

TELKONET INC  
Form 10-Q  
August 14, 2017

Table of Contents

U.S. SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 2017

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934.

For the transition period from \_\_\_\_\_ to \_\_\_\_\_.

Commission file number 001-31972

**TELKONET, INC.**

(Exact name of Registrant as specified in its charter)

Utah

87-0627421

Edgar Filing: TELKONET INC - Form 10-Q

(State or Other Jurisdiction of Incorporation or Organization) (I.R.S. Employer Identification No.)

20800 Swenson Drive, Suite 175, Waukesha, WI  
(Address of Principal Executive Offices)

53186  
(Zip Code)

(414) 302-2299

(Registrant's Telephone Number, Including Area Code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Exchange Act during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer  Accelerated filer   
Non-accelerated filer  (Do not check if a smaller reporting company) Smaller reporting company   
Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company as defined in Rule 12b-2 of the Exchange Act. Yes  No

The number of shares outstanding of the registrant's common stock, par value \$0.001 per share, as of July 31, 2017 is 133,231,367.



**TELKONET, INC.**

**FORM 10-Q for the Six Months Ended June 30, 2017**

Index

	Page
<u>PART I. FINANCIAL INFORMATION</u>	3
<u>Item 1. Financial Statements</u>	3
<u>Condensed Consolidated Balance Sheets (Unaudited):</u>	3
June 30, 2017 and December 31, 2016	
<u>Condensed Consolidated Statements of Operations (Unaudited):</u>	4
Three and Six Months Ended June 30, 2017 and 2016	
<u>Condensed Consolidated Statement of Stockholders' Equity (Unaudited):</u>	5
January 1, 2017 through June 30, 2017	
<u>Condensed Consolidated Statements of Cash Flows (Unaudited):</u>	6
Six Months Ended June 30, 2017 and 2016	
<u>Notes to Condensed Consolidated Financial Statements (Unaudited)</u>	8
<u>Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	19
<u>Item 4. Controls and Procedures</u>	27
<u>PART II. OTHER INFORMATION</u>	28
<u>Item 1. Legal Proceedings</u>	28
<u>Item 1A. Risk Factors</u>	28
<u>Item 6. Exhibits</u>	28



**PART I. FINANCIAL INFORMATION****Item 1. Financial Statements****TELKONET, INC.****CONDENSED CONSOLIDATED BALANCE SHEETS****(UNAUDITED)**

	June 30, 2017	<b>December 31, 2016</b>
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$9,370,112	\$791,858
Restricted cash on deposit	900,000	–
Accounts receivable, net	1,471,517	1,403,772
Inventories	702,643	777,202
Prepaid expenses and other current assets	388,192	205,328
Current assets of discontinued operations	–	7,149,971
Total current assets	12,832,464	10,328,131
Property and equipment, net	136,129	143,907
Other assets:		
Deposits	17,130	–
Total other assets	17,130	–
Total Assets	\$12,985,723	10,472,038
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities:		
Accounts payable	\$668,442	\$765,617
Accrued liabilities and expenses	849,083	925,581
Related party payable	–	97,127
Line of credit	–	1,062,129
Deferred revenues - current	287,781	184,793
Deferred lease liability – current	4,719	3,942
Customer deposits	325,805	165,830
Income taxes payable	139,884	–
Deferred income taxes	–	933,433
Current liabilities of discontinued operations	–	869,604
Total current liabilities	2,275,714	5,008,056

Edgar Filing: TELKONET INC - Form 10-Q

Long-term liabilities:		
Deferred revenue - long term	162,041	120,421
Deferred lease liability - long term	26,082	23,761
Total long-term liabilities	188,123	144,182
Commitments and contingencies		
Stockholders' Equity		
Series A, par value \$.001 per share; 215 shares issued, 185 shares outstanding at June 30, 2017 and December 31, 2016, preference in liquidation of \$1,488,821 and \$1,452,114 as of June 30, 2017 and December 31, 2016, respectively	1,340,566	1,340,566
Series B, par value \$.001 per share; 538 shares issued, 52 shares outstanding at June 30, 2017 and December 31, 2016, preference in liquidation of \$403,760 and \$393,435 as of June 30, 2017 and December 31, 2016, respectively	362,059	362,059
Common stock, par value \$.001 per share; 190,000,000 shares authorized; 133,231,367 and 132,774,475 shares issued and outstanding at June 30, 2017 and December 31, 2016 , respectively	133,231	132,774
Additional paid-in-capital	127,345,180	126,955,435
Accumulated deficit	(118,659,150)	(123,471,034)
Total stockholders' equity	10,521,886	5,319,800
Total Liabilities and Stockholders' Equity	\$12,985,723	\$10,472,038

See accompanying notes to the unaudited condensed consolidated financial statements

**TELKONET, INC.****CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS****(UNAUDITED)**

	<b>Three Months Ended</b>		<b>Six Months Ended</b>	
	<b>June 30,</b> 2017	2016	<b>June 30,</b> 2017	2016
Revenues, net:				
Product	\$2,013,922	\$2,165,510	\$3,824,307	\$4,995,550
Recurring	110,201	87,364	213,043	197,384
Total Net Revenue	2,124,123	2,252,874	4,037,350	5,192,934
Cost of Sales:				
Product	1,065,914	1,117,017	2,073,959	2,423,264
Recurring	32,627	24,674	62,645	55,706
Total Cost of Sales	1,098,541	1,141,691	2,136,604	2,478,970
Gross Profit	1,025,582	1,111,183	1,900,746	2,713,964
Operating Expenses:				
Research and development	444,557	464,571	823,013	891,385
Selling, general and administrative	1,438,069	1,937,941	3,207,762	3,579,760
Depreciation and amortization	9,880	8,007	19,789	15,984
Total Operating Expenses	1,892,506	2,410,519	4,050,564	4,487,129
Operating Loss	(866,924 )	(1,299,336 )	(2,149,818 )	(1,773,165 )
Other Income (Expenses):				
Interest income (expense), net	4,428	(13,630 )	(5,925 )	(29,826 )
Total Other Income (Expense)	4,428	(13,630 )	(5,925 )	(29,826 )
Loss from Continuing Operations before Provision for Income Taxes	(862,496 )	(1,312,966 )	(2,155,743 )	(1,802,991 )
Provision for Income Taxes	6,910	—	7,901	625
Net loss from continuing operations	(869,406 )	(1,312,966 )	(2,163,644 )	(1,803,616 )
Discontinued Operations:				
Gain from sale of discontinued operations (net of tax)	—	—	6,384,871	—
Income from discontinued operations (net of tax)	18,855	641,340	590,657	1,252,112
Net income (loss) attributable to common stockholders	\$(850,551 )	\$(671,626 )	\$4,811,884	\$(551,504 )



Edgar Filing: TELKONET INC - Form 10-Q

Net income (loss) per common share:					
Basic - continuing operations	\$ (0.01	) \$ (0.01	) \$ (0.02	) \$ (0.01	)
Basic - discontinued operations	\$ 0.00	\$ 0.00	\$ 0.05	\$ 0.01	
Basic – net income (loss) attributable to common stockholders	\$ (0.01	) \$ (0.01	) \$ 0.04	\$ 0.00	
Diluted - continuing operations	\$ (0.01	) \$ (0.01	) \$ (0.02	) \$ (0.01	)
Diluted - discontinued operations	\$ 0.00	\$ 0.00	\$ 0.05	\$ 0.01	
Diluted – net income (loss) attributable to common stockholders	\$ (0.01	) \$ (0.01	) \$ 0.04	\$ 0.00	
Weighted Average Common Shares Outstanding – basic	133,015,191	131,808,232	132,894,833	129,431,540	
Weighted Average Common Shares Outstanding –diluted	133,015,191	131,808,232	133,490,201	129,431,540	

See accompanying notes to the unaudited condensed consolidated financial statements

