

BUSINESS INFORMATION

Name of Applicant Alex Overlan Eric Michelson
(must be individual, partners of a partnership or corporation)

Trade Name, if applicable Can't Stop Moving LLC

Physical Address 6328 Latona Ave NE Seattle WA 98115

Mailing Address Same

Telephone Number () 425-577-1524 Fax Number () _____

UBI #: 603-129-934 OK Email: info@cantstopmovers.com

USDOT #: 1934023 (If you currently don't have one, you can go online at www.fmcsca.dot.gov/online-registration to apply for one or call 360-596-3816 or 360-596-3803 for assistance.)

Have you established a Worker's Compensation Account with the Department of Labor & Industries?
 No Yes L & I Account No. _____ (required if you have employees.)

Have you registered with the Employment Security Department? No Yes
ESD No. _____ (required if you have employees)

Have you registered your business with the Department of Revenue? No Yes

TYPE OF BUSINESS STRUCTURE

Individual Partnership Corporation Other _____
(LP, LLP, LLC)

List the name, title and percentage of partner's share or stock distribution for major stockholders:

Name	Title	Stock Distribution or Percentage of Shares
<u>Alex Overlan</u>	<u>member</u>	<u>50%</u>
<u>Eric Michelson</u>	<u>member</u>	<u>50%</u>

Choose one of the following for the territory in which you wish to operate:

- All counties in the State of Washington
 The following named counties only:

Describe the services you wish to provide. Explain how your services will enhance customer choice, promote competition, or fill an unmet need for service:

We will provide Household Goods moving. We will provide another choice in residential & commercial moving. We believe we can provide exceptional quality & customer service at a price better than or similar to our competitors.

Briefly describe your experience in the transportation/household goods moving industry:

Before applying for our LLC we were a Partnership in the state of WA for 21 years. Our commitment to customer satisfaction has quickly ascended us up the ladder of established moving companies in the Seattle area.

Do you currently hold, or have you ever held, a permit to operate as a motor carrier of property?

No Yes If yes, please indicate your permit number _____

Have you ever applied for and been denied a permit to operate as a motor carrier of property in Washington? No Yes If yes, please explain _____

Do you currently operate interstate? No Yes If yes, please indicate your MC# _____ and USDOT# _____

Do you operate interstate as an agent of another company? No Yes If yes, what is the name of the company? _____

Do you have, or have you ever had a business related legal proceeding against you in Washington, or in any other state? No Yes If yes, please explain: _____

Have you ever been convicted of a crime? No Yes If yes, please explain: _____

Have you been cited for violation of state laws or Commission rules? No Yes If yes, please explain: We had our ^{operating} authority temporarily suspended due to insufficient insurance coverage, which has since been rectified.

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FINANCIAL STATEMENT *see attached*

You must complete the following financial statement or attach a balance sheet, profit and loss statement, or business plan.

Assets		Liabilities	
Cash in Bank	\$	Salaries/Wages Payable	\$
Notes Receivable	\$	Accounts Payable	\$
Investments	\$	Notes Payable	\$
Other Current Assets	\$	Mortgages Payable	\$
Prepaid Expenses	\$	TOTAL LIABILITIES	\$
Land and Buildings	\$	NET WORTH	
Trucks and Trailers	\$	Preferred Stock	\$
Office Furniture	\$	Common Stock	\$
Other Equipment	\$	Retained Earnings	\$
Other Assets	\$	Capital	\$
TOTAL ASSETS	\$	TOTAL LIABILITIES & NET WORTH	\$

EQUIPMENT LIST

Describe the equipment you will use (attach additional sheets if necessary).

Year	Make	License Number	Vehicle ID Number	Gross Vehicle Weight

SAFETY AND OPERATIONS

List the person and position responsible for understanding and complying with the Federal Motor Carrier Safety Regulations (FMCSR) and Washington State Laws and commission rules (WAC) as described below. Please refer to the WAC rules, Fact Sheets and publication "Your Guide to Achieving a Satisfactory Safety Rating" for assistance with requirements that may apply to your specific operations.

SAFETY RESPONSIBILITIES

COMMERCIAL DRIVER'S LICENSE (CDL) STANDARDS REQUIREMENT AND PENALTIES (Title 49, Code of Federal Regulations Part 383). If you operate commercial motor vehicles, your drivers must have a valid CDL.

