



621 Woodland Square Loop SE  
 Lacey, WA 98503  
 P.O. Box 47250  
 Olympia, WA 98504-7250  
 Phone: 360-664-1222  
 Email: transportation@utc.wa.gov

**CHECKLIST**

Ensure the following items are included with your Household Goods Moving application:

**Transfer an existing household goods moving company:**

- Completed application and correct fee
- Register with Department of Labor & Industries
- Register with Employment Security Department
- Register with Department of Revenue/Business Licensing Service (UBI #)
- Register with Secretary of State’s Office (if corporation or LLC)
- Completed required Household Goods Industry Training *\*Owner will complete the training.*
- Copy of valid driver’s license or government issued photo ID card for each person named in the application
- Evidence of your enrollment in a drug and alcohol testing program, or evidence that you have in place your own drug and alcohol testing program, *if your company operates commercial vehicles and has CDL drivers. See 49 CFR 382(e) and 383.5*
- Attachments B & C
- Closing annual report from the current company
- Evidence of insurance - combined single limit of public liability and property damage (Form E) and cargo insurance (Form H)

**HOUSEHOLD GOODS MOVING COMPANY  
 PERMIT APPLICATION**

<b>FOR OFFICAL USE ONLY</b>			
Date Filed: 1/20/2022	Company: Amazing Movers LLC		Docket #:
Receipt ID: 73542	Payment ID:	Amount Paid: \$250	
111-0268-207-02	111-0268-032-20		

**Type of Household Goods Authority Requested – Check One**

**Fee**

- Permanent authority to transfer resulting in a change in ownership or controlling interest (at least six months must be served on a temporary provisional basis). Complete pages 3-7, and Attachment B as well as submitting a closing annual report. **\$550**
- Permanent authority to transfer under the exceptions in **WAC 480-15-187**. Complete pages 3-7 and Attachments B & C. **\$250**



**Section 1 - BUSINESS INFORMATION - To Be Completed by the Company Assuming the Permit Authority**

Legal Name: **Amazing Moving & Storage LLC**

Trade Name, if Applicable: **Amazing Moving & Storage LLC**

Physical Address: **18525 NE Marine Dr. Portland OR 97230**

Mailing Address: **1700 Washington St. Vancouver WA 98660**

Telephone Number: **(503) 329-7854**

Email: **tcook@pacificbells.com**

Contact Name: **Tom Cook**

USDOT#: **3044306** If you do not have a USDOT number, go on-line at <https://cms8.fmcsa.dot.gov/registration/forms> to apply or call 360-596-3812 for assistance.

Is your business registered with the Department of Revenue?  No  Yes

Business License/UBI#: **604799481**

Department of Labor & Industries (L&I) Worker's Comp Account #: **876,036-03**

Employment Security Department (ESD) registration #: **000-424-569-008**

If you will not be setting up an account with L&I or ESD because you do not have employees, please explain how you plan to obtain workers. Per WAC 480-15-555, a criminal background check must be completed on each person you intend to hire. If you intend to hire day labor from a temp agency, they must perform the criminal background check. Refer also to WAC 480-15-302 and 305.

**Type of Business**

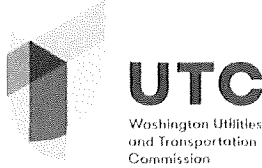
Individual  Partnership  Corporation  Other (LP, LLP, LLC)

State of Incorporation  
**Oregon**

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

Name	Title	Stock Distribution/% of Shares
<b>Tom Cook</b>	<b>Owner</b>	<b>100%</b>

**Provide a copy of a valid driver's license or government-issued photo identification card for each person named in the application. Upload or email as a separate attachment. Application processing will not begin until the commission/Licensing has received this.**



**Section 2 - APPLICATION QUESTIONNAIRE**

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

**Amazing Moving and Storage will maintain A+ Moving's focus on top-notch customer service, with an expanded footprint in Washington and Oregon.**

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

**I have been in the moving industry for nearly a decade.**

3. Do you currently hold, or have you ever held, a Household Goods permit in Washington?

No  Yes If yes, please indicate your permit number:

4. Have you ever applied for and been denied a Household Goods permit in Washington?

No  Yes If yes, please explain:

**I sponsored my nephew's application years ago. The application was denied due to my nephew's disqualifying background check.**

5. Do you currently operate interstate?  No  Yes

If yes, please indicate your MC# **51074**

6. If you have interstate authority, have you registered for Unified Carrier Registration?  No  Yes

7. Do you operate interstate as an agent of another company?  No  Yes

If yes, what is the name of the company?

