

PULLMAN DISPOSAL SERVICE, INC.

Pullman, Washington

Compiled Financial Statements

For the Years Ended December 31, 2018 and 2017

PULLMAN DISPOSAL SERVICE, INC.
Pullman, Washington

TABLE OF CONTENTS

	<u>PAGE</u>
Independent Accountant's Compilation Report	1
Balance Sheets	2
Income Statements	3
Statements of Changes in Stockholders' Equity	4
Statements of Cash Flows.....	5
Selected Information	6

To the Board of Directors
Pullman Disposal Service, Inc.
Pullman, WA 99163

Management is responsible for the accompanying financial statements of Pullman Disposal Service, Inc. (a Washington corporation), which comprise the balance sheets as of December 31, 2018 and 2017, and the related statements of income, changes in stockholders' equity and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

We draw your attention to Note 1 of the financial statements that discloses management has elected to omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

Hayden Ross, PLLC

Moscow, Idaho
April 11, 2019

PULLMAN DISPOSAL SERVICE, INC.
Pullman, Washington

BALANCE SHEETS
December 31, 2018 and 2017

	2018	2017
ASSETS		
Current assets		
Cash in bank	107,438	157,993
Petty cash	49	49
Accounts receivable, net of allowance for doubtful accounts (\$900 and \$758, respectively)	471,287	396,736
Inventory	42,691	33,191
Current portion of notes receivable	89,893	86,159
Total current assets	711,358	674,128
Property and equipment		
Land	103,598	103,598
Property and equipment	4,908,201	4,682,597
Accumulated depreciation	(3,905,420)	(3,620,618)
Net property and equipment	1,106,379	1,165,577
Other assets		
Cash surrender value - Beneficial Life	312,997	304,627
Cash surrender value - Northwestern Mutual Life	153,875	146,913
Note receivable - Bill Felsted	230,004	311,931
Note receivable - Felsted Broemmeling	21,985	26,218
Less: current portion of notes receivable	(89,893)	(86,159)
Net other assets	628,968	703,530
TOTAL ASSETS	\$ 2,446,705	\$ 2,543,235
LIABILITIES		
Current liabilities		
Accounts payable	153,329	155,855
City tax payable	38,410	34,674
Payroll liabilities	15,352	45,676
Sales tax payable	14,823	13,983
Federal income tax and penalties payable	15,607	109,168
Pension plan payable	80,000	-
Line of credit - Columbia Bank	20,504	44,592
Current portion of long-term debt	263,082	261,523
Total current liabilities	601,107	665,471
Long-term liabilities		
Note payable - Columbia State Bank #3290	64,930	191,336
Note payable - Columbia State Bank #2354	440,850	527,788
Note payable - Columbia State Bank #9985	174,969	-
Note payable - Wells Fargo #705	43,263	88,106
Note payable - Ford Credit	-	6,342
Less: loan fees net of amortization (\$2,010 and \$1,650, respectively)	(1,591)	(1,951)
Less: current portion of long-term debt	(263,082)	(261,523)
Total long-term liabilities	459,339	550,098
Deferred income taxes	144,926	196,760
TOTAL LIABILITIES	1,205,372	1,412,329
STOCKHOLDERS' EQUITY		
Common stock	50,000	50,000
Retained earnings	1,191,333	1,080,906
Total stockholders' equity	1,241,333	1,130,906
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 2,446,705	\$ 2,543,235

PULLMAN DISPOSAL SERVICE, INC.
Pullman, Washington

INCOME STATEMENTS
For the Years Ended December 31, 2018 and 2017

	2018	2017
Operating Revenue:		
Disposal service	4,932,183	4,521,762
Recycling	58,351	68,662
E-Waste	243	226
Miscellaneous	6,339	5,116
Total operating revenue	4,997,116	4,595,766
Operating Expenses:		
Advertising	32,820	21,191
Bad debt	5,882	5,682
Bank charges	8,161	8,504
Conferences and travel	284	1,316
Delivery and freight	14,348	4,840
Depreciation expense	286,105	334,959
Donations	5,100	3,501
Dues and subscriptions	13,875	11,187
Employee benefits	106,632	122,819
Equipment lease	3,103	4,022
Equipment repairs and maintenance	10,378	8,191
Fuel	151,439	116,220
Insurance and safety	45,893	46,262
Landfill fees	1,617,487	1,503,850
Legal and professional services	23,001	15,203
Licenses and taxes	665,203	647,372
Meals and entertainment	1,946	2,167
Miscellaneous	7,715	9,096
Office expenses	61,348	67,628
Officer life insurance	30,216	30,526
Oil	18,502	16,385
Other disposal costs	4,463	3,429
Parts	126,635	121,570
Pension plan	105,562	26,656
Printing service	3,048	4,597
Recycling center	59,138	7,778
Rent	128,400	128,400
Shop repairs and maintenance	38,067	-
Storm water regulation	7,849	5,246
Supplies	69,964	49,206
Tires	43,528	35,807
Tools	7,122	2,955
Wages and payroll taxes	1,094,011	1,074,063
Utilities	28,014	30,745
Total operating expenses	4,825,239	4,471,373
Net income before other income and expenses	171,877	124,393
Other income and expenses		
Life insurance value increase (decrease)	15,331	23,550
Interest income	12,706	14,425
Gain (loss) on disposal of assets	500	-
Interest expense	(31,539)	(40,553)
Net other income and expenses	(3,002)	(2,578)
Net income before income taxes	168,875	121,815
Income taxes		
Deferred income tax increase (decrease)	(51,834)	(110,871)
Income tax expense	80,059	136,779
Penalties and interest expense	724	2,389
Total income taxes	28,949	28,297
Net income	\$ 139,926	\$ 93,518

