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HAL-PC  
STATEMENT OF REVENUES AND EXPENSES

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	1 Month Ended October 31, 1999		5 Months Ended October 31, 1999	
	=====	=====	=====	=====
<b>REVENUES</b>				
Interest income	\$220.15	0.1%	\$18,375.36	2.4%
Internet Expo income	14,200.00	8.8%	14,200.00	1.8%
Presentation fees	6,475.00	4.0%	30,582.88	3.9%
Vendor fees	250.00	0.2%	1,932.50	0.2%
Internet services	962.00	0.6%	4,874.00	0.6%
Donations to HAL-PC	287.14	0.2%	873.16	0.1%
Donations to MCSE SIG	245.00	0.2%	2,160.71	0.3%
Donations to HAL - Events	0.00	0.0%	537.00	0.1%
Rental income	300.00	0.2%	1,500.00	0.2%
Ad Sales--National Ad Program	11,673.00	7.2%	46,585.00	6.0%
Advertising - Magazine	8,790.00	5.5%	52,951.00	6.8%
Annual dues	39,368.42	24.4%	184,546.73	23.7%
HALNet extend fees - Exempt	305.41	0.2%	310.41	0.0%
Internet setup fees - Exempt	0.00	0.0%	45.00	0.0%
HALNet monthly fees - Exempt	179.90	0.1%	439.70	0.1%
HTML class fees	20.00	0.0%	380.00	0.0%
Learning Center class fees	170.00	0.1%	9,000.00	1.2%
Self-Study class fees	0.00	0.0%	120.00	0.0%
HAL-PC Clear Lake class fees	460.00	0.3%	3,435.00	0.4%
Exempt pipeline sales	0.00	0.0%	550.00	0.1%
<b>Taxable revenues</b>				
Cap sales	0.00	0.0%	392.14	0.1%
CD-ROM sales	71.18	0.0%	532.73	0.1%
Computer sales	32.34	0.0%	623.57	0.1%
Electronic parts sales	927.00	0.6%	4,701.63	0.6%
HALNet extend fees	0.00	0.0%	1,551.01	0.2%
HALNet setup fees	(45.00)	-0.0%	19,198.73	2.5%
HALNet monthly fees	73,488.29	45.6%	369,229.41	47.5%
Pipeline sales	525.00	0.3%	1,523.63	0.2%
Software sales	406.46	0.3%	406.46	0.1%
Learning Center manual sales	0.00	0.0%	91.60	0.0%
Phone line sales	111.68	0.1%	558.40	0.1%
Refreshment sales	141.49	0.1%	1,389.98	0.2%
Second E-mail account fees	0.00	0.0%	152.87	0.0%
Group purchase revenue	1,625.87	1.0%	3,148.27	0.4%
Study guide sales	0.00	0.0%	415.70	0.1%
<b>TOTAL Sales Taxable For Sales Tax</b>				
	77,284.31	47.9%	403,916.13	52.0%
<b>TOTAL REVENUES</b>				
	161,190.33	100.0%	777,314.58	100.0%

