

6400.51 · Licenses Postini	1,400.00	1,355.00	45.00	103.32%	10,669.53	11,307.24	-637.71	94.36%
6400.52 · Licenses Clarinet	0.00	975.00	-975.00	0.0%	2,925.00	2,925.00	0.00	100.0%
6400.53 · Licenses ARIN	0.00	0.00	0.00	0.0%	0.00	2,250.00	-2,250.00	0.0%
6400.54 · Licenses Verisign	0.00	68.33	-68.33	0.0%	249.00	570.21	-321.21	43.67%
6400.55 · Licenses RADB	250.00	0.00	250.00	100.0%	250.00	250.00	0.00	100.0%
6400.56 · Licenses TISPA					0.00	1,500.00	-1,500.00	0.0%
6400.58 · Licenses IKANO	858.85	694.68	164.17	123.63%	7,137.80	5,925.81	1,211.99	120.45%
6400.59 · Licenses Go Daddy					77.60	0.00	77.60	100.0%
Total 6400.5 · Licenses and Fees	2,508.85	3,093.01	-584.16	81.11%	21,308.93	24,728.26	-3,419.33	86.17%
6400.6 · CAP Commissions								
6400.61 · CM	2,000.00	0.00	2,000.00	100.0%	8,000.00	0.00	8,000.00	100.0%
Total 6400.6 · CAP Commissions	2,000.00	0.00	2,000.00	100.0%	8,000.00	0.00	8,000.00	100.0%
6400.7 · System Management fees	6,000.00	6,000.00	0.00	100.0%	58,000.00	60,068.97	-2,068.97	96.56%
Total 6400 · HALNet Costs	65,511.95	67,673.29	-2,161.34	96.81%	544,844.12	568,143.11	-23,298.99	95.9%
6500 · Education Expenses								
6100 · CompTIA Voucher costs	0.00	400.00	-400.00	0.0%	0.00	3,337.93	-3,337.93	0.0%
6550 · Instructor Fees	0.00	1,375.00	-1,375.00	0.0%				
6550.05 · MAT					150.00	0.00	150.00	100.0%
6550.4 · MG					400.00	0.00	400.00	100.0%
6550.5 · JB					985.52	0.00	985.52	100.0%
6550.7 · FB					4,050.00	0.00	4,050.00	100.0%
6550.8 · LFC					800.00	0.00	800.00	100.0%
6550.85 · JG					50.00	0.00	50.00	100.0%
6550.9 · MJ					100.00	0.00	100.00	100.0%
6550 · Instructor Fees - Other					0.00	11,474.14	-11,474.14	0.0%
Total 6550 · Instructor Fees					6,535.52	11,474.14	-4,938.62	56.96%
6599 · Books	159.59	345.00	-185.41	46.26%	2,394.15	2,878.97	-484.82	83.16%
Total 6500 · Education Expenses	159.59	2,120.00	-1,960.41	7.53%	8,929.67	17,691.04	-8,761.37	50.48%
6800.1 · Merchandise costs	0.00	56.00	-56.00	0.0%	150.00	467.31	-317.31	32.1%
6800.2 · Refreshment costs	107.51	408.00	-300.49	26.35%	2,200.55	3,404.69	-1,204.14	64.63%
Total COGS	65,779.05	70,257.29	-4,478.24	93.63%	556,124.34	589,706.15	-33,581.81	94.31%
Gross Profit	64,526.71	67,445.29	-2,918.58	95.67%	430,803.29	407,817.13	22,986.16	105.64%
Expense								
7005 · Ad Sales--Other UserGrps Share					0.00	0.00	0.00	0.0%
7010 · Advertising					0.00	0.00	0.00	0.0%
7020 · Bank Service Charges	93.66	195.00	-101.34	48.03%	1,024.47	1,627.24	-602.77	62.96%
7025 · Contract Labor	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
7035 · Credit Card Fee Expense	3,496.09	3,180.00	316.09	109.94%	26,515.06	26,536.55	-21.49	99.92%
7040 · Delivery service	0.00	0.00	0.00	0.0%	725.26	574.50	150.76	126.24%
7045 · Depreciation and amortization								
7045.1 · Depreciation Expense	3,451.37	0.00	3,451.37	100.0%	27,610.89	0.00	27,610.89	100.0%
7045.2 · Amortization Expense	1,768.16	0.00	1,768.16	100.0%	14,145.28	0.00	14,145.28	100.0%
Total 7045 · Depreciation and amortization	5,219.53	0.00	5,219.53	100.0%	41,756.17	0.00	41,756.17	100.0%
7050 · Dues and Subscriptions	0.00	22.92	-22.92	0.0%	180.00	191.26	-11.26	94.11%
7060 · Education Exp	0.00	10.00	-10.00	0.0%	0.00	83.45	-83.45	0.0%
7070 · Event cost								
7070.1 · Program Expense	50.76	0.00	50.76	100.0%	50.76	0.00	50.76	100.0%

Net Ordinary Income	21,229.42	22,755.86	-1,526.44	93.29%	-44,009.96	-89,084.42	45,074.46	49.4%
Other Income/Expense								
Other Income								
8000 · Other Revenues								
8200 · Donations Income								
8200.2 · Unrestricted Donations Received					759.72	0.00	759.72	100.0%
Total 8200 · Donations Income					759.72	0.00	759.72	100.0%
8300 · A/P discounts					50.52	0.00	50.52	100.0%
8500 · Interest Income								
8500.1 · Prudential Securities Income	-634.86	1,915.59	-2,550.45	-33.14%	4,459.59	15,985.27	-11,525.68	27.9%
Total 8500 · Interest Income	-634.86	1,915.59	-2,550.45	-33.14%	4,459.59	15,985.27	-11,525.68	27.9%
8600 · Returned Check Fees					125.00	0.00	125.00	100.0%
Total 8000 · Other Revenues	-634.86	1,915.59	-2,550.45	-33.14%	5,394.83	15,985.27	-10,590.44	33.75%
Total Other Income	-634.86	1,915.59	-2,550.45	-33.14%	5,394.83	15,985.27	-10,590.44	33.75%
Other Expense								
9000 · Budgeted Purchases								
9000.2 · Budgeted equipment - G & A	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
9000.5 · Budgeted equipment - HALNet	0.00	1,375.00	-1,375.00	0.0%	1,993.00	5,974.14	-3,981.14	33.36%
9000.6 · Budgeted equipment - SIGs					0.00	0.00	0.00	0.0%
9000.7 · Budgeted F & F SIGs					0.00	0.00	0.00	0.0%
Total 9000 · Budgeted Purchases	0.00	1,375.00	-1,375.00	0.0%	1,993.00	5,974.14	-3,981.14	33.36%
9100 · Capital Expenditures								
9100.1 · Education Investment Fund	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
Total 9100 · Capital Expenditures	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
Total Other Expense	0.00	1,375.00	-1,375.00	0.0%	1,993.00	5,974.14	-3,981.14	33.36%
Net Other Income	-634.86	540.59	-1,175.45	-117.44%	3,401.83	10,011.13	-6,609.30	33.98%
Net Income	20,594.56	23,296.45	-2,701.89	88.4%	-40,608.13	-79,073.29	38,465.16	51.36%