

Aug 30, 2001

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HAL-PC

STATEMENT OF REVENUES AND EXPENSES

	9 Months Ended Feb/01	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	9,750.00	0.00	(9,750.00)	
Vendor fees	1,450.00	31,200.00	29,750.00	
Internet services - Exempt	10,461.66	0.00	(10,461.66)	
Revenue - Other	102.50	0.00	(102.50)	
Donations to HAL-PC	680.19	0.00	(680.19)	
Donations to MCSE SIG	1,180.00	0.00	(1,180.00)	
Donations to HAL-PC	7,865.00	0.00	(7,865.00)	
Donations to PC Upgrade SIG	260.00	0.00	(260.00)	
Rental income	9,600.00	14,400.00	4,800.00	
Ad Sales--National Ad Program	47,790.00	31,500.00	(16,290.00)	
Advertising - Magazine	135,025.44	71,450.00	(63,575.44)	
Annual dues	284,300.06	420,000.00	135,699.94	
HALNet ADSL fees	4,499.11	0.00	(4,499.11)	
HALNet extend fees - Exempt	2,970.00	0.00	(2,970.00)	
INTERNET - STATIC IP	30.00	0.00	(30.00)	
HALNet monthly fees - Exempt	504,592.79	1,120,358.00	615,765.21	
HTML class fees	1,130.00	0.00	(1,130.00)	
Learning Center class fees	13,305.00	28,000.00	14,695.00	
HAL-PC Clear Lake class fees	3,370.00	8,000.00	4,630.00	
Taxable revenues				
Electronic parts sales	149.00	0.00	(149.00)	
HALNet monthly fees	(451.93)	0.00	451.93	
Pipeline sales	1,500.00	0.00	(1,500.00)	
Software sales	3,081.73	0.00	(3,081.73)	
Learning Center manual sales	25.87	0.00	(25.87)	
Monitor sales	877.60	0.00	(877.60)	
Phone line sales	895.00	0.00	(895.00)	
Refreshment sales	3,194.77	0.00	(3,194.77)	
E-mail account fees	616.30	0.00	(616.30)	
Group purchase revenue	231.87	0.00	(231.87)	
TOTAL Sales Taxable for Sales Tax	10,120.21	0.00	(10,120.21)	
TOTAL REVENUES	1,048,900.77	1,774,908.00	726,007.23	
Adjustments				
Discounts	(160.00)	0.00	160.00	
TOTAL Adjustments	(160.00)	0.00	160.00	
***** NET REVENUES	1,048,740.77	1,774,908.00	726,167.23	

Cost of Goods Sold				
Learning Center manuals cost	187.90	0.00	(187.90)	
Group purchase sales cost	150.49	5,000.00	4,849.51	3.0%
Electronic parts sales cost	149.00	0.00	(149.00)	
Refreshment sales cost	3,589.16	0.00	(3,589.16)	
Refreshment supplies cost	380.80	0.00	(380.80)	
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TOTAL Cost of Goods Sold	4,457.35	5,000.00	542.65	89.1%
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***** ADJUSTED NET REVENUES	1,044,283.42	1,769,908.00	725,624.58	
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EXPENSES