8. Have you completed commission-sponsored training?  No  Yes If "yes" date:

\*Owner will complete the training.

9. Will you be employing CDL drivers?  No  Yes

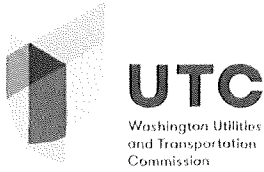
If "yes", you must attach evidence of enrollment in a drug and alcohol testing program.

**Please answer the following questions completely. If there are multiple persons listed in this application with legal proceedings or criminal convictions to declare, provide documentation on a separate attachment.**

10. Does any person named in this application have, or has ever had a business-related legal proceeding against you in Washington state, or in any other state?  No  Yes If "yes" please list below\*:

Type of Legal Proceeding	Date	State

\*attach additional pages if necessary



11. Has any person named in this application ever been convicted of any crime involving theft, burglary, assault, sexual misconduct, identity theft, fraud, false statements, or the manufacture, sale, or distribution of a controlled substance?  No  Yes If yes, please list below\*:

Type of Conviction	Date	State

\*attach additional pages if necessary

12. Has any person named in this application, been 1) convicted of a criminal offense in Washington state; 2) found to have committed a civil offense in Washington state, or 3) found to have violated commission rules?  No  Yes If yes, please list below\*:

Violation	Date of conviction	RCW/WAC

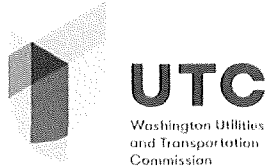
\*attach additional pages if necessary

13. If you would like to receive information about new household goods carriers, check here

Section 3 - FINANCIAL STATEMENT			
Complete the following or attach a balance sheet, profit and loss statement, or business plan.			
Assets		Liabilities	
Cash in Bank		Salaries/Wages Payable	
Notes Received		Accounts Payable	
Investments		Notes Payable	
Other Current Assets		Mortgages Payable	
Prepaid Expenses	Please see attached.	<b>Total Liabilities</b>	
Land and Buildings		Net Worth	
Trucks and Trailers		Preferred Stock	
Office Furniture		Common Stock	
Other Equipment		Retained Earnings	
Other Assets		Capital	
<b>TOTAL ASSETS</b>		<b>TOTAL LIABILITIES AND NET WORTH</b>	

Section 4 - EQUIPMENT LIST				
List the equipment you own or lease to provide moving services (attach additional sheets if necessary). You must own or have a long-term lease for any vehicle you operate, you may not rent vehicles on a job-by-job basis.				
Year	Make	License Number	Vehicle ID (VIN)	GVW
2013	FRHT	C45054N	3ALACWDT7DDFE2473	26,000
2020	IHC	2892043	3HAEUMML6LL235530	26,000
2020	IHC	2942858	3HAEUMML8LL666144	26,000
2022	IHC	3079924	3HAEUMMLXNL389967	26,000

\*attach additional pages if necessary



**Section 5 – SAFETY**

Identify the person and position responsible for understanding and complying with the Federal Motor Carrier Safety Regulations (FMCSR), Washington state laws (RCW) 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.

**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. **Please attach evidence of your enrollment in a drug and alcohol testing program if your company has commercial vehicles and employs CDL drivers.**

**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.

**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: **Tom Cook**

Position: **Owner**

**Section 6 - OPERATIONAL RESPONSIBILITIES**

Identify the person and position responsible for understanding and complying with the requirements of each category shown below.

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

Name: **Tom Cook**

Position: **Owner**

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 & 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, Internal Revenue Service (taxes); and Employment Security.

Name: **Tom Cook**

Position: **Owner**



**Section 7 - DECLARATION OF APPLICANT**

INITIAL

**TC**

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

**TC**

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.

**TC**

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 480-15-305 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.

**TC**

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.

**TC**

I understand the commission will complete a criminal background check on each person named in the application.

**TC**

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.

