

Aug 30, 2001
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HAL-PC

STATEMENT OF REVENUES AND EXPENSES

	5 Months Ended Oct/00	Annual Budget	Unused	% Used
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REVENUES				
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	825.00	31,200.00	30,375.00	
Internet services - Exempt	5,649.94	0.00	(5,649.94)	
Revenue - Other	102.50	0.00	(102.50)	
Donations to HAL-PC	480.19	0.00	(480.19)	
Donations to MCSE SIG	825.00	0.00	(825.00)	
Donations to HAL-PC	50.00	0.00	(50.00)	
Donations to PC Upgrade SIG	260.00	0.00	(260.00)	
Rental income	4,800.00	14,400.00	9,600.00	
Ad Sales--National Ad Program	47,790.00	31,500.00	(16,290.00)	
Advertising - Magazine	33,040.44	71,450.00	38,409.56	
Annual dues	185,900.13	420,000.00	234,099.87	
HALNet ADSL fees	3,052.49	0.00	(3,052.49)	
HALNet extend fees - Exempt	1,750.00	0.00	(1,750.00)	
HALNet monthly fees - Exempt	235,717.28	1,120,358.00	884,640.72	
HTML class fees	1,090.00	0.00	(1,090.00)	
Learning Center class fees	7,265.00	28,000.00	20,735.00	
HAL-PC Clear Lake class fees	2,230.00	8,000.00	5,770.00	
Taxable revenues				
Electronic parts sales	149.00	0.00	(149.00)	
HALNet monthly fees	(173.50)	0.00	173.50	
Pipeline sales	1,500.00	0.00	(1,500.00)	
Software sales	1,904.85	0.00	(1,904.85)	
Monitor sales	877.60	0.00	(877.60)	
Phone line sales	999.00	0.00	(999.00)	
Refreshment sales	2,677.27	0.00	(2,677.27)	
E-mail account fees	306.55	0.00	(306.55)	
Group purchase revenue	231.87	0.00	(231.87)	
TOTAL Sales Taxable for Sales Tax				
	8,472.64	0.00	(8,472.64)	
TOTAL REVENUES	549,219.42	1,774,908.00	1,225,688.58	
Adjustments				
Discounts	(150.00)	0.00	150.00	
TOTAL Adjustments	(150.00)	0.00	150.00	
***** NET REVENUES	549,069.42	1,774,908.00	1,225,838.58	
Cost of Goods Sold				
Learning Center manuals cost	168.40	0.00	(168.40)	

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	1,729.70	0.00	(1,729.70)	
Refreshment supplies cost	248.44	0.00	(248.44)	
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TOTAL Cost of Goods Sold	2,295.54	5,000.00	2,704.46	45.9%
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***** ADJUSTED NET REVENUES	546,773.88	1,769,908.00	1,223,134.12	
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EXPENSES