DRIVER QUALIFICATION REQUIREMENTS: (Title 49, Code of Federal Regulations Part 391). Each of your drivers must meet minimum qualification requirements. You must maintain driver qualification files for each driver.

DRIVERS HOURS OF SERVICE (Title 49, Code of Federal Regulations Part 395). Each of your drivers must maintain hours of service logs. You must maintain true and accurate hours of service records for each driver.

CONTROLLED SUBSTANCE AND ALCOHOL USE AND TESTING (Title 49, Code of Federal Regulations Part 382 and Part 40). If you operate commercial motor vehicles, your drivers must be in a Controlled Substance and Alcohol Use and Testing program. You must have an alcohol and controlled substances testing program.

INSPECTION, REPAIR AND MAINTENANCE (Title 49, Code of Federal Regulations Part 396). You must systematically inspect, repair, and maintain all motor vehicles.

PARTS AND ACCESSORIES NECESSARY FOR SAFE OPERATION (Title 49, Code of Federal Regulations Part 393). You must maintain parts and accessories in a safe condition.

LIABILITY INSURANCE REQUIREMENTS (WAC 480-15-530). You must file and maintain proof of public liability and proper damage insurance (\$300,000 minimum coverage for vehicles under 10,000 pounds GVWR and \$750,000 minimum coverage for vehicles 10,000 pounds GVWR or more)

CARGO INSURANCE REQUIREMENTS (WAC 480-15-550). You must maintain cargo insurance coverage (\$10,000 for household goods transported in motor vehicles under 10,000 pounds GVWR and \$20,000 for vehicles 10,000 pounds GVWR or more).

Name:

Eric Michelson

Position:

member

OPERATIONAL RESPONSIBILITIES

Annual Reports and Regulatory Fees (WAC 480-15-480). You must annually file a report of your financial operations and pay regulatory fees.

Name: Eric Michelson

Position: member

STATE OF WASHINGTON – general laws, rules and regulations: Individuals and companies doing business in the State of Washington must comply with the regulations of local, state, and federal agencies. Please state the name and position of the person in your organization who will be responsible for ensuring compliance with the laws of the State of Washington, such as, but not limited to the Department of Labor and Industries (industrial insurance, safety, prevailing wage); Department of Licensing (vehicle and drivers licenses, business licensing, Unified Business Identifier (UBI number), fuel permits, fuel tax; Secretary of State (corporate registrations); Department of Transportation (over-size or over-weight permits); Department of Revenue and Internal Revenue Service (taxes); and Employment Security.

Name: Eric Michelson

Position: member

DECLARATION OF APPLICANT

I understand that filing this application does not in itself constitute authority to operate as a household goods mover.

As the applicant for a household goods permit, I understand the responsibilities of a motor carrier and I am in compliance with all local, state and federal regulations governing businesses, including household goods movers, in the state of Washington.

I understand that if the commission grants my application as a new entrant I will receive temporary authority to provide service as a household goods carrier on a provisional basis for at least six months. During this time, the commission will evaluate whether I have met the criteria in WAC 480-15-330 to obtain permanent authority. I also understand that I must comply with all conditions placed on my temporary permit and that failure to do so will result in cancellation of my permit.

My employees are sufficiently trained to comply with commission rules regarding estimates, bills of lading, rates and charges and terms and conditions of household goods moves. In addition, my employees are sufficiently trained to comply with commission rules regarding vehicle operation, maintenance, and all other safety requirements. My company will provide a copy of the customer survey to each customer for whom we provide transportation service.

I certify or declare under penalty of perjury under the laws of the State of Washington that the information contained in this application is true and correct.

Eric Michelson

Print name of applicant

[Signature]

Signature of Applicant

7/28/11 Seattle, WA

Date and Location

ATTACHMENT B

Transfer or Acquisition of Control

Applicant is seeking one of the following – please check one:

- Transfer Acquisition of Control

Current Name on Permit (Seller): Can't Stop Moving

Current Trade Name on Permit (Seller) Same

Address (Seller) 6328 Latona Ave NE Seattle 98115

HG Permit Number: 063768

Phone Number (Seller) 425-577-1524

Does the transfer of this permit fall under the provisions of WAC-480-15-335? No Yes
If yes, please complete Attachment C.

