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HAL-PC
STATEMENT OF REVENUES AND EXPENSES

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	1 Month Ended November 30, 1999		6 Months Ended November 30, 1999	
	=====	=====	=====	=====
REVENUES				
Interest income	\$954.76	0.7%	\$19,330.12	2.1%
Internet Expo income	250.00	0.2%	14,450.00	1.6%
Presentation fees	(1,500.00)	-1.1%	29,082.88	3.2%
Vendor fees	100.00	0.1%	2,032.50	0.2%
Internet services	970.00	0.7%	5,844.00	0.6%
Donations to HAL-PC	0.00	0.0%	873.16	0.1%
Donations to HAL-PC - Outreach	155.00	0.1%	155.00	0.0%
Donations to MCSE SIG	125.00	0.1%	2,285.71	0.3%
Donations to HAL - Events	0.00	0.0%	537.00	0.1%
Rental income	300.00	0.2%	1,800.00	0.2%
Ad Sales--National Ad Program	0.00	0.0%	46,585.00	5.1%
Advertising - Magazine	8,820.00	6.5%	61,771.00	6.8%
Annual dues	38,759.87	28.6%	223,306.60	24.5%
HALNet extend fees - Exempt	360.00	0.3%	670.41	0.1%
Internet setup fees - Exempt	0.00	0.0%	45.00	0.0%
HALNet monthly fees - Exempt	16,605.67	12.3%	17,045.37	1.9%
HTML class fees	780.00	0.6%	1,160.00	0.1%
Learning Center class fees	2,515.00	1.9%	11,515.00	1.3%
Self-Study class fees	0.00	0.0%	120.00	0.0%
HAL-PC Clear Lake class fees	650.00	0.5%	4,085.00	0.4%
Exempt pipeline sales	0.00	0.0%	550.00	0.1%
Taxable revenues				
Cap sales	36.95	0.0%	429.09	0.0%
CD-ROM sales	69.28	0.1%	602.01	0.1%
Computer sales	0.00	0.0%	623.57	0.1%
Electronic parts sales	23.09	0.0%	4,724.72	0.5%
HALNet extend fees	0.00	0.0%	1,551.01	0.2%
HALNet setup fees	(45.00)	-0.0%	19,153.73	2.1%
HALNet monthly fees	61,982.93	45.8%	431,212.34	47.2%
Pipeline sales	0.00	0.0%	1,523.63	0.2%
Software sales	2,276.20	1.7%	2,682.66	0.3%
Learning Center manual sales	72.06	0.1%	163.66	0.0%
Phone line sales	111.68	0.1%	670.08	0.1%
Refreshment sales	840.71	0.6%	2,230.69	0.2%
Second E-mail account fees	120.52	0.1%	273.39	0.0%
Group purchase revenue	0.00	0.0%	3,148.27	0.3%
Study guide sales	77.61	0.1%	493.31	0.1%
TOTAL Sales Taxable For Sales Tax				
	65,566.03	48.4%	469,482.16	51.4%
TOTAL REVENUES				
	135,411.33	100.0%	912,725.91	100.0%