## TELKONET, INC.

## CONDENSED CONSOLIDATED STATEMENT OF STOCKHOLDERS' EQUITY (UNAUDITED)

SIX MONTHS FROM JANUARY 1, 2017 THROUGH JUNE 30, 2017

	Series A Preferred Stock Shares	Series A Preferred Stock Amount	Series B Preferred Stock Share	Series B Preferred Stock Amount	Common Shares	Common Stock Amount	Additional Paid-in Capital	Accumulated Deficit	Total Stockholders' Equity
Balance at January 1, 2017	185	\$1,340,566	52	\$362,059	132,774,475	\$132,774	\$126,955,435	\$(123,471,034)	\$5,319,800
Shares issued to directors	—	—	—	—	456,892	457	71,543	—	72,000
Stock-based compensation expense related to employee stock options	—	—	—	—	—	—	318,202	—	318,202
Net income	—	—	—	—	—	—	—	4,811,884	4,811,884
Balance at June 30, 2017	185	\$1,340,566	52	\$362,059	133,231,367	\$133,231	\$127,345,180	\$(118,659,150)	\$10,521,886

See accompanying notes to the unaudited condensed consolidated financial statements



**TELKONET, INC.****CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS****(UNAUDITED)**

	For the Six Months Ended June 30,	
	2017	2016
Cash Flows from Operating Activities:		
Net income (loss)	\$4,811,884	\$(551,504 )
Less: Net income from discontinued operations	(590,657 )	(1,252,112)
Gain on sale of discontinued operations	(6,384,871 )	–
Net loss from continuing operations	(2,163,644 )	(1,803,616)
<b>Adjustments to reconcile net income (loss) from continuing operations to cash used in operating activities of continuing operations:</b>		
Stock-based compensation expense	318,202	7,501
Stock issued to directors as compensation	72,000	–
Amortization of deferred financing costs	–	9,474
Depreciation	19,789	15,984
Provision for doubtful accounts, net of recoveries	72,396	(61 )
Changes in operating assets and liabilities:		
Accounts receivable	(140,141 )	(277,286 )
Inventories	74,559	(70,843 )
Prepaid expenses and other current assets	(182,864 )	(63,342 )
Deposits and other long term assets	(17,130 )	23,871
Accounts payable	(97,175 )	(529,004 )
Accrued liabilities and expenses	(76,498 )	543,623
Deferred revenue	144,608	180,378
Related party payable	(97,127 )	–
Customer deposits	159,975	43,889
Income tax payable	139,884	–
Deferred lease liability	3,098	(1,212 )
Net Cash Used In Operating Activities of Continuing Operations	(1,770,068 )	(1,920,644)
Net Cash Provided By Operating Activities of Discontinued Operations	517,242	1,594,145
Net Cash Used In Operating Activities	(1,252,826 )	(326,499 )
Cash Flows From Investing Activities:		
Purchase of property and equipment	(12,011 )	(2,743 )
Net proceeds from sale of subsidiary	11,805,220	–
Change in restricted cash	(900,000 )	31,277

Edgar Filing: TELKONET INC - Form 10-Q

Net Cash Provided By Investing Activities of Continuing Operations	10,893,209	28,534
Cash Flows From Financing Activities:		
Payments on notes payable	–	(66,697 )
Proceeds from exercise of warrants	–	677,501
Net payments on line of credit	(1,062,129 )	(365,000 )
Net Cash (Used In) Provided By Financing Activities of Continuing Operations	(1,062,129 )	245,804
Net increase (decrease) in cash and cash equivalents	8,578,254	(52,161 )
Cash and cash equivalents at the beginning of the period	791,858	951,249
Cash and cash equivalents at the end of the period	\$9,370,112	\$899,088

See accompanying notes to the unaudited condensed consolidated financial statements

**TELKONET, INC.**

**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Continued)**

**(UNAUDITED)**

	<b>Six Months Ended</b>	
	<b>June 30,</b>	
	<b>2017</b>	<b>2016</b>
Supplemental Disclosures of Cash Flow Information:		
Cash transactions:		
Cash paid during the period for interest	\$11,173	\$20,599
Cash paid during the period for income taxes, net of refunds	8,151	9,840

See accompanying notes to the unaudited condensed consolidated financial statements

**TELKONET, INC.**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**JUNE 30, 2017**

**(UNAUDITED)**

**NOTE A – BASIS OF PRESENTATION AND SIGNIFICANT ACCOUNTING POLICIES**

A summary of the significant accounting policies applied in the preparation of the accompanying condensed consolidated financial statements follows.

**General**

The accompanying unaudited condensed consolidated financial statements of Telkonet, Inc. (the “Company”, “Telkonet”) have been prepared in accordance with Rule S-X of the Securities and Exchange Commission (the “SEC”) and with the instructions to Form 10-Q. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements.

In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. However, the results from operations for the six months ended June 30, 2017, are not necessarily indicative of the results that may be expected for the year ending December 31, 2017. The unaudited condensed consolidated financial statements should be read in conjunction with the consolidated December 31, 2016 financial statements and footnotes thereto included in the Company's Form 10-K filed with the SEC.

**Business and Basis of Presentation**

Telkonet, formed in 1999 and incorporated under the laws of the state of Utah, is the creator of the EcoSmart Platform of intelligent automation solutions designed to optimize energy efficiency, comfort and analytics in support of the emerging Internet of Things (“IoT”).

In 2007, the Company acquired substantially all of the assets of Smart Systems International (“SSI”), which was a provider of energy management products and solutions to customers in the United States and Canada and the precursor to the Company’s EcoSmart platform. The EcoSmart platform provides comprehensive savings, management reporting, analytics and virtual engineering of a customer’s portfolio and/or property’s room-by-room energy consumption. Telkonet has deployed more than a half million intelligent devices worldwide in properties within the hospitality, military, educational, healthcare and other commercial markets. The EcoSmart platform is rapidly being recognized as a leading solution for reducing energy consumption, operational costs and carbon footprints, and eliminating the need for new energy generation in these marketplaces – all while improving occupant comfort and convenience.

On March 28, 2017, the Company, and the Company’s wholly-owned subsidiary, EthoStream LLC, a Wisconsin limited liability company (“EthoStream”), entered into an Asset Purchase Agreement (the “Purchase Agreement”) with DCI-Design Communications LLC (“DCI”), a Delaware limited liability company, whereby DCI would acquire all of the assets and certain liabilities of EthoStream for a base purchase price of \$12,750,000. The Purchase Agreement provided that proceeds of \$900,000 were to be withheld from the \$12,750,000 base purchase price and placed into an escrow account to support potential indemnification obligations of up to \$800,000 and net working capital adjustments of up to \$100,000. Another \$93,000 is classified in other current assets as a net working capital receivable. The escrow amount, net of potential claims, will be fully released after an escrow period not to exceed 12 months after closing. The assets included, among other items, certain inventory, contracts and intellectual property. DCI acquired only the liabilities provided for in the Purchase Agreement. On March 29, 2017, pursuant to the terms and the conditions of the Purchase Agreement, the Company closed on the sale. The income from discontinued operations (net of tax) represents the activity of EthoStream from January 1, 2017 through the date of the sale on March 28, 2017. The gain from sale of discontinued operations (net of tax) represents the gain recognized from the EthoStream selling price that was in excess of the assets sold to DCI and liabilities assumed by DCI on March 28, 2017.

The condensed consolidated financial statements include the accounts of the Company and its wholly-owned subsidiaries, Telkonet Communications, Inc., and EthoStream. The current and prior period accounts of EthoStream have been classified as discontinued operations on the condensed consolidated balance sheet, the condensed consolidated statement of operations and the condensed consolidated statement of cash flows. All significant intercompany balances and transactions have been eliminated in consolidation.

Unless otherwise noted, all financial information in the consolidated financial statement footnotes reflect the Company’s results from continuing operations.



**TELKONET, INC.**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**JUNE 30, 2017**

**(UNAUDITED)**

**Liquidity and Financial Condition**

The Company reported a net loss of \$2,163,644 from continuing operations for the six months ended June 30, 2017, had cash used in operating activities from continuing operations of \$1,770,068 and had an accumulated deficit of \$118,659,150. Since inception, the Company's primary sources of ongoing liquidity for operations have come through private and public offerings of equity securities, and the issuance of various debt instruments, asset-based lending and the sale of assets.

