

Jan - Dec 14

Ordinary Income/Expense	
Income	
4000 · Income	
4000.1 · Voice Income	
4000.1a · Conferencing Rev	1,676.10
4000.1b · Hosted PBX Rev	160,521.60
4000.1c · Long Distance Rev	460,893.24
4000.1d · Phone Service TDM Rev	2,011,179.19
4000.1e · SIP Trunking Rev	134,492.21
Total 4000.1 · Voice Income	2,768,762.34
4000.2 · Data Income	
4000.2a · AFN Rev	667.82
4000.2b · Data T1 & DS3 Rev	115,524.68
4000.2c · Dial Up Rev	27,207.41
4000.2d · DSL Rev	447,410.46
4000.2e · EOCopper Rev	188,434.08
4000.2f · Fiber Internet Rev	67,088.00
4000.2g · Hosting & Email Rev	39,641.50
4000.2h · MPLS Service Rev	2,088.00
4000.2i · Standard Coax & EOCOax	10,873.03
Total 4000.2 · Data Income	898,934.98
4000.3 · Equipment & Consulting Income	
4000.3a · Consulting Rev	2,446.14
4000.3b · Equipment Rev	5,549.44
Total 4000.3 · Equipment & Consulting Income	7,995.58
4000.4 · Account Fee Income	
4000.4a · Account Fee's Rev	590,339.84
Total 4000.4 · Account Fee Income	590,339.84
Total 4000 · Income	4,266,032.74
4010 · CABS Billing Income	241,215.98
4020 · Refunds, Credits & Discounts	5,341.23
4040 · USAC E-Rate Deposit	0.00
Total Income	4,512,589.95
Cost of Goods Sold	
5000 · COST OF GOODS SOLD	
5000.10 · CABS Expense	25,772.03
5000.12 · Taxes charged from carrier	-42,469.44
5000.2 · Customer Services - Variable	1,778,662.09
5000.4 · Network Structure - Fixed	954,740.71
5000.6 · Central Office Rent	249,178.74
5000.8 · Equipment to Customers	16,452.18
Total 5000 · COST OF GOODS SOLD	2,982,336.31
Total COGS	2,982,336.31
Gross Profit	1,530,253.64

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Expense		
7000 · OPERATING EXPENSES		
7000.02 · Bad Debt Written Off		-5,736.06
7000.10 · Office Supplies & Expenses		9,389.94
7000.12 · Outsourcing Expenses		69,210.39
7000.14 · Postage and Delivery		2,450.03
7000.18 · Software - not for resale		2,519.53
7000.20 · Support - Peak Customer Service		11,686.50
7000.24 · Tools & Tech Supplies		1,703.01
7000.4 · Hardware - not for resale		11,180.22
7000.6 · Invoicing - Billing Expenses		65,687.99
7000.8 · Invoicing - Credit Card Fees		18,660.82
Total 7000 · OPERATING EXPENSES		186,752.37
7100 · SALES & MARKETING EXPENSES		
7100.2 · Commissions - Agents		135,377.19
7100.4 · Marketing Expenses		7,856.07
7100.6 · Yellow Pages - All Books		18,251.53
7100.8 · Website & Online Mktg Expenses		56,355.00
Total 7100 · SALES & MARKETING EXPENSES		217,839.79
7200 · PERSONNEL EXPENSES		
7200.02 · Auto - Leases		16,911.24
7200.10 · Employee - Reimbursements		3,319.80
7200.12 · Employee Recognition & Parties		5,340.49
7200.14 · Employee - Salaries		703,620.96
7200.16 · Employer - IRA Contributions		9,627.55
7200.20 · Employer - Payroll Taxes		65,986.81
7200.22 · Guaranteed Pymts - Scott Hansen		1,200.00
7200.26 · Meals - 50%		11,800.14
7200.28 · Travel & Lodging		23,956.48
7200.30 · Training & Education		2,646.79
7200.32 · Support - PT Ventures		4,500.00
7200.4 · Auto - Fuel & Maintenance		17,044.90
7200.8 · Employee - Insurance & Benefits		61,674.56
Total 7200 · PERSONNEL EXPENSES		927,629.72
7300 · GENERAL & ADMIN EXPENSES		
7300.10 · Legal & Accounting		150.00
7300.12 · Licenses, Dues & Subscriptions		5,138.53
7300.14 · Loan Fee's		48,416.26
7300.16 · Taxes - Personal Property		21,598.91
7300.2 · Bank Service Charges		2,443.64
7300.4 · Charitable Contributions		7,228.70
7300.8 · Insurance - Business		35,598.44
Total 7300 · GENERAL & ADMIN EXPENSES		120,574.48
7400 · OCCUPENCY EXPENSES		
7400.2 · Building Maintenance		17,606.38
7400.4 · Rent - Roseburg		21,545.34
7400.6 · Telephone & Internet for Office		12,496.83
7400.8 · Utilities		17,172.09
Total 7400 · OCCUPENCY EXPENSES		68,820.64
Total Expense		1,521,617.00
Net Ordinary Income		8,636.64

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Other Income/Expense	
Other Income	
7500 · Other Incomes	
7500.2 · Bad Debt Collected	2,496.94
7500.7 · Misc Income	34,048.15
7500.8 · Prior Year Adjustments	5,894.89
Total 7500 · Other Incomes	42,439.98
Total Other Income	42,439.98
Other Expense	
9000 · OTHER EXPENSES	
9000.2 · Depreciation Expense	373,208.70
9000.4 · Interest Expense	56,438.19
9000.6 · Misc Expense	2,325.57
Total 9000 · OTHER EXPENSES	431,972.46
Total Other Expense	431,972.46
Net Other Income	-389,532.48
Net Income	<u>-380,895.84</u>