

CONSOLIDATED TELECOM, INC.
INCOME STATEMENT
January 1, 2017 thru December 31, 2017

	12/31/2017	Actual %
REVENUE		
10040 Pre-Paid Account Revenue	2,025,913.84	54.5%
10050 Pre-Paid Debit Revenue	1,163,212.27	31.3%
10050 Pre-Paid Phone Card Revenue	304,996.00	8.2%
10060 Video Visitation Revenue	132,240.00	3.6%
10090 Other Revenue (Dev Switch-Lincoln OR)	89,729.80	2.4%
TOTAL REVENUE	3,716,091.91	100.0%
COST OF REVENUE		
60006 Facility Commissions	956,119.32	25.7%
60007 Facility LEC Cost	163,893.04	4.4%
60008 Facility Long Distance Cost	196,645.67	5.3%
60009 Operator Service Cost	45,400.31	1.2%
60010 Facility Technical Service Cost	67,423.30	1.8%
60011 VisiTel Equipment & Installation Expense	42,521.36	1.1%
60004 Credit Card Processing and Billing Cost	74,388.36	2.0%
60005 Equipment & Phone Cost	180,501.11	4.9%
TOTAL OPERATING COST OF REVENUE	1,726,892.47	46.5%
GROSS PROFIT	1,989,199.44	53.5%
G & A EXPENSES		
7000 Charitable Contributions	9,112.50	0.2%
7100 Payroll	124,284.98	3.3%
7100 Payroll Taxes	28,446.66	0.8%
7100 Technology Consultants	108,265.00	2.9%
7020 Rent Corporate	51,633.10	1.4%
7700 Sales Commission	69,978.42	1.9%
7020 Office Utilities, Telephone, Internet	52,681.10	1.4%
7015 Liability & Casualty Insurance	5,151.25	0.1%
7016 Health Insurance	67,345.41	1.8%
7200 Bank Fees	3,793.94	0.1%
3100 Long Term Note & Bank Payments	68,620.77	1.8%
7800 Property & Franchise Taxes	28,309.07	0.8%
7800 Sales Taxes	59,347.97	1.6%
7021 Postage & Delivery	77,353.58	2.1%
7600 Legal & Professional	19,181.94	0.5%
7017 Certification Fees, Licenses & Permits	4,487.53	0.1%
7016 Web Development & Technology Expense	154,952.13	4.2%
7900 Travel & Entertainment Expense	289,422.03	7.8%
Total Operating Expense	1,222,367.38	32.9%
Cumulative Pre-Tax Net Income	766,832.06	20.6%