On March 29, 2017, an amendment to the revolving credit facility with Heritage Bank of Commerce, a California state chartered bank ("Heritage Bank"), was executed to amend certain terms of the Loan and Security Agreement (the "Heritage Bank Loan Agreement") following the sale of certain assets of the Company's wholly-owned subsidiary, EthoStream. Heritage Bank amended the EBITDA compliance measurement.

The outstanding balance of the revolving credit facility was zero as of June 30, 2017 and the remaining available borrowing capacity was approximately \$1,117,000. As of June 30, 2017, the Company was in compliance with all financial covenants.

On March 28, 2017, the Company and EthoStream, entered into the Purchase Agreement with DCI whereby DCI acquired all of the assets and certain liabilities of EthoStream for a base purchase price of \$12,750,000, subject to an adjustment based on the net working capital of EthoStream on the closing date of the sale transaction. The Company's liquidity for the remainder of 2017 remains strong due to the net proceeds received from the sale of EthoStream.

**Restricted Cash on Deposit**

The restricted cash on deposit of \$900,000 as of June 30, 2017, reflects amounts placed into an escrow account to support potential indemnification obligations of \$800,000 and net working capital adjustments of \$100,000 associated with the sale of the Company's wholly-owned subsidiary, EthoStream. The escrow amount, net of potential claims, would be fully released after an escrow period not to exceed 12 months after closing.

### **Income (Loss) per Common Share**

The Company computes earnings per share under ASC 260-10, "Earnings Per Share". Basic net income (loss) per common share is computed using the treasury stock method, which assumes that the proceeds to be received on exercise of outstanding stock options and warrants are used to repurchase shares of the Company at the average market price of the common shares for the year. Dilutive common stock equivalents consist of shares issuable upon the exercise of the Company's outstanding stock options and warrants. For the six months ended June 30, 2017 and 2016, there were 5,701,800 and 1,940,225 shares of common stock underlying options and warrants excluded due to these instruments being anti-dilutive, respectively.

### **Use of Estimates**

The preparation of financial statements in conformity with United States of America (U.S.) generally accepted accounting principles ("GAAP") requires management to make certain estimates, judgments and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Estimates are used when accounting for items and matters such as revenue recognition and allowances for uncollectible accounts receivable, inventory obsolescence, depreciation and amortization, long-lived assets, taxes and related valuation allowance, income tax provisions, stock-based compensation, and contingencies. The Company believes that the estimates, judgments and assumptions are reasonable, based on information available at the time they are made. Actual results may differ from those estimates.

### **Income Taxes**

The Company accounts for income taxes in accordance with ASC 740-10 "Income Taxes." Under this method, deferred income taxes (when required) are provided based on the difference between the financial reporting and income tax bases of assets and liabilities and net operating losses at the statutory rates enacted for future periods. The Company has a policy of establishing a valuation allowance when it is more likely than not that the Company will not realize the benefits of its deferred income tax assets in the future.

The Company adopted ASC 740-10-25, which prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. ASC

740-10-25 also provides guidance on derecognition, classification, treatment of interest and penalties, and disclosure of such positions.

**TELKONET, INC.**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**JUNE 30, 2017**

**(UNAUDITED)**

**Revenue Recognition**

For revenue from product sales, the Company recognizes revenue in accordance with ASC 605-10, “Revenue Recognition” and ASC 605-10-S99 guidelines that require that four basic criteria must be met before revenue can be recognized: (1) persuasive evidence of an arrangement exists; (2) delivery has occurred; (3) the selling price is fixed and determinable; and (4) collectability is reasonably assured. Determination of criteria (3) and (4) are based on management’s judgments regarding the fixed nature of the selling prices of the products delivered and the collectability of those amounts. Assuming all conditions for revenue recognition have been satisfied, product revenue is recognized when products are shipped and installation revenue is recognized when the services are completed. Provisions for discounts and rebates to customers, estimated returns and allowances, and other adjustments are provided for in the same period the related sales are recorded. The guidelines also address the accounting for arrangements that may involve the delivery or performance of multiple products, services and/or rights to use assets.

*Multiple-Element Arrangements (“MEAs”):* The Company accounts for contracts that have both product and installation under the MEAs guidance in ASC 605-25. Arrangements under such contracts may include multiple deliverables consisting of a combination of equipment and services. The deliverables included in the MEAs are separated into more than one unit of accounting when (i) the delivered equipment has value to the customer on a stand-alone basis, and (ii) delivery of the undelivered service element(s) is probable and substantially in the Company’s control. Arrangement consideration is then allocated to each unit, delivered or undelivered, based on the relative selling price of each unit of accounting based first on vendor-specific objective evidence (“VSOE”) if it exists, second on third-party evidence (“TPE”) if it exists and on estimated selling price (“ESP”) if neither VSOE or TPE exist.

VSOE – In most instances, products are sold separately in stand-alone arrangements. Services are also sold separately through renewals of contracts with varying periods. The Company determines VSOE based on pricing and discounting practices for the specific product or service when sold separately, considering geographical, customer, and other economic or marketing variables, as well as renewal rates or stand-alone prices for the service element(s).

· TPE – If the Company cannot establish VSOE of selling price for a specific product or service included in a multiple-element arrangement, the Company uses third-party evidence of selling price. The Company determines

TPE based on sales of a comparable amount of similar product or service offered by multiple third parties considering the degree of customization and similarity of product or service sold.

ESP – The estimated selling price represents the price at which the Company would sell a product or service if it were sold on a stand-alone basis. When neither VSOE nor TPE exists for all elements, the Company determines ESP for the arrangement element based on sales, cost and margin analysis, as well as other inputs based on the Company's pricing practices. Adjustments for other market and Company-specific factors are made as deemed necessary in determining ESP.

Under the estimated selling price method, revenue is recognized in MEAs based on estimated selling prices for all of the elements in the arrangement, assuming all other conditions for revenue recognition have been satisfied. To determine the estimated selling price, the Company establishes the selling price for its products and installation services using the Company's established pricing guidelines, and the proceeds are allocated between the elements and the arrangement.

When MEAs include an element of customer training, the Company determined it is not essential to the functionality, efficiency or effectiveness of the MEA due to its perfunctory nature in relation to the entire arrangement. Therefore the Company has concluded that this obligation is inconsequential and perfunctory. As such, for MEAs that include training, customer acceptance of said training is not deemed necessary in order to record the related revenue, but is recorded when the installation deliverable is fulfilled. Historically, training revenues have not been significant.

The Company provides call center support services to properties installed by the Company. The Company receives monthly service fees from such properties for its services. The Company recognizes the service fee ratably over the term of the contract. The prices for these services are fixed and determinable prior to delivery of the service. The fair value of these services is known due to objective and reliable evidence from standalone executed contracts. The Company reports such revenues as recurring revenues. Deferred revenue includes deferrals for the monthly support service fees. Long-term deferred revenue represents support service fees to be earned or provided beginning after June 30, 2018. Revenue recognized that has not yet been billed to a customer results in an asset as of the end of the period. As of June 30, 2017 and December 31, 2016, there was \$90,100 and \$193,400 recorded within accounts receivable, respectively, related to revenue recognized that has not yet been billed.

**TELKONET, INC.****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****JUNE 30, 2017****(UNAUDITED)****Guarantees and Product Warranties**

The Company records a liability for potential warranty claims in cost of sales at the time of sale. The amount of the liability is based on the trend in the historical ratio of claims to sales, the historical length of time between the sale and resulting warranty claim, new product introductions and other factors. The products sold are generally covered by a warranty for a period of one year. In the event the Company determines that its current or future product repair and replacement costs exceed its estimates, an adjustment to these reserves would be charged to earnings in the period such determination is made. For the six months ended June 30, 2017 and the year ended December 31, 2016, the Company experienced returns of approximately 1% to 2% of materials included in the cost of sales. As of June 30, 2017 and December 31, 2016, the Company recorded warranty liabilities in the amount of \$70,383 and \$95,540, respectively, using this experience factor range.