Applicant Name: **Tom Cook**

Date: **12/21/2021**

**Section 8 - ADDITIONAL REQUIRED ATTACHMENTS**

- For Permanent authority to transfer resulting in a change in ownership or controlling interest (at least six months must be served on a temporary provisional basis), complete *ATTACHMENT B – TRANSFER OF HOUSEHOLD GOODS AUTHORITY* as well as submitting a closing annual report.
- For Permanent authority to transfer under the exceptions in WAC 480-15-187, complete pages 3-7 and *ATTACHMENTS B & C – TRANSFER OF HOUSEHOLD GOODS AUTHORITY* pages 1 and 2.



**ATTACHMENT B**

**Transfer of Household Goods Authority  
Per WAC 480-15-187**

Current Legal Name on Permit (Seller): **A+ Moving LLC**

Current Trade Name on Permit (Seller): **A+ Moving LLC**

Address (Seller): **1700 Washington St. Vancouver WA 98660**

HG or THG Permit Number: **069123**

Phone Number (Seller): **(360) 553-5993**

Does the transfer of this permit fall under the provisions of WAC-480-15-187(2) or (3)?

No  Yes If yes, please complete page 2 / Attachment C.

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

**A closing annual report must have been filed with the commission by the current company.**

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?

Contact name: **Tom Cook**

Contact phone number: **(503) 329-7854**

Contact email address: **tcook@pacificbells.com**

**RELEASE OF AUTHORITY**

I, the seller, have sold or otherwise released interest in my household goods permit number HG- **069123** to the following:

Legal Name of Buyer: **Amazing Moving and Storage LLC**

Trade Name of Buyer:

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

**Jen Cook**  
Name and Title of Seller

DocuSigned by:  
*Jennifer Cook*  
9917F6F62CFD4C7... \_\_\_\_\_ **12/22/2021**

**Tom Cook**  
Name and Title of Buyer

DocuSigned by: *Signature*  
*Tom Cook*  
93965D2C3C584A8... \_\_\_\_\_ **12/22/2021**  
Signature Date



## ATTACHMENT C

### TRANSFER OF PERMANENT HOUSEHOLD GOODS AUTHORITY UNDER EXCEPTIONS IN WAC 480-15-187(2) or (3)

1. The commission will grant an application to transfer existing permanent authority, without requiring a provisional permit, 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 any 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 a spouse or to one or more remaining partners;
  - 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, the sole proprietor devised or bequeathed the company by will, and the applicant is seeking transfer of the permit in accordance with the bequest or devise set forth in the will.
  - 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 requiring a provisional permit after the application has been published on the application docket subject to comment for thirty days if the applicant is fit, willing, and able to provide service, the applicant has filed to transfer control of permanent authority, and all the following conditions exist:
- Ownership 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 twelve-month period prior to the application?     No  Yes
    - b. Provide a certified statement from the applicant and the current owner explaining why the transfer is necessary to ensure the company's economic viability.
    - c. Provide a certified statement from the applicant and the current owner describing the steps taken by the parties to ensure that safe operations and continuity of service to customers is maintained.



CERTIFIED STATEMENT FROM APPLICANT AND CURRENT OWNER

**WAC 480-15-187**

**(3) The commission will grant an application for permanent authority without requiring a provisional permit after the application has been published on the application docket subject to comment for thirty days if the applicant is fit, willing, and able to provide service, the applicant has filed to transfer control of permanent authority, and all of the following conditions exist:**

Tom Cook is fit, willing and able to provide service. Tom has successfully operated a number of businesses, including an Oregon household good moving company, Amazing Moving LLC. Tom has been involved in the successful operation of A+ Moving and Storage LLC from the outset. Tom and Jennifer Cook have filed this application to transfer control of permanent authority.

**(a) Ownership 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.**

Ownership of the permit would transfer to Tom Cook, a family member of Jennifer Cook. Tom is familiar with the operations and household goods moving services and has been closely involved in the business operations.

**(b) The permit has been actively used by the current owner to provide household goods moving services during the twelve-month period prior to the application.**

Jennifer Cook has actively used the permit in the past twelve months, providing household goods moving services.

