

Aug 30, 2001
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HAL-PC

STATEMENT OF REVENUES AND EXPENSES

	4 Months Ended Sep/00 =====	Annual Budget ===== =====	Unused =====	% Used =====
REVENUES				
Interest income	\$668.81	\$50,000.00	\$49,331.19	
Internet Expo income	(250.00)	0.00	250.00	
Presentation fees	9,500.00	0.00	(9,500.00)	
Vendor fees	825.00	31,200.00	30,375.00	
Internet services - Exempt	4,328.72	0.00	(4,328.72)	
Revenue - Other	102.50	0.00	(102.50)	
Donations to HAL-PC	256.03	0.00	(256.03)	
Donations to MCSE SIG	695.00	0.00	(695.00)	
Donations to HAL-PC	50.00	0.00	(50.00)	
Donations to PC Upgrade SIG	260.00	0.00	(260.00)	
Rental income	3,600.00	14,400.00	10,800.00	
Ad Sales--National Ad Program	47,790.00	31,500.00	(16,290.00)	
Advertising - Magazine	28,270.44	71,450.00	43,179.56	
Annual dues	150,734.20	420,000.00	269,265.80	
HALNet ADSL fees	2,305.00	0.00	(2,305.00)	
HALNet extend fees - Exempt	1,365.00	0.00	(1,365.00)	
HALNet monthly fees - Exempt	249,933.60	1,120,358.00	870,424.40	
HTML class fees	770.00	0.00	(770.00)	
Learning Center class fees	5,225.00	28,000.00	22,775.00	
HAL-PC Clear Lake class fees	1,860.00	8,000.00	6,140.00	
Taxable revenues				
Electronic parts sales	149.00	0.00	(149.00)	
HALNet monthly fees	(86.77)	0.00	86.77	
Pipeline sales	1,000.00	0.00	(1,000.00)	
Software sales	1,784.76	0.00	(1,784.76)	
Monitor sales	877.60	0.00	(877.60)	
Phone line sales	55.00	0.00	(55.00)	
Refreshment sales	2,470.77	0.00	(2,470.77)	
E-mail account fees	216.55	0.00	(216.55)	
Group purchase revenue	231.87	0.00	(231.87)	
TOTAL Sales Taxable for Sales Tax				
	6,698.78	0.00	(6,698.78)	
TOTAL REVENUES	514,988.08	1,774,908.00	1,259,919.92	
Adjustments				
Discounts	(150.00)	0.00	150.00	
TOTAL Adjustments	(150.00)	0.00	150.00	
***** NET REVENUES	514,838.08	1,774,908.00	1,260,069.92	
Cost of Goods Sold				
Learning Center manuals cost	168.40	0.00	(168.40)	

Group purchase sales cost	0.00	5,000.00	5,000.00	0.0%
Electronic parts sales cost	149.00	0.00	(149.00)	
Refreshment sales cost	1,709.70	0.00	(1,709.70)	
Refreshment supplies cost	248.44	0.00	(248.44)	
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TOTAL Cost of Goods Sold	2,275.54	5,000.00	2,724.46	45.5%
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***** ADJUSTED NET REVENUES	512,562.54	1,769,908.00	1,257,345.46	
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EXPENSES