Product warranties for the six months ended June 30, 2017 and the year ended December 31, 2016 are as follows:

	June 30, 2017	December 31, 2016
Beginning balance	\$95,540	\$66,555
Warranty claims incurred	(29,155)	(115,120)
Provision charged to expense	3,998	144,105
Ending balance	\$70,383	\$95,540

**Reclassifications**

Certain amounts on the condensed consolidated balance sheets as of December 31, 2016 and statements of cash flows have been reclassified to conform to the current year presentation. The Company reclassified \$106,743 from current assets of discontinued operations to cash and cash equivalents for certain EthoStream assets not sold to DCI on March 28, 2017. The Company reclassified \$150,936 from current liabilities of discontinued operations to accrued liabilities

and expenses for certain EthoStream liabilities not assumed by DCI on March 28, 2017. The reclassifications were not material and had no effect on the Company's total current assets, current liabilities or stockholders' equity as of December 31, 2016.

## **NOTE B – NEW ACCOUNTING PRONOUNCEMENTS**

In May 2014, the Financial Accounting Standards Board (“FASB”) issued Accounting Standards Update (“ASU”) No. 2014-09, Revenue from Contracts with Customers (ASU 2014-09), which supersedes nearly all existing revenue recognition guidance under U.S. GAAP. The core principle of ASU 2014-09 is to recognize revenues when promised goods or services are transferred to customers in an amount that reflects the consideration to which an entity expects to be entitled for those goods or services. ASU 2014-09 defines a five step process to achieve this core principle and, in doing so, more judgment and estimates may be required within the revenue recognition process than are required under existing U.S. GAAP. The guidance for this standard was initially effective for annual reporting periods beginning after December 15, 2016, including interim periods within that reporting period, however in August 2015 the FASB delayed the effective date of the standard for one full year. Companies will adopt the standard using either of the following transition methods: (i) a full retrospective approach reflecting the application of the standard in each prior reporting period with the option to elect certain practical expedients, or (ii) a retrospective approach with the cumulative effect of initially adopting ASU 2014-09 recognized at the date of adoption (which includes additional footnote disclosures). The Company expects to adopt ASU 2014-09 as of January 1, 2018, and continues to deliberate on the transition method. The Company continues to evaluate if there will be any effect on the timing and pattern of revenue recognition, and additional disclosures may be required. The Company will continue assessing the impact of ASU 2014-09 on its consolidated financial statements through the date of adoption.

In February 2016, the FASB issued ASU No. 2016-02, Leases (“ASU 2016-02”). The new standard establishes a right-of-use (ROU) model that requires a lessee to record a ROU asset and a lease liability on the balance sheet for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the statement of operations. ASU 2016-02 is effective for fiscal years beginning after December 15, 2018, including interim periods within those fiscal years. A modified retrospective transition approach is required for lessees for capital and operating leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements, with certain practical expedients available. The Company is currently evaluating the impact of its pending adoption of ASU 2016-02 on its consolidated financial statements. Upon adoption, the Company expects that the ROU asset and lease liability will be recognized in the balance sheets in amounts that will be material.

**TELKONET, INC.****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****JUNE 30, 2017****(UNAUDITED)**

In August 2016, the FASB issued ASU No. 2016-15, Classification of Certain Cash Receipts and Cash Payments (“ASU 2016-15”). The new standard provides guidance on the classification of certain transactions in the statement of cash flows, such as contingent consideration payments made in connection with a business combination and debt prepayment or extinguishment costs. ASU 2016-15 is effective for fiscal years beginning after December 15, 2017, including interim periods within that fiscal year. When adopted, the new guidance will be applied retrospectively. The Company is currently evaluating the impact of its pending adoption of ASU 2016-15 on its consolidated financial statements.

In May 2017, the FASB issued ASU 2017-09, Compensation — Stock Compensation — Scope of Modification Accounting (“ASU 2017-09”), which provides guidance about the types of changes to terms or conditions of a share-based payment award that would require an entity to apply modification accounting. The new guidance is effective for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years. Early adoption is permitted. The amendments in this update should be applied prospectively to an award modified on or after the adoption date.

**NOTE C– ACCOUNTS RECEIVABLE**

Components of accounts receivable as of June 30, 2017 and December 31, 2016 are as follows:

	June 30, 2017	December 31, 2016
Accounts receivable	\$ 1,531,690	\$ 1,438,345
Allowance for doubtful accounts	(60,173 )	(34,573 )
Accounts receivable, net	\$ 1,471,517	\$ 1,403,772

**NOTE D – ACCRUED LIABILITIES AND EXPENSES**



Accrued liabilities and expenses at June 30, 2017 and December 31, 2016 are as follows:

	June 30, 2017	December 31, 2016
Accrued liabilities and expenses	\$381,321	\$223,011
Accrued payroll and payroll taxes	293,807	331,908
Accrued sales taxes, penalties, and interest	103,572	274,869
Accrued interest	–	253
Product warranties	70,383	95,540
Total accrued liabilities and expenses	\$849,083	\$925,581

#### **NOTE E – DEBT**

##### **Kross Promissory Note**

On August 4, 2016, the Board of Directors authorized the Company to reimburse Peter T. Kross (“Mr. Kross”) \$161,075 for expenses incurred related to his successful contested proxy. Effective June 27, 2016, Mr. Kross became a director of the Company and is considered a related party. On August 30, 2016, Mr. Kross accepted an unsecured promissory note (“Kross Note”) for \$161,075 from the Company. The outstanding principal balance bears interest at the annual rate of 3.00%. Payment of interest and principal began on September 1, 2016 and continued monthly on the first day of each month thereafter through and including June 1, 2017. The Company was required to pay equal monthly installments of \$16,330 which included all remaining principal and accrued interest owed by the Company to Mr. Kross under the Kross Note. The Company could prepay in advance any unpaid principal or interest due under the Kross Note without premium or penalty. The principal balance of the Kross Note as of June 30, 2017 and December 31, 2016 was zero and \$97,127, respectively.

**TELKONET, INC.**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**JUNE 30, 2017**

**(UNAUDITED)**

**Revolving Credit Facility**

On September 30, 2014, the Company and its wholly-owned subsidiary, EthoStream, as co-borrowers (collectively, the “Borrowers”), entered into a loan and security agreement (the “Heritage Bank Loan Agreement”), with Heritage Bank of Commerce, a California state chartered bank (“Heritage Bank”), governing a new revolving credit facility in a principal amount not to exceed \$2,000,000 (the “Credit Facility”). Availability of borrowings under the Credit Facility from time to time is subject to a borrowing base calculation based on the Company’s eligible accounts receivable and eligible inventory each multiplied by an applicable advance rate, with an overall limitation tied to the Company’s eligible accounts receivable. The Heritage Bank Loan Agreement is available for working capital and other general business purposes. The outstanding principal balance of the Credit Facility bears interest at the Prime Rate plus 3.00%, which was 7.25% at June 30, 2017 and 6.75% at December 31, 2016. On October 9, 2014, as part of the Heritage Bank Loan Agreement, Heritage Bank was granted a warrant to purchase 250,000 shares of Telkonet common stock. The warrant has an exercise price of \$0.20 and expires October 9, 2021. On February 17, 2016, an amendment to the Credit Facility was executed extending the maturity date to September 30, 2018, unless earlier accelerated under the terms of the Heritage Bank Loan Agreement.

The Heritage Bank Loan Agreement also contains financial covenants that place restrictions on, among other things, the incurrence of debt, granting of liens and sale of assets. The Heritage Bank Loan Agreement also contains financial covenants that require the Borrowers to maintain a minimum EBITDA level, measured quarterly, and a minimum asset coverage ratio, measured monthly. A violation of any of these covenants could result in an event of default under the Heritage Bank Loan Agreement. Upon the occurrence of such an event of default or certain other customary events of defaults, payment of any outstanding amounts under the Credit Facility may be accelerated and Heritage Bank’s commitment to extend credit under the Heritage Bank Loan Agreement may be terminated. The Heritage Bank Loan Agreement contains other representations and warranties, covenants, and other provisions customary to transactions of this nature. As of June 30, 2017, the Company was in compliance with all financial covenants. The outstanding balance on the Credit Facility was zero and \$1,062,129 at June 30, 2017 and December 31, 2016, respectively. The remaining available borrowing capacity was approximately \$1,117,000 and \$107,000 at June 30, 2017 and December 31, 2016, respectively.

