

Ph. Strategic Business Unit

Income Statement for years ending June 30

Year:	2011	2012	2013	2014 (est.)
Gross Revenue	\$ 465,160	\$ 423,664	\$ 425,095	\$ 399,923
Cost of Goods				
Inbound Access, FirstComm	116,753	121,327	121,259	114,246
POP Lease, ComNet	44,100	44,100	44,100	-
Call Processing, IVS	77,317	70,036	75,275	75,618
Total COG	\$ 238,170	\$ 235,463	\$ 240,634	\$ 189,864
Gross Margin	\$ 226,990	\$ 188,201	\$ 184,461	\$ 210,059
Operating Expenses				
Salaries	159,600	159,600	159,600	159,600
Utilities	8,456	6,332	6,525	7,445
Rent	30,638	33,413	33,413	33,825
Billing / Postage	6,934	8,941	6,678	7,177
Total Operating Expense	\$ 205,628	\$ 208,286	\$ 206,216	\$ 208,047
Operating Income	\$ 21,362	\$ (20,085)	\$ (21,755)	\$ 2,012