

Aug 30, 2001  
12:01 pm

# HAL-PC

## STATEMENT OF REVENUES AND EXPENSES

	3 Months Ended Aug/00	Annual Budget	Unused	% Used
	=====	====	=====	=====
<b>REVENUES</b>				
Interest income	\$668.81	\$50,000.00	\$49,331.19	
Internet Expo income	(250.00)	0.00	250.00	
Presentation fees	9,500.00	0.00	(9,500.00)	
Vendor fees	750.00	31,200.00	30,450.00	
Internet services - Exempt	3,442.04	0.00	(3,442.04)	
Revenue - Other	102.50	0.00	(102.50)	
Donations to HAL-PC	256.03	0.00	(256.03)	
Donations to MCSE SIG	425.00	0.00	(425.00)	
Donations to HAL-PC	50.00	0.00	(50.00)	
Rental income	2,400.00	14,400.00	12,000.00	
Ad Sales--National Ad Program	35,717.00	31,500.00	(4,217.00)	
Advertising - Magazine	22,130.44	71,450.00	49,319.56	
Annual dues	113,307.51	420,000.00	306,692.49	
HALNet ADSL fees	1,390.84	0.00	(1,390.84)	
HALNet extend fees - Exempt	1,100.00	0.00	(1,100.00)	
HALNet monthly fees - Exempt	213,330.64	1,120,358.00	907,027.36	
HTML class fees	650.00	0.00	(650.00)	
Learning Center class fees	4,280.00	28,000.00	23,720.00	
HAL-PC Clear Lake class fees	1,540.00	8,000.00	6,460.00	
<b>Taxable revenues</b>				
Electronic parts sales	149.00	0.00	(149.00)	
HALNet monthly fees	(93.46)	0.00	93.46	
Software sales	799.08	0.00	(799.08)	
Monitor sales	877.60	0.00	(877.60)	
Phone line sales	55.00	0.00	(55.00)	
Refreshment sales	2,071.24	0.00	(2,071.24)	
E-mail account fees	106.64	0.00	(106.64)	
Group purchase revenue	231.87	0.00	(231.87)	
<b>TOTAL Sales Taxable for Sales Tax</b>				
	4,196.97	0.00	(4,196.97)	
<b>TOTAL REVENUES</b>	414,987.78	1,774,908.00	1,359,920.22	
<b>Adjustments</b>				
Discounts	(150.00)	0.00	150.00	
<b>TOTAL Adjustments</b>	(150.00)	0.00	150.00	
<b>***** NET REVENUES</b>	414,837.78	1,774,908.00	1,360,070.22	
<b>Cost of Goods Sold</b>				
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	831.66	0.00	(831.66)	