On March 28, 2017, the Company and the Company’s wholly-owned subsidiary, EthoStream, entered into an Asset Purchase Agreement with DCI-Design Communications LLC (“DCI”), whereby DCI would acquire all of the assets and

certain liabilities of EthoStream. Heritage Bank had provided the Company with its consent to the sale transaction. Upon closing of the sale transaction on March 29, 2017, the entire balance outstanding on the Credit Facility was repaid. On March 29, 2017 an amendment to the Credit Facility was executed amending the quarterly and year to date EBITDA compliance measurements for 2017.

## **NOTE F – PREFERRED STOCK**

### **Series A**

The Company has designated 215 shares of preferred stock as Series A Preferred Stock (“Series A”). Each share of Series A is convertible, at the option of the holder thereof, at any time, into shares of the Company’s common stock at a conversion price of \$0.363 per share. On November 16, 2009, the Company sold 215 shares of Series A with attached warrants to purchase an aggregate of 1,628,800 shares of the Company’s common stock at \$0.33 per share. The Series A shares were sold at a price per share of \$5,000 and each Series A share is convertible into approximately 13,774 shares of common stock at a conversion price of \$0.363 per share. The Company received \$1,075,000 from the sale of the Series A shares. In prior years, 30 of the preferred shares issued on November 16, 2009 were converted to shares of the Company’s common stock. In a prior year, the redemption feature available to the Series A holders expired.

### **Series B**

The Company has designated 538 shares of preferred stock as Series B Preferred Stock (“Series B”). Each share of Series B is convertible, at the option of the holder thereof, at any time, into shares of the Company’s common stock at a conversion price of \$0.13 per share. On August 4, 2010, the Company sold 267 shares of Series B with attached warrants to purchase an aggregate of 5,134,626 shares of the Company’s common stock at \$0.13 per share. The Series B shares were sold at a price per share of \$5,000 and each Series B share was convertible into approximately 38,461 shares of common stock at a conversion price of \$0.13 per share. The Company received \$1,335,000 from the sale of the Series B shares on August 4, 2010. On April 8, 2011, the Company sold 271 additional shares of Series B with attached warrants to purchase an aggregate of 5,211,542 shares of the Company’s common stock at \$0.13 per share. The Series B shares were sold at a price per share of \$5,000 and each Series B share was convertible into approximately 38,461 shares of common stock at a conversion price of \$0.13 per share. The Company received \$1,355,000 from the sale of the Series B shares on April 8, 2011. In prior years, 486 of the preferred shares issued on August 4, 2010 and April 8, 2011 were converted to shares of the Company’s common stock. In a prior year, the redemption feature available to the Series B holders expired.



**TELKONET, INC.**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**JUNE 30, 2017**

**(UNAUDITED)**

Preferred stock carries certain preference rights as detailed in the Company's Amended Articles of Incorporation related to both the payment of dividends and as to payments upon liquidation in preference to any other class or series of capital stock of the Company. As of June 30, 2017, the liquidation preference of the preferred stock is based on the following order: first, Series B with a preference value of \$403,760, which includes cumulative accrued unpaid dividends of \$143,760, and second, Series A with a preference value of \$1,488,821, which includes cumulative accrued unpaid dividends of \$563,821. As of December 31, 2016, the liquidation preference of the preferred stock is based on the following order: first, Series B with a preference value of \$393,435, which includes cumulative accrued unpaid dividends of \$133,435, and second, Series A with a preference value of \$1,452,114, which includes cumulative accrued unpaid dividends of \$527,114.

**NOTE G – CAPITAL STOCK**

The Company has authorized 15,000,000 shares of preferred stock (designated and undesignated), with a par value of \$.001 per share. The Company has designated 215 shares as Series A preferred stock and 538 shares as Series B preferred stock. As of June 30, 2017 and December 31, 2016, there were 185 shares of Series A and 52 shares of Series B outstanding.

The Company has authorized 190,000,000 shares of common stock with a par value of \$.001 per share. As of June 30, 2017 and December 31, 2016 the Company had 133,231,367 and 132,774,475 common shares issued and outstanding.

**NOTE H – STOCK OPTIONS AND WARRANTS**

**Employee Stock Options**

Edgar Filing: TELKONET INC - Form 10-Q

The Company maintains an equity incentive plan, (the “Plan”). The Plan was established in 2010 as an incentive plan for officers, employees, non-employee directors, prospective employees and other key persons. It is anticipated that providing such persons with a direct stake in the Company’s welfare will assure a better alignment of their interests with those of the Company and its stockholders.

The following table summarizes the changes in options outstanding and the related prices for the shares of the Company’s common stock issued to employees of the Company under the Plan as of June 30, 2017.

Options Outstanding		Weighted Average		Options Exercisable	
Exercise Prices	Number Outstanding	Remaining Contractual Life (Years)	Weighted Average Exercise Price	Number Exercisable	Weighted Average Exercise Price
\$ 0.01 - \$0.15	3,175,000	9.01	\$ 0.14	3,175,000	\$ 0.14
\$ 0.16 - \$0.99	2,507,725	3.76	0.18	2,226,800	0.18
	5,682,725	6.69	\$ 0.16	5,401,800	\$ 0.16

Transactions involving stock options issued to employees are summarized as follows:

	Number of Shares	Weighted Average Price Per Share
Outstanding at January 1, 2016	1,825,225	\$ 0.28
Granted	1,300,000	0.17
Exercised	—	—
Cancelled or expired	(292,500 )	0.69
Outstanding at December 31, 2016	2,832,725	\$ 0.18
Granted	3,000,000	0.14
Exercised	—	—
Cancelled or expired	(150,000 )	0.19
Outstanding at June 30, 2017	5,682,725	\$ 0.16

**TELKONET, INC.****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****JUNE 30, 2017****(UNAUDITED)**

The expected life of awards granted represents the period of time that they are expected to be outstanding. The Company determines the expected life based on historical experience with similar awards, giving consideration to the contractual terms, vesting schedules, exercise patterns and pre-vesting and post-vesting forfeitures. The Company estimates the volatility of the Company's common stock based on the calculated historical volatility of the Company's own common stock using the trailing 24 months of share price data prior to the date of the award. The Company bases the risk-free interest rate used in the Black-Scholes option valuation model on the implied yield currently available on U.S. Treasury zero-coupon issues with an equivalent remaining term equal to the expected life of the award. The Company has not paid any cash dividends on the Company's common stock and does not anticipate paying any cash dividends in the foreseeable future. Consequently, the Company uses an expected dividend yield of zero in the Black-Scholes option valuation model. The Company uses historical data to estimate pre-vesting option forfeitures and record share-based compensation for those awards that are expected to vest. In accordance with ASC 718-10, the Company adjusts share-based compensation for changes to the estimate of expected equity award forfeitures based on actual forfeiture experience.

There were 3,000,000 and zero options granted and zero options exercised during the six months ended June 30, 2017 and 2016, respectively. Total stock-based compensation expense in connection with options granted to employees recognized in the condensed consolidated statements of operations for the three and six months ended June 30, 2017 and 2016 was \$3,516 and \$3,750, respectively, and \$318,202 and \$7,501, respectively.

**Warrants**

The following table summarizes the changes in warrants outstanding and the related prices for the shares of the Company's common stock issued to non-employees of the Company.

Warrants Outstanding			Warrants Exercisable		
Exercise Prices	Number	Weighted Average	Weighted Average	Number	Weighted Average
	Outstanding	Remaining	Exercise Price	Exercisable	Average

		Contractual Life (Years)			Exercise Price
\$ 0.18	50,000	0.41	\$ 0.18	50,000	\$ 0.18
0.20	250,000	4.27	0.20	250,000	0.20
	300,000	3.63	\$ 0.20	300,000	\$ 0.20

Transactions involving warrants are summarized as follows:

	Number of Shares	Weighted Average Price Per Share
Outstanding at January 1, 2016	5,638,410	\$ 0.20
Issued	—	—
Exercised	(5,211,542)	0.13
Cancelled or expired	(126,868 )	3.00
Outstanding at December 31, 2016	300,000	0.20
Issued	—	—
Exercised	—	—
Cancelled or expired	—	—
Outstanding at June 30, 2017	300,000	\$ 0.20

There were no warrants granted, exercised, cancelled or forfeited during the six months ended June 30, 2017 and no warrants granted, 5,211,542 warrants exercised and 126,868 cancelled or forfeited during the six months ended June 30, 2016, respectively.