Accounting	10,978.24	28,175.00	17,196.76	39.0%
Ad Sales--Other UserGrps Share	19,568.00	0.00	(19,568.00)	
Advertising	20,548.77	58,710.00	38,161.23	35.0%
Audio visual	17,178.82	16,300.00	(878.82)	105.4%
Bad debts	600.00	0.00	(600.00)	
Bank charges	610.83	3,900.00	3,289.17	15.7%
Credit card expense	9,636.20	34,240.00	24,603.80	28.1%
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	707.50	1,686.00	978.50	42.0%
Amortization expense leasehold	7,336.76	0.00	(7,336.76)	
Dues & subscriptions	0.00	250.00	250.00	0.0%
Electrical	2,792.02	12,500.00	9,707.98	22.3%
Electronic parts	2,918.13	9,500.00	6,581.87	30.7%
Employee payroll	70,975.94	215,000.00	144,024.06	33.0%
Entertainment and meals	307.50	200.00	(107.50)	153.8%
Equipment rental	431.50	4,965.00	4,533.50	8.7%
First aid services	240.00	0.00	(240.00)	
Food - Volunteer Development	1,946.71	15,200.00	13,253.29	12.8%
Food Special Events	0.00	125.00	125.00	0.0%
Food Special Events	156.50	2,400.00	2,243.50	6.5%
Food Special Events	0.00	1,600.00	1,600.00	0.0%
Freight	289.37	400.00	110.63	72.3%
Information services	13.57	1,800.00	1,786.43	0.8%
Insurance - Other	2,358.00	16,000.00	13,642.00	14.7%
Internet Connectivity	29,292.24	216,300.00	187,007.76	13.5%
Internet Connectivity	1,059.06	0.00	(1,059.06)	
Interest expense	4.32	0.00	(4.32)	
Internet - Backbone	35,940.02	0.00	(35,940.02)	
Licenses and fees	43,606.35	7,200.00	(36,406.35)	605.6%
Mailing Labels	1,440.60	6,000.00	4,559.40	24.0%
Management fees	40,000.00	96,000.00	56,000.00	41.7%
Manuals	1,117.01	9,040.00	7,922.99	12.4%
Maintenance	2,753.64	9,520.00	6,766.36	28.9%
Miscellaneous	107.50	6,700.00	6,592.50	1.6%
Mileage	6.40	0.00	(6.40)	
MCSE expenses	1,775.35	0.00	(1,775.35)	
Monthly retainer	2,830.00	6,000.00	3,170.00	47.2%
NPC fee expense	152.22	0.00	(152.22)	
Office supplies and expense	1,065.07	9,410.00	8,344.93	11.3%
Parking	0.00	300.00	300.00	0.0%
Payroll taxes	5,474.37	37,981.00	32,506.63	14.4%
Penalties	109.59	0.00	(109.59)	
Photography	0.00	100.00	100.00	0.0%
Plaques, trophies & awards	0.00	200.00	200.00	0.0%

Postage	11,450.52	41,203.00	29,752.48	27.8%
Printing	87,672.38	219,145.00	131,472.62	40.0%
Professional services rendered	100.00	0.00	(100.00)	
Promotions	0.00	164.00	164.00	0.0%
Rent	64,573.64	146,347.68	81,774.04	44.1%
Repairs	(1,010.15)	7,000.00	8,010.15	-14.4%
Retrured Checks/Charge Backs	(40.24)	0.00	40.24	
Security and patrol	600.00	400.00	(200.00)	150.0%
Service Contract	0.00	300.00	300.00	0.0%
Small tools and equipment	221.31	12,000.00	11,778.69	1.8%
Software purchases	4,997.70	16,100.00	11,102.30	31.0%
Spares	0.00	3,000.00	3,000.00	0.0%
Supplies	2,108.38	8,857.00	6,748.62	23.8%
Teaching	289.17	0.00	(289.17)	
Telephone	124,015.79	301,068.00	177,052.21	41.2%
Telephone-Cell	1,453.47	6,000.00	4,546.53	24.2%
Telephone - Cell	135.71	0.00	(135.71)	
Telephone - Cell	183.50	0.00	(183.50)	
Telephone - Cell	110.72	2,803.56	2,692.84	3.9%
Telephone - PRI	5,598.80	43,320.00	37,721.20	12.9%
Travel	1,539.08	8,800.00	7,260.92	17.5%
Vehicle allowance	1,250.00	0.00	(1,250.00)	
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TOTAL EXPENSES	641,994.20	1,648,110.24	1,006,116.04	39.0%
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***** OPERATING REVENUES	(95,220.32)	121,797.76	217,018.08	
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Other Income & Expenses				
A/P discounts	2.69	0.00	(2.69)	
Late Fee	(10.00)	0.00	10.00	
Finance charges income (exp.)	3,119.87	0.00	(3,119.87)	
Budgeted equipment purchases	(219.01)	(81,500.00)	(81,280.99)	0.3%
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TOTAL Other Income & Expenses	2,893.55	(81,500.00)	(84,393.55)	-3.6%
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***** REVENUES OVER (UNDER) EXPENSES	(92,326.77)	40,297.76	132,624.53	
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***** NET REVENUES OVER (UNDER) EXPENSES				
	(\$92,326.77)	\$40,297.76	\$132,624.53	
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