Accounting	10,978.24	28,175.00	17,196.76	39.0%
Ad Sales--Other UserGrps Share	46,473.50	0.00	(46,473.50)	
Advertising	28,333.77	58,710.00	30,376.23	48.3%
Audio visual	17,178.82	16,300.00	(878.82)	105.4%
Bank charges	908.33	3,900.00	2,991.67	23.3%
Credit card expense	19,325.82	34,240.00	14,914.18	56.4%
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	1,037.50	1,686.00	648.50	61.5%
Amortization expense leasehold	14,673.52	0.00	(14,673.52)	
Dues & subscriptions	80.00	250.00	170.00	32.0%
Electrical	2,506.39	12,500.00	9,993.61	20.1%
Electronic parts	2,918.13	9,500.00	6,581.87	30.7%
Employee payroll	130,336.44	215,000.00	84,663.56	60.6%
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)	
Incentives-Volunteer	66.30	0.00	(66.30)	
Food - Volunteer Development	2,700.96	15,200.00	12,499.04	17.8%
Food Special Events	0.00	125.00	125.00	0.0%
Food Special Events	269.41	2,400.00	2,130.59	11.2%
Food Special Events	718.10	1,600.00	881.90	44.9%
Special Events .30	27.90	0.00	(27.90)	
Freight	565.58	400.00	(165.58)	141.4%
Information services	13.57	1,800.00	1,786.43	0.8%
Insurance - Other	2,755.00	16,000.00	13,245.00	17.2%
Internet Connectivity	49,458.75	216,300.00	166,841.25	22.9%
Internet Connectivity	2,094.78	0.00	(2,094.78)	
Interest expense	4.32	0.00	(4.32)	
Internet - Backbone	76,819.94	0.00	(76,819.94)	
Licenses and fees	47,246.53	7,200.00	(40,046.53)	656.2%
Mailing Labels	3,403.32	6,000.00	2,596.68	56.7%
Mailing Labels Fundraiser	701.83	0.00	(701.83)	
Management fees	72,000.00	96,000.00	24,000.00	75.0%
Manuals	1,832.96	9,040.00	7,207.04	20.3%
Maintenance	4,948.56	9,520.00	4,571.44	52.0%
Miscellaneous	(168.03)	6,700.00	6,868.03	-2.5%
Mileage	6.40	0.00	(6.40)	
MCSE expenses	1,775.35	0.00	(1,775.35)	
Monthly retainer	5,833.50	6,000.00	166.50	97.2%
NPC fee expense	152.22	0.00	(152.22)	
Office supplies and expense	4,206.33	9,410.00	5,203.67	44.7%

Parking	15.00	300.00	285.00	5.0%
Payroll taxes	10,141.51	37,981.00	27,839.49	26.7%
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	17,795.18	41,203.00	23,407.82	43.2%
Printing	135,846.83	219,145.00	83,298.17	62.0%
Professional services rendered	100.00	0.00	(100.00)	
Promotions	0.00	164.00	164.00	0.0%
Rent	101,430.26	146,347.68	44,917.42	69.3%
Repairs	129.75	7,000.00	6,870.25	1.9%
Retrured Checks/Charge Backs	(80.12)	0.00	80.12	
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	276.31	12,000.00	11,723.69	2.3%
Software purchases	5,237.70	16,100.00	10,862.30	32.5%
Spares	0.00	3,000.00	3,000.00	0.0%
Supplies	2,700.13	8,857.00	6,156.87	30.5%
Teaching	289.17	0.00	(289.17)	
Telephone	209,842.88	301,068.00	91,225.12	69.7%
Telephone-Cell	2,065.18	6,000.00	3,934.82	34.4%
Telephone - Cell	419.08	0.00	(419.08)	
Telephone - Cell	696.56	0.00	(696.56)	
Telephone - Cell	348.37	2,803.56	2,455.19	12.4%
Telephone - PRI	15,417.16	43,320.00	27,902.84	35.6%
Travel	3,090.86	8,800.00	5,709.14	35.1%
Vehicle allowance	2,250.00	0.00	(2,250.00)	
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TOTAL EXPENSES	1,062,300.76	1,648,110.24	585,809.48	64.5%
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***** OPERATING REVENUES	(18,017.34)	121,797.76	139,815.10	
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Other Income & Expenses				
Returned Check Fees	45.24	0.00	(45.24)	
A/P discounts	3.90	0.00	(3.90)	
Late Fee	(10.00)	0.00	10.00	
Finance charges income (exp.)	466.56	0.00	(466.56)	
Ret Check Income (FEE)	10.00	0.00	(10.00)	
Budgeted equipment purchases	(7,339.31)	(81,500.00)	(74,160.69)	9.0%
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TOTAL Other Income & Expenses	(6,823.61)	(81,500.00)	(74,676.39)	8.4%
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***** REVENUES OVER (UNDER) EXPENSES	(24,840.95)	40,297.76	65,138.71	
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***** NET REVENUES OVER (UNDER) EXPENSES				
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	(\$24,840.95)	\$40,297.76	\$65,138.71	