#### NOTE I – RELATED PARTY TRANSACTIONS

On August 4, 2016, the Board of Directors authorized the Company to reimburse Peter T. Kross (“Mr. Kross”) \$161,075 for expenses incurred related to his successful contested proxy. Effective June 27, 2016, Mr. Kross became a director of the Company and is considered a related party. On August 30, 2016, Mr. Kross accepted an unsecured promissory note (“Kross Note”) for \$161,075 from the Company. The outstanding principal balance bears interest at the annual rate of 3.00%. Payment of interest and principal began on September 1, 2016 and continued monthly on the first day of each month thereafter through and including June 1, 2017. The Company was required to pay equal monthly installments of \$16,330 which included all remaining principal and accrued interest owed by the Company to Mr. Kross under the Kross Note. The Company could prepay in advance any unpaid principal or interest due under the Kross Note without premium or penalty. The principal balance of the Kross Note as of June 30, 2017 and December 31, 2016 was zero and \$97,127, respectively.





**TELKONET, INC.**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**JUNE 30, 2017**

**(UNAUDITED)**

During the six months ended June 30, 2017, the Company issued common stock in the amount of \$72,000 to the Company's non-employee directors as compensation for their attendance and participation in the Company's Board of Director and committee meetings.

On July 1, 2016, each newly elected Board of Director member, Mr. Kross, Mr. Blatt and Mr. Byrnes were granted 100,000 stock options pursuant to the Company's Board of Director compensation plan. These options have an expiration period of ten years, vest quarterly over five years and have an exercise price of \$0.19.

Upon execution of their employment agreements during the six months ended June 30, 2017, each of Messrs. Tienor, Sobieski and Koch, were granted 1,000,000 stock options at fair market value and all were scheduled to vest over a three year period. However, pursuant to the terms of the employment agreements, the stock options vested immediately upon the sale of the Company's subsidiary, EthoStream, in March 2017.

During the six months ended June 30, 2017, Messrs. Tienor, Sobieski and Koch, earned a bonus of \$29,250 contingent on the sale and sale price amount of Ethostream.

From time to time the Company may receive advances from certain of its officers in the form of salary deferment or cash advances to meet short term working capital needs. These advances may not have formal repayment terms or arrangements. As of June 30, 2017 and December 31, 2016, there were no such arrangements.

**NOTE J – COMMITMENTS AND CONTINGENCIES**

**Office Lease Obligations**

## Edgar Filing: TELKONET INC - Form 10-Q

In October 2013, the Company entered into a lease agreement for 6,362 square feet of commercial office space in Waukesha, Wisconsin for its corporate headquarters. The Waukesha lease would have expired in April 2021, but, instead, was subsequently amended and extended through April 2026. On April 7, 2017 the Company executed an amendment to its' existing lease in Waukesha, Wisconsin to expand another 3,982 square feet, bringing the total leased space to 10,344 square feet. In addition, the lease term was extended from May 1, 2021 to April 30, 2026. The commencement date for this amendment was July 15, 2017.

In January 2016, the Company entered into a lease agreement for 2,237 square feet of commercial office space in Germantown, Maryland for its Maryland employees. The Germantown lease was set to expire at the end of January 2017. In December 2016, the Company entered into a first amendment to the lease agreement extending the lease through the end of January 2018.

In May 2017, the Company entered into a lease agreement for 5,838 square feet of floor space in Waukesha, Wisconsin for its inventory warehousing operations. The Waukesha lease expires in May 2027.

Commitments for minimum rentals under non-cancelable leases as of June 30, 2017 are as follows:

2017 (remainder of)	\$87,647
2018	153,063
2019	154,496
2020	164,903
2021	182,512
2022 and thereafter	764,024
Total	\$1,506,645

Rental expenses charged to continuing operations for the three and six months ended June 30, 2017 and 2016 was \$80,147 and \$42,486 and \$114,167 and \$85,266, respectively.

### **Litigation**

The Company is subject to legal proceedings and claims which arise in the ordinary course of its business. Although occasional adverse decisions or settlements may occur, the Company believes that the final disposition of such matters should not have a material adverse effect on its financial position, results of operations or liquidity.



**TELKONET, INC.****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****JUNE 30, 2017****(UNAUDITED)****Sales Tax**

During 2012, the Company engaged a sales tax consultant to assist in determining the extent of its potential sales tax exposure. Based upon this analysis, management determined the Company had probable exposure for certain unpaid obligations, including interest and penalty, of approximately \$1,100,000 including and prior to the year ended December 31, 2011. The Company has approximately \$104,000 and \$275,000 accrued as of June 30, 2017 and December 31, 2016, respectively.

During the year ended December 31, 2016, the State of Wisconsin performed a sales and use tax audit covering the period from January 1, 2012 through December 31, 2015. The audit resulted in approximately \$120,000 in additional use tax and interest. As of June 30, 2017, the Company paid in full the additional use tax liability and interest associated with the sales and use tax audit.

Prior to 2017, the Company successfully executed and paid in full VDAs in thirty six states totaling approximately \$765,000 and is current with the subsequent filing requirements.

The following table sets forth the change in the sales tax accrual as of June 30, 2017 and December 31, 2016:

	June 30, 2017	December 31, 2016
Balance, beginning of year	\$274,869	\$229,768
Sales tax collected	173,647	452,016
Provisions (reversals)	(52,000 )	151,000
Interest and penalties	–	(3,017 )
Payments	(292,944)	(554,898)
Balance, end of period	\$103,572	\$274,869

**NOTE K – BUSINESS CONCENTRATION**

For the six months ended June 30, 2017 and 2016, no single customer represented 10% or more of total net revenues. As of June 30, 2017, one customer accounted for approximately 11% of the Company's net accounts receivable. As of December 31, 2016, two customers accounted for approximately 24% of the Company's net accounts receivable.

Purchases from one supplier approximated \$1,439,000, or 84%, of purchases for the six months ended June 30, 2017 and \$1,349,000, or 82%, of purchases for the six months ended June 30, 2016. Total due to this supplier, net of deposits, was approximately \$88,694 as of June 30, 2017, and \$45,037 as of December 31, 2016.

**NOTE L – DISCONTINUED OPERATIONS**

In October of 2016, the Company, under the direction and authority of the Board of Directors, committed to a plan to offer for sale EthoStream, the Company's wholly-owned High-Speed Internet Access ("HSIA") subsidiary. As a result of this decision to sell EthoStream, the operating results of EthoStream as of and for the year ended December 31, 2016 were reclassified as discontinued operations and as assets and liabilities held for sale in the consolidated financial statements as detailed in the table below. During the six months ended June 30, 2017, the Company, and EthoStream, entered into an Asset Purchase Agreement (the "Purchase Agreement") with DCI-Design Communications LLC ("DCI"), a Delaware limited liability company, whereby DCI acquired all of the assets and certain liabilities of EthoStream for a base purchase price of \$12,750,000. The Purchase Agreement includes that proceeds of \$900,000 are to be withheld from the \$12,750,000 base purchase price and placed into an escrow account to support potential indemnification obligations of up to \$800,000 and net working capital adjustments of up to \$100,000. The escrow amount, net of potential claims, would be fully released after an escrow period not to exceed 12 months after closing. Another \$93,000 is classified in other current assets as a net working capital receivable. The assets included, among other items, certain inventory, contracts and intellectual property. DCI acquired only the liabilities provided for in the Purchase Agreement. On March 29, 2017, pursuant to the terms and the conditions of the Purchase Agreement, the Company closed on the sale.

**TELKONET, INC.****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****JUNE 30, 2017****(UNAUDITED)**

The following table summarizes the balance sheet information for discontinued operations.

