

Aug 30, 2001

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HAL-PC

STATEMENT OF REVENUES AND EXPENSES

	8 Months Ended Jan/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	8,949.98	0.00	(8,949.98)	
Revenue - Other	102.50	0.00	(102.50)	
Donations to HAL-PC	680.19	0.00	(680.19)	
Donations to MCSE SIG	1,105.00	0.00	(1,105.00)	
Donations to HAL-PC	5,890.00	0.00	(5,890.00)	
Donations to PC Upgrade SIG	260.00	0.00	(260.00)	
Rental income	8,400.00	14,400.00	6,000.00	
Ad Sales--National Ad Program	47,790.00	31,500.00	(16,290.00)	
Advertising - Magazine	131,997.44	71,450.00	(60,547.44)	
Annual dues	254,892.16	420,000.00	165,107.84	
HALNet ADSL fees	4,140.80	0.00	(4,140.80)	
HALNet extend fees - Exempt	2,645.00	0.00	(2,645.00)	
INTERNET - STATIC IP	30.00	0.00	(30.00)	
HALNet monthly fees - Exempt	434,494.16	1,120,358.00	685,863.84	
HTML class fees	1,130.00	0.00	(1,130.00)	
Learning Center class fees	9,805.00	28,000.00	18,195.00	
HAL-PC Clear Lake class fees	3,010.00	8,000.00	4,990.00	
Taxable revenues				
Electronic parts sales	149.00	0.00	(149.00)	
HALNet monthly fees	(419.44)	0.00	419.44	
Pipeline sales	1,500.00	0.00	(1,500.00)	
Software sales	2,988.64	0.00	(2,988.64)	
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	507.83	0.00	(507.83)	
Group purchase revenue	231.87	0.00	(231.87)	
TOTAL Sales Taxable for Sales Tax				
	9,951.14	0.00	(9,951.14)	
TOTAL REVENUES	936,892.18	1,774,908.00	838,015.82	
Adjustments				
Discounts	(150.00)	0.00	150.00	
TOTAL Adjustments	(150.00)	0.00	150.00	
***** NET REVENUES	936,742.18	1,774,908.00	838,165.82	

Cost of Goods Sold				
Learning Center manuals cost	187.90	0.00	(187.90)	
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	3,589.16	0.00	(3,589.16)	
Refreshment supplies cost	372.01	0.00	(372.01)	
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TOTAL Cost of Goods Sold	4,298.07	5,000.00	701.93	86.0%
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***** ADJUSTED NET REVENUES	932,444.11	1,769,908.00	837,463.89	
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EXPENSES

Accounting	10,978.24	28,175.00	17,196.76	39.0%
Ad Sales--Other UserGrps Share	40,748.50	0.00	(40,748.50)	
Advertising	26,783.77	58,710.00	31,926.23	45.6%
Audio visual	17,178.82	16,300.00	(878.82)	105.4%
Bad debts	37,795.41	0.00	(37,795.41)	
Bank charges	907.93	3,900.00	2,992.07	23.3%
Credit card expense	16,520.23	34,240.00	17,719.77	48.2%
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	963.25	1,686.00	722.75	57.1%
Amortization expense leasehold	12,839.33	0.00	(12,839.33)	
Dues & subscriptions	30.00	250.00	220.00	12.0%
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	112,846.69	215,000.00	102,153.31	52.5%
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	2,336.33	15,200.00	12,863.67	15.4%
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%
Freight	523.21	400.00	(123.21)	130.8%
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	44,314.12	216,300.00	171,985.88	20.5%
Internet Connectivity	2,094.78	0.00	(2,094.78)	
Interest expense	4.32	0.00	(4.32)	
Internet - Backbone	65,849.48	0.00	(65,849.48)	
Licenses and fees	47,246.53	7,200.00	(40,046.53)	656.2%
Mailing Labels	3,270.27	6,000.00	2,729.73	54.5%
Mailing Labels Fundraiser	701.83	0.00	(701.83)	
Management fees	64,000.00	96,000.00	32,000.00	66.7%
Manuals	1,832.96	9,040.00	7,207.04	20.3%
Maintenance	4,779.06	9,520.00	4,740.94	50.2%
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	5,333.50	6,000.00	666.50	88.9%
NPC fee expense	152.22	0.00	(152.22)	
Office supplies and expense	2,848.94	9,410.00	6,561.06	30.3%

Parking	15.00	300.00	285.00	5.0%
Payroll taxes	8,751.07	37,981.00	29,229.93	23.0%
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	16,222.25	41,203.00	24,980.75	39.4%
Printing	119,118.98	219,145.00	100,026.02	54.4%
Professional services rendered	100.00	0.00	(100.00)	
Promotions	0.00	164.00	164.00	0.0%
Rent	92,126.60	146,347.68	54,221.08	63.0%
Repairs	(995.25)	7,000.00	7,995.25	-14.2%
Returned Checks/Charge Backs	274.70	0.00	(274.70)	
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	2,700.13	8,857.00	6,156.87	30.5%
Teaching	289.17	0.00	(289.17)	
Telephone	188,077.68	301,068.00	112,990.32	62.5%
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	12,617.76	43,320.00	30,702.24	29.1%
Travel	3,090.86	8,800.00	5,709.14	35.1%
Vehicle allowance	2,000.00	0.00	(2,000.00)	
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TOTAL EXPENSES	988,982.40	1,648,110.24	659,127.84	60.0%
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***** OPERATING REVENUES	(56,538.29)	121,797.76	178,336.05	
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Other Income & Expenses				
Returned Check Fees	25.12	0.00	(25.12)	
A/P discounts	3.27	0.00	(3.27)	
Late Fee	(10.00)	0.00	10.00	
Finance charges income (exp.)	467.76	0.00	(467.76)	
Ret Check Income (FEE)	10.00	0.00	(10.00)	
Budgeted equipment purchases	(3,539.12)	(81,500.00)	(77,960.88)	4.3%
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TOTAL Other Income & Expenses	(3,042.97)	(81,500.00)	(78,457.03)	3.7%
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***** REVENUES OVER (UNDER) EXPENSES	(59,581.26)	40,297.76	99,879.02	
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***** NET REVENUES OVER (UNDER) EXPENSES				
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	(\$59,581.26)	\$40,297.76	\$99,879.02	