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	1 Month Ended October 31, 1999		5 Months Ended October 31, 1999	
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***** NET REVENUES	161,190.33	100.0%	777,314.58	100.0%
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Cost of Goods Sold				
Cap sales cost	0.00	0.0%	385.00	0.0%
CD-ROM sales cost	0.00	0.0%	1,713.00	0.2%
Learning Center manuals cost	0.00	0.0%	310.00	0.0%
Group purchase sales cost	0.00	0.0%	4,268.00	0.5%
Electronic parts sales cost	927.00	0.6%	7,152.00	0.9%
Study guide sales cost	0.00	0.0%	(279.64)	-0.0%
Pipeline sales cost	0.00	0.0%	2,055.18	0.3%
Refreshment sales cost	605.60	0.4%	1,096.97	0.1%
Software sales cost	4,992.00	3.1%	4,992.00	0.6%
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TOTAL Cost of Goods Sold	6,524.60	4.0%	21,692.51	2.8%
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***** ADJUSTED NET REVENUES	154,665.73	96.0%	755,622.07	97.2%
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EXPENSES				
Accounting	3,950.50	2.5%	16,642.00	2.1%
Ad Sales--Other UserGrps Share	5,931.00	3.7%	29,916.00	3.8%
Advertising	2,479.91	1.5%	30,627.41	3.9%
Audio visual	9,220.40	5.7%	42,292.06	5.4%
Bad debts	0.00	0.0%	(6,341.55)	-0.8%
Bank charges	82.97	0.1%	2,043.68	0.3%
Credit card expense	2,335.03	1.4%	12,820.28	1.6%
Decorations, chairs & tables	3,652.56	2.3%	5,866.64	0.8%
Delivery service	74.00	0.0%	843.84	0.1%
Amortization expense leasehold	1,834.19	1.1%	9,170.95	1.2%
Dues & subscriptions	50.00	0.0%	50.00	0.0%
Electrical	(465.78)	-0.3%	9,497.64	1.2%
Electronic parts	839.16	0.5%	9,103.58	1.2%
Employee payroll	13,981.40	8.7%	68,781.98	8.8%
Entertainment and meals	362.78	0.2%	1,301.73	0.2%
Equipment rental	124.50	0.1%	516.00	0.1%
First aid services	120.00	0.1%	580.00	0.1%
Food - Volunteer Development	395.06	0.2%	4,024.55	0.5%
Freight	134.70	0.1%	910.34	0.1%
Information services	257.40	0.2%	257.40	0.0%
Insurance - Other	0.00	0.0%	2,739.00	0.4%
Interest expense	0.00	0.0%	14.61	0.0%
Licenses and fees	14,414.95	8.9%	40,483.80	5.2%
Management fees	16,000.00	9.9%	56,000.00	7.2%
Manuals	153.14	0.1%	1,996.96	0.3%

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Maintenance	575.00	0.4%	1,093.15	0.1%
Miscellaneous	179.00	0.1%	222.60	0.0%
Mileage	8.64	0.0%	12.48	0.0%
MCSE expenses	0.00	0.0%	1,066.71	0.1%
Monthly retainer	1,000.00	0.6%	3,000.00	0.4%
NPC fee expense	27.00	0.0%	131.25	0.0%
Office supplies and expense	682.19	0.4%	2,963.03	0.4%
Parking	609.00	0.4%	635.00	0.1%
Payroll taxes	1,072.07	0.7%	5,307.83	0.7%
Penalties	0.00	0.0%	652.75	0.1%
Photography	0.00	0.0%	94.00	0.0%
Postage	7,509.58	4.7%	15,315.57	2.0%
Printing	39,282.65	24.4%	123,812.65	15.9%
Professional services rendered	4,500.00	2.8%	19,500.00	2.5%
Promotions	95.48	0.1%	145.48	0.0%
Rent	11,897.56	7.4%	65,957.20	8.5%
Repairs	0.00	0.0%	312.66	0.0%
Security and patrol	400.00	0.2%	1,498.15	0.2%
Small tools and equipment	0.00	0.0%	1,330.44	0.2%
Software purchases	121.61	0.1%	607.01	0.1%
Spares	32.00	0.0%	2,042.00	0.3%
Supplies	533.75	0.3%	2,111.59	0.3%
Teaching	0.00	0.0%	255.00	0.0%
Telephone	33,143.77	20.6%	156,948.73	20.2%
Travel	1,747.50	1.1%	11,149.52	1.4%
Vehicle allowance	250.00	0.2%	1,250.00	0.2%
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TOTAL EXPENSES	179,594.67	111.4%	757,553.70	97.5%
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***** OPERATING REVENUES	(24,928.94)	-15.5%	(1,931.63)	-0.2%
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Other Income & Expenses				
A/P discounts	32.68	0.0%	136.78	0.0%
Finance charges	392.94	0.2%	722.90	0.1%
Budgeted equipment purchases	(6,309.00)	-3.9%	(35,723.51)	-4.6%
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TOTAL Other Income & Expenses	(5,883.38)	-3.6%	(34,863.83)	-4.5%
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***** REVENUES OVER (UNDER) EXPENSES	(30,812.32)	-19.1%	(36,795.46)	-4.7%
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***** NET REVENUES OVER (UNDER) EXPENSES	(\$30,812.32)	-19.1%	(\$36,795.46)	-4.7%
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