	June 30, 2017	December 31, 2016
Accounts receivable, net	\$ –	\$456,478
Inventories	–	350,506
Other current assets	–	12,980
Other asset – goodwill	–	5,796,430
Other asset – intangible asset, net	–	533,577
Current assets of discontinued operations	–	7,149,971
Accounts payable	–	465,346
Accrued liabilities and expenses	–	90,187
Deferred revenues	–	37,509
Customer deposits	–	200,466
Deferred lease liability	–	76,096
Current liabilities of discontinued operations	–	869,604
Net assets of discontinued operations	\$ –	\$6,280,367

The following table summarizes the statements of operations information for discontinued operations.

	<b>Three Months Ended</b>		<b>Six Months Ended</b>	
	<b>June 30,</b>		<b>June 30,</b>	
	2017	2016	2017	2016
Revenues, net:				
Product	\$–	\$1,036,933	\$653,839	\$1,753,576
Recurring	–	979,562	925,837	1,946,965

Edgar Filing: TELKONET INC - Form 10-Q

Total Net Revenue	–	2,016,495	1,579,676	3,700,541
Cost of Sales:				
Product	(10,225)	707,511	414,604	1,188,718
Recurring	689	207,860	209,868	454,863
Total Cost of Sales	(9,536 )	915,371	624,472	1,643,581
Gross Profit	9,536	1,101,124	955,204	2,056,960
Operating Expenses:				
Selling, general and administrative	(9,924 )	348,052	252,110	580,947
Depreciation and amortization	–	60,420	60,420	121,277
Total Operating Expenses	(9,924 )	408,472	312,530	702,224
Income from Discontinued Operations before Provision for Income Taxes	19,460	692,652	642,674	1,354,736
Provision for Income Taxes	605	51,312	52,017	102,624
Income from Discontinued Operations (net of tax)	\$18,855	\$641,340	\$590,657	\$1,252,112

The consolidated statements of cash flows do not present the cash flows from discontinued operations for investing activities or financing activities because there were no investing or financing activities associated with the discontinued operations in the three and six months ended June 30, 2017 and 2016.



## **Item 2. Management’s Discussion and Analysis of Financial Condition and Results of Operations**

The following discussion and analysis of the Company’s financial condition and results of operations should be read in conjunction with the accompanying condensed consolidated financial statements and related notes thereto for the three and six months ended June 30, 2017, as well as the Company’s consolidated financial statements and related notes thereto and management’s discussion and analysis of financial condition and results of operations in the Company’s Form 10-K for the year ended December 31, 2016, filed with the U.S. Securities and Exchange Commission (the “SEC”) on April 3, 2017.

### **Business**

Telkonet, Inc. (the “Company”, “Telkonet”, “we”, “our”), formed in 1999 and incorporated under the laws of the state of Utah, is the creator of the EcoSmart Platform of intelligent automation solutions designed to optimize energy efficiency, comfort and analytics in support of the emerging Internet of Things (“IoT”).

In October of 2016, the Company, under the direction and authority of the Board of Directors, committed to a plan to offer for sale EthoStream LLC (“EthoStream”), its wholly-owned High-Speed Internet Access (“HSIA”) subsidiary. The sale will enable the Company to focus on its higher growth potential EcoSmart Platform line. As a result of this decision to sell EthoStream, the operating results of EthoStream for the three and six months ended June 30, 2017 and 2016 have been reclassified as discontinued operations in the condensed consolidated statement of operations and as assets and liabilities of discontinued operations in the condensed consolidated balance sheet for the year ended December 31, 2016. The transaction closed on March 29, 2017.

The Company’s direct sales effort targets the hospitality, education, commercial, utility and government/military markets. Taking advantage of legislation, including the Energy Independence and Security Act of 2007, or EISA, the Energy Policy Act of 2005, and the American Recovery and Reinvestment Act the Company is focusing its sales efforts in areas with available public funding and incentives, such as rebate programs offered by utilities for efficiency upgrades. Through the Company’s proprietary platform, technology and partnerships with energy efficiency providers, the Company’s management intends to position the Company as a leading provider of energy management solutions.

### **Forward-Looking Statements**

In accordance with the Private Securities Litigation Reform Act of 1995, the Company can obtain a “safe-harbor” for forward-looking statements by identifying those statements and by accompanying those statements with cautionary statements which identify factors that could cause actual results to differ materially from those in the forward-looking statements. Accordingly, the following “Management’s Discussion and Analysis of Financial Condition and Results of Operations” may contain certain forward-looking statements regarding strategic growth initiatives, growth opportunities and management’s expectations regarding orders and financial results for the remainder of 2017 and future periods. These forward-looking statements are based on current expectations and current assumptions which management believes are reasonable. However, these statements involve risks and uncertainties that could cause actual results to differ materially from any future results encompassed within the forward-looking statements. Factors that could cause or contribute to such differences include those risks affecting the Company’s business as described in the Company’s filings with the SEC, including the current reports on Form 8-K, which factors are incorporated herein by reference. The Company expressly disclaims a duty to provide updates to forward-looking statements, whether as a result of new information, future events or other occurrences.

### **Critical Accounting Policies and Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires the Company to make estimates and assumptions that affect the amounts reported in the condensed consolidated financial statements and accompanying notes. On an ongoing basis, the Company evaluates significant estimates used in preparing its condensed consolidated financial statements including those related to revenue recognition and allowances for uncollectible accounts receivable, inventory obsolescence, depreciation and amortization, long-lived asset valuations, impairment assessments, taxes and related valuation allowance, income tax provisions, stock-based compensation, and contingencies. The Company bases its estimates on historical experience, underlying run rates and various other assumptions that the Company believes to be reasonable, the results of which form the basis for making judgments about the carrying values of assets and liabilities. Actual results could differ from these estimates. The following are critical judgments, assumptions, and estimates used in the preparation of the condensed consolidated financial statements.

## **Revenue Recognition**

For revenue from product sales, the Company recognizes revenue in accordance with ASC 605-10, “Revenue Recognition” and ASC 605-10-S99 guidelines that require that four basic criteria must be met before revenue can be recognized: (1) persuasive evidence of an arrangement exists; (2) delivery has occurred; (3) the selling price is fixed and determinable; and (4) collectability is reasonably assured. Determination of criteria (3) and (4) are based on management’s judgments regarding the fixed nature of the selling prices of the products delivered and the collectability of those amounts. Assuming all conditions for revenue recognition have been satisfied, product revenue is recognized when products are shipped and installation revenue is recognized when the services are completed. Provisions for discounts and rebates to customers, estimated returns and allowances, and other adjustments are provided for in the same period the related sales are recorded. The guidelines also address the accounting for arrangements that may involve the delivery or performance of multiple products, services and/or rights to use assets.

*Multiple-Element Arrangements (“MEAs”)*: The Company accounts for contracts that have both product and installation under the MEAs guidance in ASC 605-25. Arrangements under such contracts may include multiple deliverables consisting of a combination of equipment and services. The deliverables included in the MEAs are separated into more than one unit of accounting when (i) the delivered equipment has value to the customer on a stand-alone basis, and (ii) delivery of the undelivered service element(s) is probable and substantially in the Company’s control. Arrangement consideration is then allocated to each unit, delivered or undelivered, based on the relative selling price of each unit of accounting based first on vendor-specific objective evidence (“VSOE”) if it exists, second on third-party evidence (“TPE”) if it exists and on estimated selling price (“ESP”) if neither VSOE or TPE exist.

VSOE – In most instances, products are sold separately in stand-alone arrangements. Services are also sold separately through renewals of contracts with varying periods. The Company determines VSOE based on pricing and discounting practices for the specific product or service when sold separately, considering geographical, customer, and other economic or marketing variables, as well as renewal rates or stand-alone prices for the service element(s).

TPE – If the Company cannot establish VSOE of selling price for a specific product or service included in a multiple-element arrangement, the Company uses third-party evidence of selling price. The Company determines TPE based on sales of a comparable amount of similar product or service offered by multiple third parties considering the degree of customization and similarity of product or service sold.

