

Aug 30, 2001

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HAL-PC

STATEMENT OF REVENUES AND EXPENSES

	12 Months Ended May/01	Annual Budget	Unused	% Used
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REVENUES				
Interest income	\$826.22	\$50,000.00	\$49,173.78	
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	14,940.02	0.00	(14,940.02)	
Revenue - Other	102.50	0.00	(102.50)	
Donations to HAL-PC	680.19	0.00	(680.19)	
Donations to MCSE SIG	1,480.00	0.00	(1,480.00)	
Donations to HAL-PC	7,965.00	0.00	(7,965.00)	
Donations to PC Upgrade SIG	260.00	0.00	(260.00)	
Donation A+	258.58	0.00	(258.58)	
Rental income	12,000.00	14,400.00	2,400.00	
Ad Sales--National Ad Program	47,790.00	31,500.00	(16,290.00)	
Advertising - Magazine	172,757.44	71,450.00	(101,307.44)	
Annual dues	381,827.91	420,000.00	38,172.09	
HALNet ADSL fees	6,689.01	0.00	(6,689.01)	
HALNet extend fees - Exempt	3,863.00	0.00	(3,863.00)	
INTERNET - STATIC IP	110.00	0.00	(110.00)	
HALNet monthly fees - Exempt	699,749.85	1,120,358.00	420,608.15	
Equipment Sales NonTaxable	1,000.00	0.00	(1,000.00)	
HTML class fees	1,130.00	0.00	(1,130.00)	
Learning Center class fees	14,370.00	28,000.00	13,630.00	
HAL-PC Clear Lake class fees	4,750.00	8,000.00	3,250.00	
Taxable revenues				
Electronic parts sales	149.00	0.00	(149.00)	
HALNet monthly fees	(128.80)	0.00	128.80	
Pipeline sales	1,500.00	0.00	(1,500.00)	
Software sales	3,274.79	0.00	(3,274.79)	
Learning Center manual sales	44.35	0.00	(44.35)	
Monitor sales	877.60	0.00	(877.60)	
Phone line sales	1,247.00	0.00	(1,247.00)	
Refreshment sales	5,536.77	0.00	(5,536.77)	
E-mail account fees	1,165.22	0.00	(1,165.22)	
Shirt sales	(2,884.12)	0.00	2,884.12	
Group purchase revenue	369.05	0.00	(369.05)	
TOTAL Sales Taxable for Sales Tax	11,150.86	0.00	(11,150.86)	
TOTAL REVENUES	1,394,650.58	1,774,908.00	380,257.42	
Adjustments				
Discounts	(160.00)	0.00	160.00	
TOTAL Adjustments	(160.00)	0.00	160.00	

***** NET REVENUES	1,394,490.58	1,774,908.00	380,417.42	
Cost of Goods Sold				
Learning Center manuals cost	406.58	0.00	(406.58)	
Group purchase sales cost	360.26	5,000.00	4,639.74	7.2%
Electronic parts sales cost	149.00	0.00	(149.00)	
Refreshment sales cost	5,281.15	0.00	(5,281.15)	
Refreshment supplies cost	588.39	0.00	(588.39)	
TOTAL Cost of Goods Sold	6,785.38	5,000.00	(1,785.38)	135.7%
***** ADJUSTED NET REVENUES	1,387,705.20	1,769,908.00	382,202.80	
EXPENSES				
Accounting	10,978.24	28,175.00	17,196.76	39.0%
Ad Sales--Other UserGrps Share	74,791.58	0.00	(74,791.58)	
Advertising	35,789.51	58,710.00	22,920.49	61.0%
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	26,532.84	34,240.00	7,707.16	77.5%
Contract labor	0.00	200.00	200.00	0.0%
Decorations, chairs & tables	2,018.82	3,700.00	1,681.18	54.6%
Delivery service	1,219.00	1,686.00	467.00	72.3%
Amortization expense leasehold	18,341.90	0.00	(18,341.90)	
Dues & subscriptions	95.00	250.00	155.00	38.0%
Electrical	2,616.39	12,500.00	9,883.61	20.9%
Electronic parts	3,631.33	9,500.00	5,868.67	38.2%
Employee payroll	172,268.94	215,000.00	42,731.06	80.1%
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	266.29	0.00	(266.29)	
Food - Volunteer Development	4,151.56	15,200.00	11,048.44	27.3%
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	691.21	400.00	(291.21)	172.8%
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	62,679.99	216,300.00	153,620.01	29.0%
Internet Connectivity	2,094.78	0.00	(2,094.78)	
Internet Connectivity	100.71	0.00	(100.71)	
Interest expense	4.32	0.00	(4.32)	
Internet - Backbone	106,833.81	0.00	(106,833.81)	
Licenses and fees	54,229.53	7,200.00	(47,029.53)	753.2%
Mailing Labels	5,222.92	6,000.00	777.08	87.0%
Mailing Labels Fundraiser	701.83	0.00	(701.83)	
Management fees	96,000.00	96,000.00	0.00	100.0%
Manuals	2,851.22	9,040.00	6,188.78	31.5%
Maintenance	5,657.19	9,520.00	3,862.81	59.4%
Miscellaneous	(168.03)	6,700.00	6,868.03	-2.5%
Mileage	6.40	0.00	(6.40)	

MCSE expenses	1,925.39	0.00	(1,925.39)	
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	5,806.95	9,410.00	3,603.05	61.7%
Parking	15.00	300.00	285.00	5.0%
Payroll taxes	13,420.65	37,981.00	24,560.35	35.3%
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	20,263.39	41,203.00	20,939.61	49.2%
Printing	182,942.10	219,145.00	36,202.90	83.5%
Professional services rendered	100.00	0.00	(100.00)	
Promotions	0.00	164.00	164.00	0.0%
Rent	129,341.18	146,347.68	17,006.50	88.4%
Repairs	2,498.73	7,000.00	4,501.27	35.7%
Retruned Checks/Charge Backs	83.88	0.00	(83.88)	
Security and patrol	800.00	400.00	(400.00)	200.0%
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	5,208.93	8,857.00	3,648.07	58.8%
Teaching	289.17	0.00	(289.17)	
Telephone	275,881.77	301,068.00	25,186.23	91.6%
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	23,815.36	43,320.00	19,504.64	55.0%
Transportation	592.50	0.00	(592.50)	
Travel	3,090.86	8,800.00	5,709.14	35.1%
Vehicle allowance	3,000.00	0.00	(3,000.00)	
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TOTAL EXPENSES	1,397,156.63	1,648,110.24	250,953.61	84.8%
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***** OPERATING REVENUES	(9,451.43)	121,797.76	131,249.19	
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Other Income & Expenses				
Returned Check Fees	45.24	0.00	(45.24)	
A/P discounts	4.65	0.00	(4.65)	
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	(36,245.42)	(81,500.00)	(45,254.58)	44.5%
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TOTAL Other Income & Expenses	(35,728.97)	(81,500.00)	(45,771.03)	43.8%
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***** REVENUES OVER (UNDER) EXPENSES	(45,180.40)	40,297.76	85,478.16	
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***** NET REVENUES OVER (UNDER) EXPENSES	(45,180.40)	\$40,297.76	\$85,478.16	
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