

Aug 30, 2001

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# HAL-PC

## STATEMENT OF REVENUES AND EXPENSES

	2 Months Ended Jul/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	575.00	31,200.00	30,625.00	
Internet services - Exempt	1,948.36	0.00	(1,948.36)	
Revenue - Other	102.50	0.00	(102.50)	
Donations to HAL-PC	256.03	0.00	(256.03)	
Donations to MCSE SIG	15.00	0.00	(15.00)	
Rental income	2,400.00	14,400.00	12,000.00	
Ad Sales--National Ad Program	23,644.00	31,500.00	7,856.00	
Advertising - Magazine	15,793.44	71,450.00	55,656.56	
Annual dues	75,428.30	420,000.00	344,571.70	
HALNet ADSL fees	1,154.23	0.00	(1,154.23)	
HALNet extend fees - Exempt	720.00	0.00	(720.00)	
HALNet monthly fees - Exempt	144,151.22	1,120,358.00	976,206.78	
HTML class fees	370.00	0.00	(370.00)	
Learning Center class fees	1,900.00	28,000.00	26,100.00	
HAL-PC Clear Lake class fees	990.00	8,000.00	7,010.00	
<b>Taxable revenues</b>				
HALNet monthly fees	(127.20)	0.00	127.20	
Software sales	799.08	0.00	(799.08)	
Monitor sales	600.46	0.00	(600.46)	
Phone line sales	55.00	0.00	(55.00)	
Refreshment sales	1,042.26	0.00	(1,042.26)	
E-mail account fees	70.64	0.00	(70.64)	
Group purchase revenue	231.87	0.00	(231.87)	
<b>TOTAL Sales Taxable for Sales Tax</b>				
	2,672.11	0.00	(2,672.11)	
<b>TOTAL REVENUES</b>	282,039.00	1,774,908.00	1,492,869.00	
<b>Adjustments</b>				
Discounts	(150.00)	0.00	150.00	
<b>TOTAL Adjustments</b>	(150.00)	0.00	150.00	
<b>***** NET REVENUES</b>	281,889.00	1,774,908.00	1,493,019.00	
<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	556.45	0.00	(556.45)	
Refreshment supplies cost	20.53	0.00	(20.53)	

TOTAL Cost of Goods Sold	725.98	5,000.00	4,274.02	14.5%
***** ADJUSTED NET REVENUES	281,163.02	1,769,908.00	1,488,744.98	
<b>EXPENSES</b>				
Accounting	6,597.40	28,175.00	21,577.60	23.4%
Ad Sales--Other UserGrps Share	9,993.00	0.00	(9,993.00)	
Advertising	11,452.77	58,710.00	47,257.23	19.5%
Audio visual	7,703.12	16,300.00	8,596.88	47.3%
Bad debts	600.00	0.00	(600.00)	
Bank charges	31.00	3,900.00	3,869.00	0.8%
Credit card expense	2,680.80	34,240.00	31,559.20	7.8%
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	280.00	1,686.00	1,406.00	16.6%
Amortization expense leasehold	3,668.38	0.00	(3,668.38)	
Dues & subscriptions	0.00	250.00	250.00	0.0%
Electrical	2,214.82	12,500.00	10,285.18	17.7%
Electronic parts	2,663.56	9,500.00	6,836.44	28.0%
Employee payroll	28,094.80	215,000.00	186,905.20	13.1%
Entertainment and meals	0.00	200.00	200.00	0.0%
Equipment rental	56.25	4,965.00	4,908.75	1.1%
First aid services	120.00	0.00	(120.00)	
Food - Volunteer Development	1,230.87	15,200.00	13,969.13	8.1%
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	140.30	400.00	259.70	35.1%
Information services	0.00	1,800.00	1,800.00	0.0%
Insurance - Other	330.00	16,000.00	15,670.00	2.1%
Internet Connectivity	0.00	216,300.00	216,300.00	0.0%
Interest expense	0.44	0.00	(0.44)	
Licenses and fees	36,648.57	7,200.00	(29,448.57)	509.0%
Mailing Labels	0.00	6,000.00	6,000.00	0.0%
Management fees	16,000.00	96,000.00	80,000.00	16.7%
Manuals	0.00	9,040.00	9,040.00	0.0%
Maintenance	232.44	9,520.00	9,287.56	2.4%
Miscellaneous	92.51	6,700.00	6,607.49	1.4%
MCSE expenses	180.23	0.00	(180.23)	
Monthly retainer	500.00	6,000.00	5,500.00	8.3%
NPC fee expense	55.00	0.00	(55.00)	
Office supplies and expense	429.40	9,410.00	8,980.60	4.6%
Parking	0.00	300.00	300.00	0.0%
Payroll taxes	2,163.21	37,981.00	35,817.79	5.7%
Penalties	64.68	0.00	(64.68)	
Photography	0.00	100.00	100.00	0.0%
Plaques, trophies & awards	0.00	200.00	200.00	0.0%
Postage	6,196.23	41,203.00	35,006.77	15.0%
Printing	17,607.02	219,145.00	201,537.98	8.0%
Professional services rendered	100.00	0.00	(100.00)	
Promotions	0.00	164.00	164.00	0.0%
Rent	22,366.08	146,347.68	123,981.60	15.3%
Repairs	7.85	7,000.00	6,992.15	0.1%
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	159.99	16,100.00	15,940.01	1.0%
Spares	0.00	3,000.00	3,000.00	0.0%
Supplies	192.52	8,857.00	8,664.48	2.2%
Teaching	289.17	0.00	(289.17)	
Telephone	57,345.21	301,068.00	243,722.79	19.0%
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	500.00	0.00	(500.00)	
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TOTAL EXPENSES	239,890.41	1,648,110.24	1,408,219.83	14.6%
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***** OPERATING REVENUES	41,272.61	121,797.76	80,525.15	
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Other Income & Expenses				
A/P discounts	0.94	0.00	(0.94)	
Finance charges income (exp.)	1,366.91	0.00	(1,366.91)	
Budgeted equipment purchases	(219.01)	(81,500.00)	(81,280.99)	0.3%
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TOTAL Other Income & Expenses	1,148.84	(81,500.00)	(82,648.84)	-1.4%
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***** REVENUES OVER (UNDER) EXPENSES	42,421.45	40,297.76	(2,123.69)	
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***** NET REVENUES OVER (UNDER) EXPENSES				
	\$42,421.45	\$40,297.76	(\$2,123.69)	
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