

TOTAL COMMUNICATOR SOLUTIONS, INC.
STATEMENT OF REVENUES AND EXPENSES -
MODIFIED CASH BASIS
 FOR THE 12 ENDED MARCH 31, 2020

Year-to-date
through
03/31/20

INCOME

CONTRACT INCOME - UNALLOCATED	\$	404,363.03
CONTRACT INCOME - OLE MISS		20,000.00
CONTRACT INCOME - ADVANTA		4,500.00
CONTRACT INCOME - MOU SMART IOT TECHNO		15,000.00
		15,000.00
TOTAL INCOME		443,863.03

OPERATING EXPENSES

HOSTING SERVICE	11,942.63
ORGANIZATION EXPENSE	6,030.00
AUTO GAS & OIL	946.02
AUTO - LEASE	14,930.10
AUTO - LICENSE	1,788.00
AUTO - REPAIRS	106.96
AUTO - INSURANCE	4,145.97
BANK FEES	1,765.93
BUSINESS GIFTS	100.00
BUSINESS MANAGEMENT FEE	59,500.00
CONSULTING FEES	43,314.87
COMMISSIONS - KIM GOUGH	20,600.00
ENTERTAINMENT AND PROMOTION	7,472.95
INSURANCE	13,234.21
INTEREST - CREDIT CARD	13,765.53
INTEREST - RAM (FORMERLY STRATEGIC)	7,420.15
INTEREST LOANS - BACKUP	1,742.32
INTEREST LOANS - EBF PARTNERS LLC	19,483.47
INTEREST LOANS - SANTANDER	1,122.69
LEGAL FEES	4,950.00
MARKETING	19,676.96
MEDICAL REIMBURSEMENT	7,359.87
OFFICE EXPENSE	17,551.31
OFFICERS SALARIES	180,000.00
OUTSIDE SERVICES	70,913.25
POSTAGE	656.34
RENT	106,543.70
REPAIRS AND MAINTENANCE	1,520.00
RESEARCH	16,754.11
TELEPHONE	25,265.62
TRAVEL	92,816.80
TRAVEL - GROUND TRANSPORTATION	2,023.83

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	Year-to-date through 03/31/20
UTILITIES	<u>2,019.50</u>
TOTAL OPERATING EXPENSES	<u>777,463.09</u>
NET OPERATING INCOME	<u>(333,600.06)</u>
OTHER INCOME (EXPENSES)	
TAXES - STATE INCOME	<u>(1,532.00)</u>
TOTAL OTHER INCOME (EXPENSES)	<u>(1,532.00)</u>
NET INCOME (LOSS)	<u>\$ (335,132.06)</u>