Have all fines or penalties owed to the commission been paid? No Yes

Has the closing annual report been filed with the commission? No Yes

A customer may file a loss or damage claim for up to nine months following a move and may file a loss or damage lawsuit for up to two years following a move. Who will be responsible for handling claims filed by customers for loss or damage that occurred on moves taking place prior to the sale and transfer/acquisition? _____

RELEASE OF AUTHORITY

I, the seller, have sold or otherwise released interest in my household goods permit number HG-063768 to the following:

Name of Buyer: Can't Stop Moving LLC

Trade Name of Buyer: _____

We, as applicants, hereby jointly declare and affirm that all information is true to the best of our knowledge.

[Signature] _____ 8/8/11 Seattle WA _____
Seller's Signature Date and Location

[Signature] _____ 8/8/11 Seattle WA _____
Buyer's Signature Date and Location

ATTACHMENT C

**TRANSFER OR ACQUISITION OF PERMANENT HOUSEHOLD GOODS AUTHORITY UNDER
EXCEPTIONS IN WAC 480-15-335**

1. The commission will grant an application for permanent authority without public notice or comment if the applicant is fit, willing and able to provide service and the application is filed to transfer or acquire control of permanent authority for one of the following reasons (check one, if applicable):
- A partnership has dissolved due to the death, bankruptcy, or withdrawal of a partner, and that partner's interest is being transferred to one or more of the remaining partners or a spouse;
 - A shareholder in a corporation has died and that shareholder's interest is being transferred to a surviving spouse or one or more surviving shareholders;
 - A sole proprietor has died and the interest is being transferred as property of the estate;
 - An individual has incorporated, and the same individual remains the majority shareholder;
 - An individual has added a partner, but the same individual remains the majority partner;
 - A corporation has dissolved and the interest is being transferred to the majority shareholder;
 - A partnership has dissolved and the interest is being transferred to the majority partner;
 - A partnership has incorporated and the partners are the majority shareholders; or
 - Ownership is being transferred from one corporation to another corporation when both are wholly owned by the same shareholders.

Documentation supporting the checked box, above, must be included with your application. You may submit a corporate resolution, partnership agreement, court order, death certificate, will or other proof of right to inherit, estate executor's statement, community property agreement or other such documentation that may support your request.

2. The Commission will grant an application for permanent authority without temporary permit operations following public notice or comment if the applicant is fit, willing and able to provide service and the application is filed to transfer or acquire control of permanent authority for the following reason:
- Ownership or control of a permit is being transferred to any shareholder, partner, family member, employee, or other person familiar with the company's operations and the household goods moving services provided. If you check this option, please complete the following:
 - a. Has the permit been actively used by the current owner to provide household goods moving services during the last twelve-month period? No Yes
 - b. Explain why the transfer of ownership or control is necessary to ensure the company's economic viability: _____

 - c. Describe the steps taken by the applicant and the current owner to ensure that safe operations and continuity of service to the customers are maintained: _____

**Executive Business Plan
Can't Stop Moving LLC**

6328 Latona Ave NE

Seattle, WA 98115

206-909-0605

425-577-1524

info@cantstopmovers.com

Executive Summary

Can't Stop Moving LLC is a household goods mover targeting the general population of Greater Seattle, with an emphasis on renters. There is a large market for household goods movers in the area, and we plan on providing service excellence to the field.

The business will be run as an LLC, with equal stakes between Co-Owners Alex Overlan and Eric Michelson. Alex has been moving for over 5 years, and before that worked at a concrete foundation business for 7 years, 2 of those years as a foreman. Eric has been working as a mover for 2.5 years, and has previously run his own driveway sealcoating business, and also a small retail cart in Downtown Boston. He has a diverse background in business, ranging from inside and outside sales, to an apprenticeship at a local retailer.

Eric and Alex are both very hands-on, with no middle management involved. Many area moving companies are riddled with absentee ownership and management which drives up costs. By outsourcing little to no administration or executive duties, we are able to keep our overhead down, maximizing profits while still offering a fair deal to the end-user.

We have maintained steady year-to-year growth, and our referral and repeat customer base is growing daily.

Objectives

Our objectives:

- To maintain a household goods moving service with the primary goal of meeting and exceeding customer expectations.
- Developing and maintaining our business with annual growth of 25%.
- Build a relationship within the community in order to develop networks.
- Expand our market into commercial moving for the plethora of local businesses in the Seattle area.

Mission

At Can't Stop Moving, we aim to do what others can't. We provide the highest quality service at an affordable price, and we have fun in the process. Our goal is to take the stress and confusion out of moving, and to make it as easy and painless as possible for our customers. There is no job too small or too large, and we welcome the opportunity for a challenge.

