

Beau

**Kenneth L. Lay**  
**Balance Sheet Comparison**  
**September 30, 1999**

	<u>8/31/99</u>	<u>9/30/99</u>	<u>Variance</u>	
<b>Current Assets</b>	3,608,565	3,395,902	(212,663)	Add'l monies invested
<b>Marketable Investments</b>				
<b>Common Stocks</b>	76,220,612	71,591,417	(4,629,196)	ENE dec \$.812/share from prior mo., (-) sh to Exchange Fund, (+) Manu. Var Annuity
<b>Executive Stock Options</b>	90,734,843	87,594,948	(3,139,895)	ENE dec \$.812/share from prior month
<b>Bonds</b>	134,541	134,541	-	
<b>Mutual Funds</b>	1,674,925	7,548,359	5,873,435	Add. of GS Exchange Fund
<b>Partnerships (Family)*</b>	22,971,350	22,221,743	(749,607)	ENE & Windmill Decrease
<b>Long Term Investments</b>	23,605,802	25,209,288	1,603,486	Jester Apts, Blenheim Apts, Carson & Cyber Dialogue
<b>Retirement Deferred Assets</b>	13,242,196	12,991,208	(250,988)	
<b>Personal Non Earning Assets</b>	1,637,264	1,657,073	19,808	
<b>Current Liabilities</b>	(44,622,418)	(50,070,841)	(5,448,423)	Borrowings for new invest. & net expenses
<b>Long Term Liabilities</b>	(54,801,750)	(53,219,042)	1,582,708	Dec. in Deferred Tax Liab. due to decrease stock opt.
<b>Business Liabilities</b>	<u>(227,438)</u>	<u>(109,947)</u>	<u>117,491</u>	Payment of taxes with 1998 Form 1040
<b>NET WORTH</b>	<u>\$ 134,178,493</u>	<u>\$ 128,944,649</u>	<u>(5,233,844)</u>	

**CONTINGENT LIABILITIES:**

Ken has guaranteed an unsecured note in the amount of \$350,000 maturing on December 7, 1999 with an interest rate of 6.5% at Bank of America for his sister, Sharon Lay.

Ken and Linda have guaranteed a mortgage in the amount of \$900,000 maturing on January 1, 2014 with an interest rate of 6.88% at Bank of America for their daughter, Robyn Vermeil. This loan is collateralized by property appraised at \$965,000 as of December 9, 1998.

Ken has also guaranteed two unsecured notes in the amounts of \$185,000.00 maturing on May 27, 2000 and \$1,200,000 maturing on June 25, 2000-both with an interest rate of 30-Day LIBOR (Daily floating rate) at Bank of America for his sister, Sharon Lay.

\* Value based on FMV of partnership assets. No discount for partnership interest is shown.

LAY-G39 0179

**GOVERNMENT  
EXHIBIT  
207**

Crim. No. H-04-25 (S-2)

October 18, 1999

**Kenneth L. & Linda P. Lay**  
**BALANCE SHEET ANALYSIS**  
**As of: September 30, 1999**

	<u>Balance</u>	<u>% of Total Assets</u>	<u>% of Working Assets</u>
<u>ASSETS</u>			
CURRENT ASSETS			
Cash on Hand:			
CASH ON HAND/SK	153.24	.0%	.0%
CASH ON HAND/PSTOKES	296.49	.0%	.0%
CASH ON HAND/MSTURGIS	186.82	.0%	.0%
Total Cash on Hand:	636.55	.0%	.0%
Checking Accounts:			
NATIONS BANK 0707	65,366.22	.0%	.0%
NATIONS BANK/CONTRIBUTIONS	211.39	.0%	.0%
NATIONS BANK/LPL PROPERTIES	-5,169.00	.0%	.0%
NATIONS BANK/STOKES	6,499.53	.0%	.0%
VECTRA BANK	13,729.34	.0%	.0%
UNITY 109-900	5,441.50	.0%	.0%
Total Checking Accounts:	86,078.98	.0%	.0%
Money Market Accounts:			
WASHINGTON DC ACCT	60,000.00	.0%	.0%
Total Money Market Accounts:	60,000.00	.0%	.0%
Brokerage Accounts:			
GOLDMAN SACHS/GS-61	272,618.15	.1%	.1%
GOLDMAN SACHS/GS-42	75,447.47	.0%	.0%
SANDERS MORRIS MMA/SMM-JT	91,780.49	.0%	.0%
SANDERS MORRIS MMA/SMM-KLL	21.77	.0%	.0%
PAINE WEBBER CYPRESS/PW-98	-2,961.51	.0%	.0%
CHARLES SCHWAB-CYPRESS/SCH	785.94	.0%	.0%
WATERHOUSE SEC-MMA/WSI	1,013.99	.0%	.0%
Total Brokerage Accounts:	438,706.30	.2%	.2%
Savings Accounts:			
ENRON CREDIT UNION/KLL	43.96	.0%	.0%
Total Savings Accounts:	43.96	.0%	.0%
Treasury Bills:			
SAVINGS BONDS	2,400.00	.0%	.0%
Total Treasury Bills:	2,400.00	.0%	.0%
Short-term Receivables:			
ACCT RECV-TDH	390,000.00	.2%	.2%
ACCT RECV-TDH (AVALON)	171,550.04	.1%	.1%
ACCT RECV-MKL	190,278.26	.1%	.1%
ACCT RECV-S. HOBBS	150,000.00	.1%	.1%
ACCT RECV-D. HOBBS	150,000.00	.1%	.1%

