

Apr 26, 2000
12:32 am

HAL-PC
STATEMENT OF REVENUES AND EXPENSES

Page 1

	1 Month Ended July 31, 1999		2 Months Ended July 31, 1999	
	=====	=====	=====	=====
REVENUES				
Interest income	\$3,307.99	2.1%	\$14,242.47	4.3%
Presentation fees	2,400.00	1.5%	24,107.88	7.3%
Vendor fees	200.00	0.1%	742.50	0.2%
Internet services	938.00	0.6%	1,996.00	0.6%
Donations to HAL-PC	0.00	0.0%	285.99	0.1%
Donations to MCSE SIG	1,365.71	0.9%	1,365.71	0.4%
Donations to HAL - Events	517.00	0.3%	537.00	0.2%
Rental income	300.00	0.2%	600.00	0.2%
Ad Sales--National Ad Program	9,932.00	6.3%	16,168.00	4.9%
Advertising - Magazine	12,620.00	8.0%	24,111.00	7.3%
Annual dues	37,172.84	23.6%	74,161.05	22.5%
HALNet extend fees - Exempt	5.00	0.0%	5.00	0.0%
Internet setup fees - Exempt	45.00	0.0%	45.00	0.0%
HALNet monthly fees - Exempt	10.00	0.0%	40.00	0.0%
HTML class fees	120.00	0.1%	120.00	0.0%
Learning Center class fees	5,770.00	3.7%	6,285.00	1.9%
HAL-PC Clear Lake class fees	895.00	0.6%	1,565.00	0.5%
Exempt pipeline sales	0.00	0.0%	550.00	0.2%
Taxable revenues				
Cap sales	183.37	0.1%	347.80	0.1%
CD-ROM sales	230.95	0.1%	369.33	0.1%
Computer sales	212.48	0.1%	378.76	0.1%
Electronic parts sales	291.75	0.2%	291.75	0.1%
HALNet extend fees	270.00	0.2%	650.00	0.2%
HALNet setup fees	4,755.06	3.0%	9,615.06	2.9%
HALNet monthly fees	75,481.77	48.0%	149,317.27	45.4%
Learning Center manual sales	14.00	0.0%	14.00	0.0%
Phone line sales	111.68	0.1%	223.36	0.1%
Refreshment sales	0.00	0.0%	688.85	0.2%
Second E-mail account fees	18.00	0.0%	45.00	0.0%
Study guide sales	116.40	0.1%	277.13	0.1%
TOTAL Sales Taxable For Sales Tax	81,685.46	51.9%	162,218.31	49.3%
TOTAL REVENUES	157,284.00	100.0%	329,145.91	100.0%
***** NET REVENUES	157,284.00	100.0%	329,145.91	100.0%
Cost of Goods Sold				
Cap sales cost	187.00	0.1%	187.00	0.1%
CD-ROM sales cost	0.00	0.0%	1,713.00	0.5%