Accounting	10,978.24	28,175.00	17,196.76	39.0%
Ad Sales--Other UserGrps Share	19,508.00	0.00	(19,508.00)	
Advertising	19,348.77	58,710.00	39,361.23	33.0%
Audio visual	17,178.82	16,300.00	(878.82)	105.4%
Bad debts	600.00	0.00	(600.00)	
Bank charges	379.91	3,900.00	3,520.09	9.7%
Credit card expense	7,506.60	34,240.00	26,733.40	21.9%
Contract labor	0.00	200.00	200.00	0.0%
Decorations, chairs & tables	416.32	3,700.00	3,283.68	11.3%
Delivery service	506.75	1,686.00	1,179.25	30.1%
Amortization expense leasehold	7,336.76	0.00	(7,336.76)	
Dues & subscriptions	0.00	250.00	250.00	0.0%
Electrical	2,792.02	12,500.00	9,707.98	22.3%
Electronic parts	2,918.13	9,500.00	6,581.87	30.7%
Employee payroll	57,603.19	215,000.00	157,396.81	26.8%
Entertainment and meals	0.00	200.00	200.00	0.0%
Equipment rental	180.00	4,965.00	4,785.00	3.6%
First aid services	240.00	0.00	(240.00)	
Food - Volunteer Development	1,946.71	15,200.00	13,253.29	12.8%
Food Special Events	0.00	125.00	125.00	0.0%
Food Special Events	0.00	2,400.00	2,400.00	0.0%
Food Special Events	0.00	1,600.00	1,600.00	0.0%
Freight	289.37	400.00	110.63	72.3%
Information services	13.57	1,800.00	1,786.43	0.8%
Insurance - Other	2,358.00	16,000.00	13,642.00	14.7%
Internet Connectivity	24,076.40	216,300.00	192,223.60	11.1%
Internet Connectivity	714.89	0.00	(714.89)	
Interest expense	4.32	0.00	(4.32)	
Internet - Backbone	21,445.08	0.00	(21,445.08)	
Licenses and fees	43,606.35	7,200.00	(36,406.35)	605.6%
Mailing Labels	979.86	6,000.00	5,020.14	16.3%
Management fees	24,000.00	96,000.00	72,000.00	25.0%
Manuals	1,117.01	9,040.00	7,922.99	12.4%
Maintenance	2,603.64	9,520.00	6,916.36	27.3%
Miscellaneous	107.50	6,700.00	6,592.50	1.6%
Mileage	6.40	0.00	(6.40)	
MCSE expenses	1,703.43	0.00	(1,703.43)	
Monthly retainer	2,330.00	6,000.00	3,670.00	38.8%
NPC fee expense	130.64	0.00	(130.64)	
Office supplies and expense	1,065.07	9,410.00	8,344.93	11.3%
Parking	0.00	300.00	300.00	0.0%
Payroll taxes	4,439.28	37,981.00	33,541.72	11.7%
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	10,665.76	41,203.00	30,537.24	25.9%
Printing	69,654.48	219,145.00	149,490.52	31.8%
Professional services rendered	100.00	0.00	(100.00)	
Promotions	0.00	164.00	164.00	0.0%
Rent	55,628.00	146,347.68	90,719.68	38.0%
Repairs	(1,010.15)	7,000.00	8,010.15	-14.4%
Retrured Checks/Charge Backs	(220.12)	0.00	220.12	
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	21.53	12,000.00	11,978.47	0.2%
Software purchases	4,782.28	16,100.00	11,317.72	29.7%
Spares	0.00	3,000.00	3,000.00	0.0%
Supplies	1,800.78	8,857.00	7,056.22	20.3%
Teaching	289.17	0.00	(289.17)	
Telephone	122,318.55	301,068.00	178,749.45	40.6%
Telephone-Cell	1,096.25	6,000.00	4,903.75	18.3%
Telephone - Cell	116.91	0.00	(116.91)	
Telephone - Cell	157.42	0.00	(157.42)	
Telephone - Cell	94.95	2,803.56	2,708.61	3.4%
Telephone - PRI	2,799.40	43,320.00	40,520.60	6.5%
Travel	372.00	8,800.00	8,428.00	4.2%
Vehicle allowance	1,000.00	0.00	(1,000.00)	
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TOTAL EXPENSES	550,807.83	1,648,110.24	1,097,302.41	33.4%
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***** OPERATING REVENUES	(38,245.29)	121,797.76	160,043.05	
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Other Income & Expenses				
A/P discounts	1.61	0.00	(1.61)	
Late Fee	(10.00)	0.00	10.00	
Finance charges income (exp.)	2,435.47	0.00	(2,435.47)	
Budgeted equipment purchases	(219.01)	(81,500.00)	(81,280.99)	0.3%
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TOTAL Other Income & Expenses	2,208.07	(81,500.00)	(83,708.07)	-2.7%
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***** REVENUES OVER (UNDER) EXPENSES	(36,037.22)	40,297.76	76,334.98	
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***** NET REVENUES OVER (UNDER) EXPENSES				
	(\$36,037.22)	\$40,297.76	\$76,334.98	
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