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BALANCE SHEET ANALYSIS  
As of: September 30, 1999

	<u>Balance</u>	<u>% of Total Assets</u>	<u>% of Working Assets</u>
ACCT RECV-RRH (DICKY)	135,000.00	.1%	.1%
ACCT RECV-BJONES	128,390.28	.1%	.1%
ACCT RECV-JWALLS	4,200.62	.0%	.0%
ACCT RECV-JAL	22,878.89	.0%	.0%
ACCT RECV-E MCELROY	6,950.00	.0%	.0%
Total Short-term Receivables:	<u>1,349,248.09</u>	.6%	.6%
Notes Receivable:			
FAM PTRNS ANNUITY-2/KLL	730,081.17	.3%	.3%
FAM PTRNS ANNUITY-2/LPL	728,707.10	.3%	.3%
Total Notes Receivable:	<u>1,458,788.27</u>	.6%	.6%
TOTAL CURRENT ASSETS	<u>3,395,902.15</u>	1.5%	1.5%

MARKETABLE INVESTMENTS

Enron Corp.	\$ 49,556,154.98		
Common Stock	9,113,856.06		
Fayez Sarofim Mgmt.-Com	2,932,324.45		
Sanders Morris Mundy-Com	1,793,885.79		
Cypress Asset Mgmt.-Com.	2,703,565.99		
Goldman Sachs-Com	1,747,451.96		
Goldman Sachs-Internet	1,072,302.30		
Paine Webber Managed	2,671,875.00		
Vested Exec Stock Options:			
CPQ ESO 4-97 25000SH (98)	34,225.00	.0%	.0%
CPQ ESO 4-97 25000SH (99)	171,125.00	.1%	.1%
CPQ ESO 4-97 4370SH	64,916.35	.0%	.0%
CPQ ESO 4-98 2,424 SHS	20,446.44	.0%	.0%
ENE ESO 2-93 100,000 SHS	2,747,250.00	1.2%	1.2%
ENE ESO 2-94 168,000 SHS	4,084,500.00	1.8%	1.8%
ENE ESO 2-94 2,000,000 SHS	48,125,000.00	20.7%	20.9%
ENE ESO 12-94 180,560 SHS	4,660,705.00	2.0%	2.0%
ENE ESO 12-94 84,670 SHS	2,185,544.38	.9%	.9%
ENE ESO 12-95 162,512 SHS	3,575,670.28	1.5%	1.6%
ENE ESO 1-96 147,700 SHS	3,350,205.25	1.4%	1.5%
ENE ESO 12-96 88,965 SHS	1,735,039.91	.7%	.8%
ENE ESO 1-97 113,090 SHS	2,127,505.63	.9%	.9%
ENE ESO 1-97 595,000 SHS	11,526,637.50	5.0%	5.0%
ENE ESO 1-98 63,592 SHS	1,335,590.98	.6%	.6%
ENE ESO 12-98 147,663 SHS	1,850,586.55	.8%	.8%
Total Vested Exec Stock Options:	<u>87,594,948.27</u>	37.7%	38.0%
Corporate Bond-Convertibl:			
LAKWOOD SPORT CONV/SMM-JT	52,250.00	.0%	.0%
LAKWOOD SPORT-1/SMM-JT	52,250.00	.0%	.0%
LAKWOOD SPRT CONV2/SMM-JT	30,041.00	.0%	.0%
Total Corporate Bond-Convertibl:	<u>134,541.00</u>	.1%	.1%

Mutual Funds:

LAY-G39 0181