ESP – The estimated selling price represents the price at which the Company would sell a product or service if it were sold on a stand-alone basis. When neither VSOE nor TPE exists for all elements, the Company determines ESP for the arrangement element based on sales, cost and margin analysis, as well as other inputs based on the Company’s pricing practices. Adjustments for other market and Company-specific factors are made as deemed necessary in determining ESP.

Under the estimated selling price method, revenue is recognized in MEAs based on estimated selling prices for all of the elements in the arrangement, assuming all other conditions for revenue recognition have been satisfied. To determine the estimated selling price, the Company establishes the selling price for its products and installation services using the Company's established pricing guidelines, and the proceeds are allocated between the elements and the arrangement.

When MEAs include an element of customer training, the Company determined it is not essential to the functionality, efficiency or effectiveness of the MEA due to its perfunctory nature in relation to the entire arrangement. Therefore the Company has concluded that this obligation is inconsequential and perfunctory. As such, for MEAs that include training, customer acceptance of said training is not deemed necessary in order to record the related revenue, but is recorded when the installation deliverable is fulfilled. Historically, training revenues have not been significant.

The Company provides call center support services to properties installed by the Company. The Company receives monthly service fees from such properties for its services. The Company recognizes the service fee ratably over the term of the contract. The prices for these services are fixed and determinable prior to delivery of the service. The fair value of these services is known due to objective and reliable evidence from standalone executed contracts. The Company reports such revenues as recurring revenues. Deferred revenue includes deferrals for the monthly support service fees. Long-term deferred revenue represents support service fees to be earned or provided beginning after June 30, 2018. Revenue recognized that has not yet been billed to a customer results in an asset as of the end of the period. As of June 30, 2017 and December 31, 2016, there was \$90,100 and \$193,400 recorded within accounts receivable, respectively, related to revenue recognized that has not yet been billed.

### **New Accounting Pronouncements**

For information regarding recent accounting pronouncements and their effect on the Company, see "New Accounting Pronouncements" in Note B of the Notes to Unaudited Condensed Consolidated Financial Statements contained herein.

**Revenues**

The table below outlines product versus recurring revenues for comparable periods:

	Three Months Ended					
	June 30, 2017		June 30, 2016		Variance	
Product	\$2,013,922	95%	\$2,165,510	96%	\$(151,588)	-7%
Recurring	110,201	5%	87,364	4%	22,837	26%
Total	\$2,124,123	100%	\$2,252,874	100%	\$(128,751)	-6%

	Six Months Ended					
	June 30, 2017		June 30, 2016		Variance	
Product	\$3,824,307	95%	\$4,995,550	96%	\$(1,171,243)	-23%
Recurring	213,043	5%	197,384	4%	15,569	8%
Total	\$4,037,350	100%	\$5,192,934	100%	\$(1,155,584)	-22%

***Product Revenue***

Product revenue principally arises from the sale and installation of the EcoSmart energy management platform. The EcoSmart Suite of products consists of thermostats, sensors, controllers, wireless networking products switches, outlets and a control platform.

For the three and six months ended June 30, 2017, product revenue decreased by 7% or \$0.2 million and 23% or \$1.2 million, respectively, when compared to the prior year periods. For the three months ended June 30, 2017, sales of actual product increased by \$0.2 million while installation revenue decreased by \$0.3 million. The hospitality market comprised \$1.5 million of product sales for the three months ended June 30, 2017, a \$0.2 million decrease from the prior year period. The education market sales for the three months ended June 30, 2017 decreased \$0.1 million to \$1.6 million from \$1.7 million for the prior year period. The Multiple Dwelling Unit (“MDU”) market increased \$0.2 million from \$0.0 million at June 30, 2016 to \$0.2 million for the current period. The hospitality market sales for the six months ended June 30, 2017 decreased \$0.9 million to \$2.9 million from \$3.8 million for the prior year period. The education market sales for the six months ended June 30, 2017 decreased \$0.1 million to \$0.7 million from \$0.8 million for the prior year period and the MDU market sales for the six months ended June 30, 2017 decreased \$0.1 million to \$0.3 million from \$0.4 million for the prior year period. The Company’s commitment to access distribution

channels through resellers and value added distribution partners remained stable. Product revenue derived from channel partners remained at \$2.1 million for both the six months ended June 30, 2017 and 2016.

***Recurring Revenue***

Recurring revenue is attributed to our call center support services. The Company recognizes revenue ratably over the service month for monthly support revenues and defers revenue for annual support services over the term of the service period. Recurring revenue consists of Telkonet's EcoCare service and support program.

For the three and six months ended June 30, 2017, recurring revenue increased by 26% and 8%, respectively, when compared to the prior year period.

**Cost of Sales**

	Three Months Ended					
	June 30, 2017		June 30, 2016		Variance	
Product	\$1,065,914	53%	\$1,117,017	52%	\$(51,103)	-5%
Recurring	32,627	30%	24,674	28%	7,953	32%
Total	\$1,098,541	52%	\$1,141,691	51%	\$(43,150)	-4%

	Six Months Ended					
	June 30, 2017		June 30, 2016		Variance	
Product	\$2,073,959	54%	\$2,423,264	49%	\$(349,305)	-14%
Recurring	62,645	29%	55,706	28%	6,939	12%
Total	\$2,136,604	53%	\$2,478,970	48%	\$(342,366)	-14%

***Costs of Product Sales***

Costs of product revenue include equipment and installation labor related to EcoSmart technology. For the three and six months ended June 30, 2017, product costs decreased by 5% and 14%, respectively, compared to the prior year periods. For the three month comparison, the materials costs as a percentage of product sales remained constant at 41% for the comparable periods. The cost of materials increased \$0.08 million and inventory adjustments increased \$0.05 million. The Company's use of outside contractors for installations decreased resulting in a \$0.11 million variance in contractor services costs. The decrease in installation sales resulted in a \$0.07 million decrease in salary, wages and travel expense. For the six month comparison, material costs decreased \$0.16 million, use of outside contractors for installations decreased resulting in a \$0.16 million variance in contractor services costs and a \$0.14 million decrease in salary, wages and travel expense. These decreases were offset by a \$0.08 million adjustment in inventory costs.

***Costs of Recurring Revenue***

Recurring costs are comprised of labor and telecommunication services for our customer service department. For the three and six months ended June 30, 2017, recurring costs increased by 32% and 12%, respectively, when compared to the prior year periods. All costs remained consistent for the comparable periods.

**Gross Profit**

## Three Months Ended

	June 30, 2017		June 30, 2016		Variance	
Product	\$948,008	47%	\$1,048,493	48%	\$(100,485)	-10%
Recurring	77,574	70%	62,690	72%	14,884	24%
Total	\$1,025,582	48%	\$1,111,183	49%	\$(85,601 )	-8%

## Six Months Ended

	June 30, 2017		June 30, 2016		Variance	
Product	\$1,750,348	46%	\$2,572,286	51%	\$(821,938)	-32%
Recurring	150,398	71%	141,678	72%	8,720	6%
Total	\$1,900,746	47%	\$2,713,964	52%	\$(813,218)	-30%



***Gross Profit on Product Revenue***

Gross profit for the three and six months ended June 30, 2017 decreased by 10% and 32%, respectively, when compared to the prior year periods. The actual gross profit percentage remained consistent at 47% and 48% for the three months ended June 30, 2017 and 2016, respectively. For the six months ended June 30, 2017 and 2016, the gross profit percentage decreased 5% from 51% at June 30, 2016 to 46% at June 30, 2017. The majority of the variance was due to inventory valuation adjustments.

***Gross Profit on Recurring Revenue***

The gross profit associated with recurring revenue increased by 24% and 6%, respectively, for the three and six months ended June 30, 2017 when compared to the prior year periods. For the three months ended June 30, 2017, the actual gross profit percentage decreased 2% compared to the prior year period, from 72% to 70%. For the six months ended June 30, 2017, the actual gross profit percentage decreased 1% compared to the prior year period, from 72% to 71%.

**Operating Expenses**

Three Months Ended June 30,  
2017          2016          Variance

Total   \$1,892,506   \$2,410,519   \$(518,013)   -21%

Six Months Ended June 30,  
2017          2016          Variance

Total   \$4,050,564   \$4,487,129   \$(436,565)   -10%