FOR DISCUSSION PURPOSES ONLY

Apr 26, 2000
12:32 am

HAL-PC
STATEMENT OF REVENUES AND EXPENSES

Page 2

	1 Month Ended July 31, 1999		2 Months Ended July 31, 1999	
	=====	=====	=====	=====
Electronic parts sales cost	875.00	0.6%	3,016.75	0.9%
Study guide sales cost	0.00	0.0%	(279.64)	-0.1%
Refreshment sales cost	115.74	0.1%	265.08	0.1%
	-----		-----	
TOTAL Cost of Goods Sold	1,177.74	0.7%	4,902.19	1.5%
	-----		-----	
***** ADJUSTED NET REVENUES	156,106.26	99.3%	324,243.72	98.5%
	-----		-----	
EXPENSES				
Accounting	2,834.45	1.8%	6,263.28	1.9%
Ad Sales--Other UserGrps Share	8,233.00	5.2%	11,535.00	3.5%
Advertising	5,450.00	3.5%	17,864.50	5.4%
Audio visual	9,908.36	6.3%	20,413.36	6.2%
Bank charges	1,182.67	0.8%	1,468.96	0.4%
Credit card expense	2,408.09	1.5%	4,695.48	1.4%
Decorations, chairs & tables	967.47	0.6%	1,756.58	0.5%
Delivery service	244.00	0.2%	463.25	0.1%
Amortization expense leasehold	1,834.19	1.2%	3,668.38	1.1%
Electrical	1,272.00	0.8%	2,070.10	0.6%
Electronic parts	1,904.81	1.2%	5,054.28	1.5%
Employee payroll	13,252.40	8.4%	26,609.09	8.1%
Entertainment and meals	422.20	0.3%	747.79	0.2%
Equipment rental	54.99	0.0%	320.25	0.1%
First aid services	0.00	0.0%	120.00	0.0%
Food - Volunteer Development	450.36	0.3%	1,466.58	0.4%
Freight	156.25	0.1%	373.89	0.1%
Insurance - Other	795.00	0.5%	2,739.00	0.8%
Interest expense	14.61	0.0%	14.61	0.0%
Licenses and fees	8,144.95	5.2%	13,254.90	4.0%
Management fees	8,000.00	5.1%	24,000.00	7.3%
Manuals	0.00	0.0%	1,473.81	0.4%
Maintenance	154.35	0.1%	154.35	0.0%
Miscellaneous	20.64	0.0%	27.63	0.0%
MCSE expenses	165.71	0.1%	165.71	0.1%
Monthly retainer	1,000.00	0.6%	1,500.00	0.5%
NPC fee expense	35.25	0.0%	56.25	0.0%
Office supplies and expense	180.75	0.1%	839.61	0.3%
Payroll taxes	1,026.04	0.7%	2,065.16	0.6%
Penalties	637.00	0.4%	637.00	0.2%
Photography	30.00	0.0%	94.00	0.0%
Postage	728.41	0.5%	2,656.40	0.8%
Printing	23,392.32	14.9%	45,642.64	13.9%
Professional services rendered	6,000.00	3.8%	6,000.00	1.8%
Rent	20,433.44	13.0%	28,394.52	8.6%

FOR DISCUSSION PURPOSES ONLY

Apr 26, 2000
12:32 am

HAL-PC
STATEMENT OF REVENUES AND EXPENSES

Page 3

	1 Month Ended July 31, 1999		2 Months Ended July 31, 1999	
	=====	=====	=====	=====
Repairs	944.68	0.6%	1,115.46	0.3%
Security and patrol	325.00	0.2%	558.15	0.2%
Small tools and equipment	411.55	0.3%	565.25	0.2%
Software purchases	70.18	0.0%	386.62	0.1%
Spares	0.00	0.0%	270.00	0.1%
Supplies	202.98	0.1%	930.72	0.3%
Telephone	29,657.25	18.9%	58,353.14	17.7%
Travel	9.50	0.0%	9,402.02	2.9%
Vehicle allowance	250.00	0.2%	500.00	0.2%
	-----		-----	
TOTAL EXPENSES	153,204.85	97.4%	306,687.72	93.2%
	-----		-----	
***** OPERATING REVENUES	2,901.41	1.8%	17,556.00	5.3%
	-----		-----	
Other Income & Expenses				
A/P discounts	31.92	0.0%	73.68	0.0%
Finance charges	412.31	0.3%	412.31	0.1%
Budgeted equipment purchases	(39.95)	-0.0%	(39.95)	-0.0%
	-----		-----	
TOTAL Other Income & Expenses	404.28	0.3%	446.04	0.1%
	-----		-----	
***** REVENUES OVER (UNDER) EXPENSES	3,305.69	2.1%	18,002.04	5.5%
	-----		-----	
***** NET REVENUES OVER (UNDER) EXPENSES	\$3,305.69	2.1%	\$18,002.04	5.5%
	=====		=====	

FOR DISCUSSION PURPOSES ONLY