Keys to Success

- Owners are hands-on, from the first conversation through the end of the move.
- Excellent communication skills and very personable, friendly people to deal with whether it is over the phone or in person during the move.
- Our commitment to what we do. We are very dedicated to our jobs, and it shows in our work.

- Our philosophy is that we'd rather make our customers happy than make them pay us more money. We work quickly, and we would rather have a good referral than an extra hour of pay.

Company Summary

Can't Stop Moving will offer local moving throughout the Greater Seattle area. We will also offer packing and unpacking services, loading and unloading of trucks/storage units, piano moving, and furniture delivery. Seattle is a great location now due to the volume of first time homebuyers and young professionals, mainly in the fields of Internet, Computing, and Engineering, who are moving into homes at greatly reduced prices. Also, based on the number of young men and women, the market for renters who typically move every 1-2 years is very large. By attacking both demographics, we can expand our workload, and become a competitive company in this industry.

Also, we rent all of our vehicles. Although in the long term this is more costly than purchasing our trucks, it allows us flexibility, keeps overhead low, and ensures that we only pay for trucks when there is work to be done.

Start up Summary

Our costs:

- Insurance, Licensing, Marketing, Fuel, Supplies, Legal/Accounting, equipment, Rent, Utilities,

Short-term Assets:

- 60 Furniture pads \$600
- 12 Straps, Commercial Grade \$120
- 1000' Rope, 3/8" Heavy Duty \$150
- Computer(desktop) \$600
- 2 Computers(laptops) \$1,300
- 6 Furniture Dollies \$240
- 8 Appliance Dollies \$800
- 2000 Internation 4300 Truck \$6,500

Expected Yearly Costs:

Licensing/Registering the business	\$2000
Insurance	\$3500
Business Cards/Flyers	\$125
Computer	\$2000
Fuel	\$7800
Supplies	\$600
Equipment	\$1310
Legal/Accounting	\$1500
Rent	\$4080
Utilities	\$2500

Work phone	\$2000
Maintenance	\$4,000
Total Start-up Expenses	\$31415

Assets:

Capital	\$8000
Short-term Assets	\$10310
Total Assets	\$18310

Break Even analysis:

In order to compute a break-even analysis, we developed a formula to compute daily costs vs. profit.

Please note that the cost of our truck is \$49.17/day, and employees are paid at the rate of \$20/hr. Gas costs are estimated at \$.40/mile and 15 miles drive time per job. Rates for 3 men are \$130/hr.

NEW FORMULA (7/19/11)

$P=130h-\{(3)20h-55.9\}$ \$55.90 is gas/truck/insurance/mileage for Enterprise 24' assuming 500 miles per month @ 10mpg.

where 'p' is profit and 'h' is hours worked.

If $p=0$, then $h=.798$.

Further, if you multiply h by 60(minutes/hr), our break-even point would be 48 minutes into the job. The average job is roughly 3.81 hours, which, when put into the above formula in place of 'h', leaves an average profit per job of \$210.80

Assuming at a low estimate we could complete one job per day, before expenses(aside from the truck), we can reasonably expect to bring in \$6,324 per month.

Competitive Strategy:

Our strategy for becoming a leading provider of household goods services is simple.

- Treat every customer like gold- We know that the secret to success is good word of mouth, and we pledge to take care of our customers first and foremost.
- Be committed to what we do- By personally being involved on all of our jobs, we show our dedication and care. We exercise extreme caution in caring for the belongings of our customers, and take great pride in what we do
- Communication- Moving is very stressful to most people, and we help take the edge off from the first moment of contact. Superior communication skills and the ability to make people feel comfortable and at ease are major factors that will give us the edge over our competitors.

- No Middleman- There are no other employees at Can't Stop Moving, which allows customers direct access with anything they may need. It also eliminates the confusion of relaying information through an intermediary.

Marketing Strategy:

Our initial marketing strategy is targeting free advertising utilizing the internet. Searching craigslist.com can produce many customers looking for a reliable mover. Also, yelp.com and angleslist.com are referral sites which we expect to generate more than 80% of our business. As we expand, we plan on including print advertising through various local newspapers and internet mediums. In addition, we expect word-of-mouth referrals within the first 2 months to account for roughly 5-10% of business leads.