

HAL-PC
STATEMENT OF REVENUES AND EXPENSES

	1 Month Ended August 31, 1999		3 Months Ended August 31, 1999	
	=====	=====	=====	=====
REVENUES				
Interest income	\$4,732.26	3.1%	\$18,974.73	3.9%
Presentation fees	0.00	0.0%	24,107.88	5.0%
Vendor fees	365.00	0.2%	1,107.50	0.2%
Internet services	954.00	0.6%	2,950.00	0.6%
Donations to HAL-PC	300.03	0.2%	586.02	0.1%
Donations to MCSE SIG	450.00	0.3%	1,815.71	0.4%
Donations to HAL - Events	0.00	0.0%	537.00	0.1%
Rental income	300.00	0.2%	900.00	0.2%
Ad Sales--National Ad Program	9,382.00	6.1%	25,550.00	5.3%
Advertising - Magazine	10,305.00	6.7%	34,416.00	7.1%
Annual dues	38,295.63	25.0%	112,456.68	23.3%
HALNet extend fees - Exempt	0.00	0.0%	5.00	0.0%
Internet setup fees - Exempt	0.00	0.0%	45.00	0.0%
HALNet monthly fees - Exempt	109.90	0.1%	149.90	0.0%
HTML class fees	180.00	0.1%	300.00	0.1%
Learning Center class fees	1,430.00	0.9%	7,715.00	1.6%
Self-Study class fees	120.00	0.1%	120.00	0.0%
HAL-PC Clear Lake class fees	870.00	0.6%	2,435.00	0.5%
Exempt pipeline sales	0.00	0.0%	550.00	0.1%
Taxable revenues				
Cap sales	0.00	0.0%	347.80	0.1%
CD-ROM sales	46.03	0.0%	415.36	0.1%
Computer sales	212.47	0.1%	591.23	0.1%
Electronic parts sales	2,915.25	1.9%	3,207.00	0.7%
HALNet extend fees	529.84	0.3%	1,179.84	0.2%
HALNet setup fees	6,386.95	4.2%	16,002.01	3.3%
HALNet monthly fees	72,406.69	47.3%	221,723.96	46.0%
Pipeline sales	500.00	0.3%	500.00	0.1%
Learning Center manual sales	0.00	0.0%	14.00	0.0%
Phone line sales	111.68	0.1%	335.04	0.1%
Refreshment sales	559.64	0.4%	1,248.49	0.3%
Second E-mail account fees	18.00	0.0%	63.00	0.0%
Group purchase revenue	1,522.40	1.0%	1,522.40	0.3%
Study guide sales	52.66	0.0%	329.79	0.1%