FOR DISCUSSION PURPOSES ONLY

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	1 Month Ended November 30, 1999		6 Months Ended November 30, 1999	
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***** NET REVENUES	135,411.33	100.0%	912,725.91	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	0.00	0.0%	7,152.00	0.8%
Study guide sales cost	0.00	0.0%	(279.64)	-0.0%
Pipeline sales cost	2,419.42	1.8%	4,474.60	0.5%
Refreshment sales cost	129.28	0.1%	1,226.25	0.1%
Software sales cost	0.00	0.0%	4,992.00	0.5%
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TOTAL Cost of Goods Sold	2,548.70	1.9%	24,241.21	2.7%
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***** ADJUSTED NET REVENUES	132,862.63	98.1%	888,484.70	97.3%
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EXPENSES				
Accounting	3,461.04	2.6%	20,103.04	2.2%
Ad Sales--Other UserGrps Share	515.00	0.4%	30,431.00	3.3%
Advertising	5,012.12	3.7%	35,639.53	3.9%
Audio visual	120.00	0.1%	42,412.06	4.6%
Bad debts	0.00	0.0%	(6,341.55)	-0.7%
Bank charges	147.18	0.1%	2,190.86	0.2%
Credit card expense	2,333.85	1.7%	15,154.13	1.7%
Decorations, chairs & tables	0.00	0.0%	5,866.64	0.6%
Delivery service	205.25	0.2%	1,049.09	0.1%
Amortization expense leasehold	1,834.19	1.4%	11,005.14	1.2%
Dues & subscriptions	0.00	0.0%	50.00	0.0%
Electrical	0.00	0.0%	9,497.64	1.0%
Electronic parts	208.16	0.2%	9,311.74	1.0%
Employee payroll	13,107.06	9.7%	81,889.04	9.0%
Entertainment and meals	81.43	0.1%	1,383.16	0.2%
Equipment rental	15.00	0.0%	531.00	0.1%
First aid services	0.00	0.0%	580.00	0.1%
Food - Volunteer Development	364.87	0.3%	4,389.42	0.5%
Freight	81.09	0.1%	991.43	0.1%
Information services	0.00	0.0%	257.40	0.0%
Insurance - Other	360.00	0.3%	3,099.00	0.3%
Interest expense	0.00	0.0%	14.61	0.0%
Licenses and fees	17,834.77	13.2%	58,318.57	6.4%
Management fees	8,000.00	5.9%	64,000.00	7.0%
Manuals	0.00	0.0%	1,996.96	0.2%

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Maintenance	160.28	0.1%	1,253.43	0.1%
Miscellaneous	0.00	0.0%	222.60	0.0%
Mileage	0.00	0.0%	12.48	0.0%
MCSE expenses	159.00	0.1%	1,225.71	0.1%
Monthly retainer	0.00	0.0%	3,000.00	0.3%
NPC fee expense	21.00	0.0%	152.25	0.0%
Office supplies and expense	859.51	0.6%	3,822.54	0.4%
Parking	0.00	0.0%	635.00	0.1%
Payroll taxes	1,004.90	0.7%	6,312.73	0.7%
Penalties	0.00	0.0%	652.75	0.1%
Photography	0.00	0.0%	94.00	0.0%
Postage	1,542.00	1.1%	16,857.57	1.8%
Printing	18,461.07	13.6%	142,273.72	15.6%
Professional services rendered	4,500.00	3.3%	24,000.00	2.6%
Promotions	0.00	0.0%	145.48	0.0%
Rent	8,597.56	6.3%	74,554.76	8.2%
Repairs	0.00	0.0%	312.66	0.0%
Security and patrol	0.00	0.0%	1,498.15	0.2%
Small tools and equipment	77.28	0.1%	1,407.72	0.2%
Software purchases	396.93	0.3%	1,003.94	0.1%
Spares	0.00	0.0%	2,042.00	0.2%
Supplies	64.14	0.0%	2,175.73	0.2%
Teaching	0.00	0.0%	255.00	0.0%
Telephone	32,065.68	23.7%	189,014.41	20.7%
Travel	4,967.50	3.7%	16,117.02	1.8%
Vehicle allowance	250.00	0.2%	1,500.00	0.2%
Video production	3,000.00	2.2%	3,000.00	0.3%
TOTAL EXPENSES	-----	-----	-----	-----
	129,807.86	95.9%	887,361.56	97.2%
***** OPERATING REVENUES	-----	-----	-----	-----
	3,054.77	2.3%	1,123.14	0.1%
Other Income & Expenses				
A/P discounts	9.44	0.0%	146.22	0.0%
Finance charges	(124.25)	-0.1%	598.65	0.1%
Budgeted equipment purchases	(1,643.00)	-1.2%	(37,366.51)	-4.1%
TOTAL Other Income & Expenses	-----	-----	-----	-----
	(1,757.81)	-1.3%	(36,621.64)	-4.0%
***** REVENUES OVER (UNDER) EXPENSES	-----	-----	-----	-----
	1,296.96	1.0%	(35,498.50)	-3.9%
***** NET REVENUES OVER (UNDER) EXPENSES	=====	=====	=====	=====
	\$1,296.96	1.0%	(\$35,498.50)	-3.9%
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