | 2,625 | | |
| Information services | | | | | 175 | 0 | | | | |
| Insurance - Other | 7,256 | 3,600 | 8,804 | 10,870 | 26,794 | 12,000 | | 30,000 | | |
| Interest expense | 4 | 0 | 33 | 0 | 30 | 0 | | | | |
| Licenses and fees | 8,770 | 3,325 | 25,385 | 32,400 | 37,962 | 52,500 | | 97,000 | | |
| Management fees | | | | | 35,000 | 35,000 | | | | |

| | FYE 5/96 | | FYE 5/97 | | FYE 5/98 | | FYE 5/99 | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Actual | Budget | Actual | Budget | Actual | Budget | Actual | Budget | | |
| Manuals | | | 561 | 0 | 8,903 | 600 | | 1,000 | | |
| Maintenance | 0 | 725 | 564 | 0 | 4,077 | 9,150 | | 15,300 | | |
| Miscellaneous | | | 260 | 2,400 | 656 | 3,350 | | 13,225 | | |
| Membership Database Cost | | | | | | | | 15,000 | | |
| Mileage | | | 26 | 0 | | | | | | |
| Moving expense | | | 26,620 | 60,000 | 9,304 | 30,000 | | | | |
| Office supplies and expense | 3,588 | 4,045 | 10,064 | 3,390 | 9,338 | 26,540 | | 24,870 | | |
| Parking | 6 | 0 | 263 | 0 | 202 | 685 | | 865 | | |
| Payroll taxes | 1,655 | 1,920 | 4,136 | 4,885 | 4,471 | 7,000 | | 14,703 | | |
| Penalties | 17 | 0 | 170 | 0 | 15 | 0 | | | | |
| Photography | 15 | 240 | 145 | 0 | 345 | 300 | | 450 | | |
| Plaques, trophies & awards | 0 | 240 | | | 8 | 0 | | 200 | | |
| Postage | 7,809 | 7,157 | 10,360 | 6,985 | 36,538 | 28,125 | | 47,242 | | |
| Printing | 6,236 | 5,710 | 11,856 | 7,065 | 143,121 | 119,875 | | 194,972 | | |
| Promotions | | | | | 720 | 0 | | 150 | | |
| Rent - Headquarters | 43,859 | 47,000 | 57,728 | 65,000 | 24,192 | 50,200 | | 50,751 | | |
| Rent - General meeting | 32,317 | 43,200 | 24,280 | 36,000 | 35,000 | 30,000 | | 38,000 | | |
| Rent - Vendor areas | 1,350 | 5,400 | 3,250 | 1,800 | 8,500 | 6,000 | | 9,000 | | |
| Rent - Special events | | | | | 1,500 | 0 | | | | |
| Rent | 0 | 50 | 48 | 50 | 0 | 50 | | 28,980 | | |
| Repairs | 2,612 | 2,800 | 9,242 | 4,800 | 5,671 | 40,260 | | 40,360 | | |
| Security and patrol | 3,281 | 4,440 | 3,485 | 3,600 | 2,681 | 4,700 | | 3,200 | | |
| Small tools and equipment | 714 | 1,540 | 1,180 | 9,820 | 1,140 | 5,350 | | 6,250 | | |
| Software purchases | 409 | 500 | 650 | 1,360 | 10,747 | 34,485 | | 25,600 | | |
| Staff leasing | | | | | 0 | 72,900 | | | | |
| Spares | | | | | 10,666 | 0 | | | | |
| Supplies | 4,260 | 3,450 | 2,500 | 6,240 | 4,215 | 5,150 | | 7,680 | | |
| Taxes - Personal property | 1,954 | 0 | 0 | 2,000 | -950 | 0 | | | | |
| Telecommunications Assessment | 921 | 0 | -921 | 0 | 0 | 1,600 | | | | |
| Telephone | 35,340 | 38,890 | 122,009 | 131,760 | 169,031 | 221,770 | | 275,464 | | |
| Travel | 2,591 | 2,000 | 11,404 | 3,480 | 15,577 | 23,500 | | 27,500 | | |
| Vehicle allowance | | | | | 173 | 0 | | | | |
| Video production | 0 | 3,000 | | | 0 | 25,000 | | 0 | | |
| | --- | --- | --- | --- | --- | --- | --- | --- | | |
| TOTAL EXPENSES | 391,379 | 410,800 | 622,319 | 715,271 | 985,446 | 1,373,580 | | 1,598,862 | | |
| | --- | --- | --- | --- | --- | --- | --- | --- | | |
| ****** OPERATING REVENUES | 179,060 | 144,235 | 458,500 | 361,502 | 563,764 | 516,867 | | 428,993 | | |
| | --- | --- | --- | --- | --- | --- | --- | --- | | |
| Other Income & Expenses | | | | | | | | | | |
| Educational Program Support | -24 | -2,000 | -1,960 | -2,000 | 0 | -2,000 | | | | |
| A/P discounts | | | | | 71 | 0 | | | | |
| Leasehold Improve - Net | | | | | | | | -60,000 | | |
| Budgeted equipment purchases | -100,382 | -115,948 | -436,908 | -322,072 | -238,483 | -409,290 | | -441,035 | | |
| | --- | --- | --- | --- | --- | --- | --- | --- | | |
| TOTAL Other Income & Expenses | -100,409 | -117,948 | -438,868 | -324,702 | -238,413 | -411,290 | | -501,035 | | |
| | --- | --- | --- | --- | --- | --- | --- | --- | | |
| ****** REVENUES | | | | | | | | | | |
| OVER (UNDER) EXPENSES | 78,654 | 26,287 | 19,632 | 36,800 | 325,351 | 105,577 | | -72,042 | | |
| | --- | --- | --- | --- | --- | --- | --- | --- | | |

# HAL-PC Comparatives



| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | FYE 5/96 | | FYE 5/97 | | FYE 5/98 | | FYE 5/99 | | | |
| | Actual | Budget | Actual | Budget | Actual | Budget | Actual | Budget | | |
| | | | | | | | | | | |
| ****** NET REVENUES | | | | | | | | | | |
| OVER (UNDER) EXPENSES | 78,654 | 26,287 | 19,632 | 36,800 | 325,351 | 105,577 | | -72,042 | | |
| | | | | | | | | | | |
| AUDIT REPORT | 77,783 | | 22,609 | | 325,351 | | | | | |