

Bobby Wolford Trucking & Demolition, Inc.
 Profit and loss - Waste Disposal Activity
 Proforma Fiscal 2015

	Estimated Oct 14 - Sept 15	Pro Forma Oct 15 - Sept 16
Ordinary Income/Expense		
Waste Disposal Income	413,123	527,559
Cost of Sales		
Busines Insurance	7,791	7,986
Dump Fees	335,284	343,666
Safety and Compliance	512	525
License and Permits	798	818
Parts	16,191	16,596
Payroll Taxes - Trucking	9,774	10,018
Road Taxes	4,707	4,824
Truck Maintenance Costs	12,045	12,346
Truck Repairs	10,485	10,747
Labor Cost	7,406	7,591
Total COS	<u>404,993</u>	<u>415,118</u>
Gross Profit	8,130	112,441
Expense		
Advertising and Promotion	420	431
Business Taxes and License	6,035	6,186
Bank Card Fees	877	899
Computer and Internet Expenses	568	583
Depreciation Expense	21,429	21,429
Employee Benefits	6,694	6,861
Fuel Expense	7,969	8,169
Insurance Expense	147	150
Interest Expense	327	335
Meals and Entertainment	164	168
Office Expense	1,793	1,838
Payroll		
Wages	23,252	23,833
Payroll Taxes	1,779	1,823
Total Payroll	<u>25,031</u>	<u>25,657</u>
Professional Fees	4,208	4,313
Radio	658	674
Rent Expense	5,498	5,635
Repairs and Maintenance	380	389
Retirement Expense	616	632
Security	468	479
Taxes - Property	1,673	1,714
Telephone Expense	572	586
Travel Expense	337	345
Uniforms	468	480
Utilities	641	657
Total Expense	<u>87,353</u>	<u>89,001</u>
Net Income	(79,222)	23,440

Estimate Only

Assumptions:

- Proforma revenue based on prior year estimated revenue adjust for price increase on hauls of 27.7%
- Proforma cost of sales and operating expenses based on prior year estimate adjusted for inflation of 2.5%
- Proforma depreciation remains unchanged from prior year estimate