TOTAL Sales Taxable For Sales Tax	85,261.61	55.7%	247,479.92	51.3%

TOTAL REVENUES	153,055.43	100.0%	482,201.34	100.0%

***** NET REVENUES	153,055.43	100.0%	482,201.34	100.0%

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	1 Month Ended August 31, 1999		3 Months Ended August 31, 1999	
	=====	=====	=====	=====
Cost of Goods Sold				
Cap sales cost	198.00	0.1%	385.00	0.1%
CD-ROM sales cost	0.00	0.0%	1,713.00	0.4%
Group purchase sales cost	1,790.00	1.2%	1,790.00	0.4%
Electronic parts sales cost	2,905.75	1.9%	5,922.50	1.2%
Study guide sales cost	0.00	0.0%	(279.64)	-0.1%
Pipeline sales cost	1,005.68	0.7%	1,005.68	0.2%
Refreshment sales cost	94.06	0.1%	359.14	0.1%
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TOTAL Cost of Goods Sold	5,993.49	3.9%	10,895.68	2.3%
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***** ADJUSTED NET REVENUES	147,061.94	96.1%	471,305.66	97.7%
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EXPENSES				
Accounting	2,928.09	1.9%	9,191.37	1.9%
Ad Sales--Other UserGrps Share	6,633.00	4.3%	18,168.00	3.8%
Advertising	4,938.00	3.2%	22,802.50	4.7%
Audio visual	6,847.50	4.5%	27,260.86	5.7%
Bank charges	259.72	0.2%	1,728.68	0.4%
Credit card expense	2,975.69	1.9%	7,671.17	1.6%
Decorations, chairs & tables	255.00	0.2%	2,011.58	0.4%
Delivery service	164.59	0.1%	627.84	0.1%
Amortization expense leasehold	1,834.19	1.2%	5,502.57	1.1%
Electrical	0.00	0.0%	2,070.10	0.4%
Electronic parts	2,519.69	1.6%	7,573.97	1.6%
Employee payroll	13,784.66	9.0%	40,393.75	8.4%
Entertainment and meals	191.16	0.1%	938.95	0.2%
Equipment rental	56.25	0.0%	376.50	0.1%
First aid services	220.00	0.1%	340.00	0.1%
Food - Volunteer Development	1,553.62	1.0%	3,020.20	0.6%
Freight	269.75	0.2%	643.64	0.1%
Insurance - Other	0.00	0.0%	2,739.00	0.6%
Interest expense	0.00	0.0%	14.61	0.0%
Licenses and fees	5,893.95	3.9%	19,148.85	4.0%
Management fees	8,000.00	5.2%	32,000.00	6.6%
Manuals	239.44	0.2%	1,713.25	0.4%
Maintenance	0.00	0.0%	154.35	0.0%
Miscellaneous	0.00	0.0%	27.63	0.0%
MCSE expenses	901.00	0.6%	1,066.71	0.2%
Monthly retainer	0.00	0.0%	1,500.00	0.3%
NPC fee expense	26.00	0.0%	82.25	0.0%
Office supplies and expense	593.72	0.4%	1,433.33	0.3%
Parking	10.00	0.0%	10.00	0.0%

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Payroll taxes	1,062.26	0.7%	3,127.42	0.6%
Penalties	0.00	0.0%	637.00	0.1%
Photography	0.00	0.0%	94.00	0.0%
Postage	2,950.49	1.9%	5,606.89	1.2%
Printing	20,803.99	13.6%	66,446.63	13.8%
Professional services rendered	4,500.00	2.9%	10,500.00	2.2%
Promotions	50.00	0.0%	50.00	0.0%
Rent	13,047.56	8.5%	41,442.08	8.6%
Repairs	(802.80)	-0.5%	312.66	0.1%
Security and patrol	440.00	0.3%	998.15	0.2%
Small tools and equipment	136.42	0.1%	701.67	0.1%
Software purchases	53.78	0.0%	440.40	0.1%
Spares	1,740.00	1.1%	2,010.00	0.4%
Supplies	104.14	0.1%	1,034.86	0.2%
Teaching	255.00	0.2%	255.00	0.1%
Telephone	29,389.07	19.2%	87,742.21	18.2%
Travel	0.00	0.0%	9,402.02	1.9%
Vehicle allowance	250.00	0.2%	750.00	0.2%
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TOTAL EXPENSES	135,074.93	88.3%	441,762.65	91.6%
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***** OPERATING REVENUES	11,987.01	7.8%	29,543.01	6.1%
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Other Income & Expenses				
A/P discounts	0.00	0.0%	73.68	0.0%
Finance charges	(7.87)	-0.0%	404.44	0.1%
Budgeted equipment purchases	(24,620.39)	-16.1%	(24,660.34)	-5.1%
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TOTAL Other Income & Expenses	(24,628.26)	-16.1%	(24,182.22)	-5.0%
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***** REVENUES OVER (UNDER) EXPENSES	(12,641.25)	-8.3%	5,360.79	1.1%
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***** NET REVENUES OVER (UNDER) EXPENSES	(\$12,641.25)	-8.3%	\$5,360.79	1.1%
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