Refreshment supplies cost	86.82	0.00	(86.82)	
TOTAL Cost of Goods Sold	1,067.48	5,000.00	3,932.52	21.3%
***** ADJUSTED NET REVENUES	413,770.30	1,769,908.00	1,356,137.70	
<b>EXPENSES</b>				
Accounting	10,978.24	28,175.00	17,196.76	39.0%
Ad Sales--Other UserGrps Share	15,429.00	0.00	(15,429.00)	
Advertising	18,544.77	58,710.00	40,165.23	31.6%
Audio visual	7,703.12	16,300.00	8,596.88	47.3%
Bad debts	600.00	0.00	(600.00)	
Bank charges	283.89	3,900.00	3,616.11	7.3%
Credit card expense	4,956.74	34,240.00	29,283.26	14.5%
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	408.75	1,686.00	1,277.25	24.2%
Amortization expense leasehold	5,502.57	0.00	(5,502.57)	
Dues & subscriptions	0.00	250.00	250.00	0.0%
Electrical	2,214.82	12,500.00	10,285.18	17.7%
Electronic parts	2,918.13	9,500.00	6,581.87	30.7%
Employee payroll	42,823.35	215,000.00	172,176.65	19.9%
Entertainment and meals	0.00	200.00	200.00	0.0%
Equipment rental	97.50	4,965.00	4,867.50	2.0%
First aid services	120.00	0.00	(120.00)	
Food - Volunteer Development	1,664.95	15,200.00	13,535.05	11.0%
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	266.57	400.00	133.43	66.6%
Information services	0.00	1,800.00	1,800.00	0.0%
Insurance - Other	2,358.00	16,000.00	13,642.00	14.7%
Internet Connectivity	1,626.29	216,300.00	214,673.71	0.8%
Internet Connectivity	324.46	0.00	(324.46)	
Interest expense	4.32	0.00	(4.32)	
Internet - Backbone	9,723.23	0.00	(9,723.23)	
Licenses and fees	48,058.85	7,200.00	(40,858.85)	667.5%
Mailing Labels	1,013.04	6,000.00	4,986.96	16.9%
Management fees	32,000.00	96,000.00	64,000.00	33.3%
Manuals	53.58	9,040.00	8,986.42	0.6%
Maintenance	960.64	9,520.00	8,559.36	10.1%
Miscellaneous	107.50	6,700.00	6,592.50	1.6%
Mileage	6.40	0.00	(6.40)	
MCSE expenses	180.23	0.00	(180.23)	
Monthly retainer	1,100.00	6,000.00	4,900.00	18.3%
NPC fee expense	77.00	0.00	(77.00)	
Office supplies and expense	906.62	9,410.00	8,503.38	9.6%
Parking	0.00	300.00	300.00	0.0%
Payroll taxes	3,296.67	37,981.00	34,684.33	8.7%
Penalties	93.68	0.00	(93.68)	
Photography	0.00	100.00	100.00	0.0%
Plaques, trophies & awards	0.00	200.00	200.00	0.0%
Postage	10,350.62	41,203.00	30,852.38	25.1%
Printing	69,474.27	219,145.00	149,670.73	31.7%
Professional services rendered	100.00	0.00	(100.00)	

Promotions	0.00	164.00	164.00	0.0%
Rent	31,311.72	146,347.68	115,035.96	21.4%
Repairs	(1,162.15)	7,000.00	8,162.15	-16.6%
Retrured Checks/Charge Backs	64.94	0.00	(64.94)	
Security and patrol	400.00	400.00	0.00	100.0%
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	5,365.42	16,100.00	10,734.58	33.3%
Spares	0.00	3,000.00	3,000.00	0.0%
Supplies	524.92	8,857.00	8,332.08	5.9%
Teaching	289.17	0.00	(289.17)	
Telephone	82,754.26	301,068.00	218,313.74	27.5%
Telephone-Cell	0.00	6,000.00	6,000.00	0.0%
Telephone - Cell	0.00	2,803.56	2,803.56	0.0%
Telephone - PRI	0.00	43,320.00	43,320.00	0.0%
Travel	0.00	8,800.00	8,800.00	0.0%
Vehicle allowance	750.00	0.00	(750.00)	
	-----	-----	-----	
TOTAL EXPENSES	417,063.93	1,648,110.24	1,231,046.31	25.3%
	-----	-----	-----	
***** OPERATING REVENUES	(3,293.63)	121,797.76	125,091.39	
	-----	-----	-----	
Other Income & Expenses				
A/P discounts	1.06	0.00	(1.06)	
Late Fee	(20.00)	0.00	20.00	
Finance charges income (exp.)	1,889.43	0.00	(1,889.43)	
Budgeted equipment purchases	(219.01)	(81,500.00)	(81,280.99)	0.3%
	-----	-----	-----	
TOTAL Other Income & Expenses	1,651.48	(81,500.00)	(83,151.48)	-2.0%
	-----	-----	-----	
***** REVENUES OVER (UNDER) EXPENSES	(1,642.15)	40,297.76	41,939.91	
	-----	-----	-----	
***** NET REVENUES OVER (UNDER) EXPENSES	(\$1,642.15)	\$40,297.76	\$41,939.91	
	=====	=====	=====	