

Aug 30, 2001  
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# HAL-PC

## STATEMENT OF REVENUES AND EXPENSES

	10 Months Ended Mar/01	Annual Budget	Unused	% Used
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<b>REVENUES</b>				
Interest income	\$668.81	\$50,000.00	\$49,331.19	
Internet Expo income	(250.00)	0.00	250.00	
Presentation fees	9,750.00	0.00	(9,750.00)	
Vendor fees	1,450.00	31,200.00	29,750.00	
Internet services - Exempt	11,973.34	0.00	(11,973.34)	
Revenue - Other	102.50	0.00	(102.50)	
Donations to HAL-PC	680.19	0.00	(680.19)	
Donations to MCSE SIG	1,280.00	0.00	(1,280.00)	
Donations to HAL-PC	7,965.00	0.00	(7,965.00)	
Donations to PC Upgrade SIG	260.00	0.00	(260.00)	
Rental income	10,800.00	14,400.00	3,600.00	
Ad Sales--National Ad Program	47,790.00	31,500.00	(16,290.00)	
Advertising - Magazine	136,763.44	71,450.00	(65,313.44)	
Annual dues	318,289.56	420,000.00	101,710.44	
HALNet ADSL fees	4,914.92	0.00	(4,914.92)	
HALNet extend fees - Exempt	3,295.00	0.00	(3,295.00)	
INTERNET - STATIC IP	80.00	0.00	(80.00)	
HALNet monthly fees - Exempt	573,833.82	1,120,358.00	546,524.18	
HTML class fees	1,130.00	0.00	(1,130.00)	
Learning Center class fees	14,120.00	28,000.00	13,880.00	
HAL-PC Clear Lake class fees	3,720.00	8,000.00	4,280.00	
<b>Taxable revenues</b>				
Electronic parts sales	149.00	0.00	(149.00)	
HALNet monthly fees	(300.78)	0.00	300.78	
Pipeline sales	1,500.00	0.00	(1,500.00)	
Software sales	3,270.18	0.00	(3,270.18)	
Learning Center manual sales	44.35	0.00	(44.35)	
Monitor sales	877.60	0.00	(877.60)	
Phone line sales	895.00	0.00	(895.00)	
Refreshment sales	3,142.77	0.00	(3,142.77)	
E-mail account fees	724.30	0.00	(724.30)	
Group purchase revenue	231.87	0.00	(231.87)	
<b>TOTAL Sales Taxable for Sales Tax</b>				
	10,534.29	0.00	(10,534.29)	
<b>TOTAL REVENUES</b>	1,159,150.87	1,774,908.00	615,757.13	
<b>Adjustments</b>				
Discounts	(160.00)	0.00	160.00	
<b>TOTAL Adjustments</b>	(160.00)	0.00	160.00	
<b>***** NET REVENUES</b>	1,158,990.87	1,774,908.00	615,917.13	

Cost of Goods Sold				
Learning Center manuals cost	267.83	0.00	(267.83)	
Group purchase sales cost	3.38	5,000.00	4,996.62	0.1%
Electronic parts sales cost	149.00	0.00	(149.00)	
Refreshment sales cost	4,026.42	0.00	(4,026.42)	
Refreshment supplies cost	498.89	0.00	(498.89)	
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TOTAL Cost of Goods Sold	4,945.52	5,000.00	54.48	98.9%
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***** ADJUSTED NET REVENUES	1,154,045.35	1,769,908.00	615,862.65	
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#### EXPENSES