PULLMAN DISPOSAL SERVICE, INC.
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STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY
For the Years Ended December 31, 2018 and 2017

	<u>2018</u>	<u>2017</u>
COMMON STOCK	<u>50,000</u>	<u>50,000</u>
RETAINED EARNINGS		
Retained earnings - beginning	1,080,906	1,016,887
Dividends to shareholders	(29,499)	(29,499)
Net income	<u>139,926</u>	<u>93,518</u>
Retained earnings - ending	<u>1,191,333</u>	<u>1,080,906</u>
Total stockholders' equity	<u>\$ 1,241,333</u>	<u>\$ 1,130,906</u>

PULLMAN DISPOSAL SERVICE, INC.
Pullman, Washington

STATEMENTS OF CASH FLOWS
For the Years Ended December 31, 2018 and 2017

	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES		
Net income	139,926	93,518
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	286,105	334,959
Amortization of capitalized loan fees reported as interest expense	360	360
(Increase) decrease in cash value of life insurance	(15,331)	(23,550)
Gain (loss) on disposal of assets	(500)	-
Deferred income tax increase (decrease)	(51,834)	(110,871)
Decrease (increase) in:		
Accounts receivable	(74,551)	(35,314)
Dividends receivable	-	328
Inventory	(9,500)	(11,400)
Increase (decrease) in:		
Accounts payable	(2,525)	14,391
City tax payable	3,736	1,866
Payroll liabilities	(30,324)	11,166
Sales tax payable	840	776
Federal income tax and penalties payable	(93,561)	109,168
Pension plan payable	80,000	-
Dividends payable	-	(328)
Net cash provided by operating activities	232,841	385,069
CASH FLOWS FROM INVESTING ACTIVITIES		
Payments received from notes receivable	86,160	83,464
Proceeds from disposal of vehicles and equipment	500	-
Payments for purchase of fixed assets	(226,909)	-
Net cash provided by (used in) investing activities	(140,249)	83,464
CASH FLOWS FROM FINANCING ACTIVITIES		
Dividends paid	(29,499)	(29,499)
Payments on line of credit	(24,088)	(37,000)
Proceeds from long-term debt	174,969	-
Payments on long-term debt	(264,529)	(248,543)
Net cash used in financing activities	(143,147)	(315,042)
Net change in cash and cash equivalents	(50,555)	153,491
Cash and cash equivalents, beginning of year	158,042	4,551
Cash and cash equivalents, end of year	\$ 107,487	\$ 158,042
Cash paid during the year for interest	\$ 31,179	\$ 40,193
Cash paid during the year for income taxes and penalties	\$ 174,344	\$ 30,000

PULLMAN DISPOSAL SERVICE, INC.
Pullman, Washington

**SELECTED INFORMATION – SUBSTANTIALLY ALL OF THE DISCLOSURES REQUIRED BY THE U.S.
GAAP FINANCIAL REPORTING FRAMEWORK NOT INCLUDED**
December 31, 2018 and 2017

NOTE 1 Omission of Substantially All Disclosures

Management has elected to omit substantially all of the disclosures required by generally accepted principles as required by the U.S. GAAP financial reporting framework. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

NOTE 2 Adoption of ASU No. 2015-17, *Income Taxes (Topic 740) – Balance Sheet Classification of Deferred Taxes*

The FASB issued ASU No. 2015-17, *Income Taxes (Topic 740) – Balance Sheet Classification of Deferred Taxes*, which requires companies report deferred tax liabilities and deferred tax assets as a single noncurrent item on their classified balance sheets. Accordingly, the deferred taxes reported as a current liability in the amount of \$51,231 as of December 31, 2017 has been reclassified to a long-term liability. Other than the reclassification described, there was no change to stockholder's equity or the income statement for the year ended December 31, 2017.