Accounting	10,978.24	28,175.00	17,196.76	39.0%
Ad Sales--Other UserGrps Share	46,884.50	0.00	(46,884.50)	
Advertising	29,833.77	58,710.00	28,876.23	50.8%
Audio visual	17,178.82	16,300.00	(878.82)	105.4%
Bank charges	908.33	3,900.00	2,991.67	23.3%
Credit card expense	22,048.59	34,240.00	12,191.41	64.4%
Contract labor	0.00	200.00	200.00	0.0%
Decorations, chairs & tables	631.32	3,700.00	3,068.68	17.1%
Delivery service	1,073.50	1,686.00	612.50	63.7%
Amortization expense leasehold	16,507.71	0.00	(16,507.71)	
Dues & subscriptions	95.00	250.00	155.00	38.0%
Electrical	2,506.39	12,500.00	9,993.61	20.1%
Electronic parts	2,918.13	9,500.00	6,581.87	30.7%
Employee payroll	144,408.19	215,000.00	70,591.81	67.2%
Entertainment and meals	307.50	200.00	(107.50)	153.8%
Equipment rental	431.50	4,965.00	4,533.50	8.7%
First aid services	240.00	0.00	(240.00)	
Incentives-Volunteer	66.30	0.00	(66.30)	
Food - Volunteer Development	3,042.77	15,200.00	12,157.23	20.0%
Food Special Events	0.00	125.00	125.00	0.0%
Food Special Events	269.41	2,400.00	2,130.59	11.2%
Food Special Events	718.10	1,600.00	881.90	44.9%
Special Events .30	27.90	0.00	(27.90)	
Freight	576.49	400.00	(176.49)	144.1%
Information services	13.57	1,800.00	1,786.43	0.8%
Insurance - Other	2,755.00	16,000.00	13,245.00	17.2%
Internet Connectivity	50,827.99	216,300.00	165,472.01	23.5%
Internet Connectivity	2,094.78	0.00	(2,094.78)	
Interest expense	4.32	0.00	(4.32)	
Internet - Backbone	84,079.16	0.00	(84,079.16)	
Licenses and fees	47,246.53	7,200.00	(40,046.53)	656.2%
Mailing Labels	4,308.78	6,000.00	1,691.22	71.8%
Mailing Labels Fundraiser	701.83	0.00	(701.83)	
Management fees	80,000.00	96,000.00	16,000.00	83.3%
Manuals	1,832.96	9,040.00	7,207.04	20.3%
Maintenance	5,098.56	9,520.00	4,421.44	53.6%
Miscellaneous	(168.03)	6,700.00	6,868.03	-2.5%
Mileage	6.40	0.00	(6.40)	
MCSE expenses	1,775.35	0.00	(1,775.35)	
Monthly retainer	5,833.50	6,000.00	166.50	97.2%
NPC fee expense	152.22	0.00	(152.22)	
Office supplies and expense	4,352.32	9,410.00	5,057.68	46.3%

Parking	15.00	300.00	285.00	5.0%
Payroll taxes	11,250.20	37,981.00	26,730.80	29.6%
Penalties	109.59	0.00	(109.59)	
Photography	0.00	100.00	100.00	0.0%
Plaques, trophies & awards	0.00	200.00	200.00	0.0%
Postage	17,129.22	41,203.00	24,073.78	41.6%
Printing	150,921.83	219,145.00	68,223.17	68.9%
Professional services rendered	100.00	0.00	(100.00)	
Promotions	0.00	164.00	164.00	0.0%
Rent	110,733.92	146,347.68	35,613.76	75.7%
Repairs	226.29	7,000.00	6,773.71	3.2%
Returned Checks/Charge Backs	(80.12)	0.00	80.12	
Security and patrol	600.00	400.00	(200.00)	150.0%
Service Contract	0.00	300.00	300.00	0.0%
Small tools and equipment	276.31	12,000.00	11,723.69	2.3%
Software purchases	5,722.55	16,100.00	10,377.45	35.5%
Spares	0.00	3,000.00	3,000.00	0.0%
Supplies	2,825.50	8,857.00	6,031.50	31.9%
Teaching	289.17	0.00	(289.17)	
Telephone	231,561.91	301,068.00	69,506.09	76.9%
Telephone-Cell	2,065.18	6,000.00	3,934.82	34.4%
Telephone - Cell	419.08	0.00	(419.08)	
Telephone - Cell	696.56	0.00	(696.56)	
Telephone - Cell	348.37	2,803.56	2,455.19	12.4%
Telephone - PRI	18,216.56	43,320.00	25,103.44	42.1%
Travel	3,090.86	8,800.00	5,709.14	35.1%
Vehicle allowance	2,500.00	0.00	(2,500.00)	
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TOTAL EXPENSES	1,151,585.68	1,648,110.24	496,524.56	69.9%
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***** OPERATING REVENUES	2,459.67	121,797.76	119,338.09	
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Other Income & Expenses				
Returned Check Fees	45.24	0.00	(45.24)	
A/P discounts	4.02	0.00	(4.02)	
Late Fee	(10.00)	0.00	10.00	
Finance charges income (exp.)	466.56	0.00	(466.56)	
Ret Check Income (FEE)	10.00	0.00	(10.00)	
Budgeted equipment purchases	(7,693.33)	(81,500.00)	(73,806.67)	9.4%
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TOTAL Other Income & Expenses	(7,177.51)	(81,500.00)	(74,322.49)	8.8%
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***** REVENUES OVER (UNDER) EXPENSES	(4,717.84)	40,297.76	45,015.60	
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***** NET REVENUES OVER (UNDER) EXPENSES				
	===== (\$4,717.84)	===== \$40,297.76	===== \$45,015.60	