**(c) The application includes a certified statement from the applicant and the current owner explaining why the transfer is necessary to ensure the company's economic viability.**

The current owner Jennifer Cook is retiring from the business, and her husband, Tom Cook, will continue to uphold the Company's values of excellent customer service and competitive pricing. Tom will help the Company to be efficient and to run profitably. Amazing Moving and Storage already operates in Oregon, and it will be efficient to combine Washington and Oregon operations in one company.

**(d) The application includes a certified statement from the applicant and the current owner describing the steps taken by the parties to ensure that safe operations and continuity of service to customers is maintained.**

Tom has been oriented to the business and is familiar with the operations. He has been involved in the operations from the outset of the business and in the

last several months he has taken the lead. The employees and managers will all remain employed and the business will continue to operate uninterrupted. Tom is familiar with the safety standards and will maintain all company policies and procedures without any change to the Washington operations. All existing safety protocols will be maintained.

**We hereby declare and certify that the above information is true and accurate to the best of our knowledge.**

---

**Jennifer Cook**

**DATE**

DocuSigned by:  
*Jennifer Cook*  
9917F6F82CFD4C7...

1/12/2022

**Tom Cook**

**DATE**

DocuSigned by:  
*Tom Cook*  
93965D2C3C584A8...

1/12/2022

**EBITDA - Income Statement - Amazing  
FY2021 P06**

	Amazing Moving LLC					
	Actual (FY2021 P06)	Actual (% of Income)	Budget (FY2021 P06)	Budget (% of Income)	YTD Actual (FY2021 P01 - FY2021 P06)	YTD Actual (% of Income)
<b>Revenue</b>						
5000 - Interstate Moves	\$33,301.56	30.63%	\$26,250.00	30.56%	\$119,662.39	27.04%
5001 - Office Moves	\$0.00	0.00%	\$12,937.88	15.06%	\$6,996.54	1.58%
5002 - Household Good Moves	\$61,398.98	56.48%	\$42,064.56	48.98%	\$280,710.19	63.44%
5003 - Labor Only Moves	\$14,004.87	12.88%	\$4,630.94	5.39%	\$35,145.55	7.94%
<b>Total Revenue</b>	<b>\$108,705.41</b>	<b>100.00%</b>	<b>\$85,883.38</b>	<b>100.00%</b>	<b>\$442,514.67</b>	<b>100.00%</b>
<b>Cost of Goods Sold</b>						
6020 - Job Supplies- COS	\$147.06	0.14%	\$944.72	1.10%	\$2,847.94	0.64%
6030 - Equipment Rental - COS	\$10,145.19	9.33%	\$4,950.00	5.76%	\$16,403.11	3.71%
6035 - Shrink Wrap COS	\$0.00	0.00%	\$400.00	0.47%	\$3,175.80	0.72%
6040 - Toll Fee's - COS	\$0.00	0.00%	\$34.35	0.04%	\$754.65	0.17%
6060 - Fuel - COS	\$1,859.83	1.71%	\$2,662.38	3.10%	\$9,029.52	2.04%
6070 - Damages - COS	\$0.00	0.00%	\$0.00	0.00%	\$850.00	0.19%
<b>Total COGS</b>	<b>\$12,152.08</b>	<b>11.18%</b>	<b>\$8,991.45</b>	<b>10.47%</b>	<b>\$33,061.02</b>	<b>7.47%</b>
<b>Gross Profit</b>	<b>\$96,553.33</b>	<b>88.82%</b>	<b>\$76,891.93</b>	<b>89.53%</b>	<b>\$409,453.65</b>	<b>92.53%</b>
<b>Expenses</b>						
<b>Direct Labor</b>						
8100 - Wages - Hourly	\$24,480.13	22.52%	\$25,893.38	30.15%	\$106,029.04	23.96%
8220 - Wages - Overtime	\$7,367.47	6.78%	\$0.00	0.00%	\$21,910.18	4.95%
8350 - Wages - Salary	\$5,200.00	4.78%	\$7,106.67	8.27%	\$31,200.00	7.05%
8200 - Hourly Payroll - Guest Services	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%
<b>Total Direct Labor</b>	<b>\$37,047.60</b>	<b>34.08%</b>	<b>\$33,000.05</b>	<b>38.42%</b>	<b>\$159,139.22</b>	<b>35.96%</b>
<b>Indirect Labor</b>						
8390 - Payroll Taxes	\$4,163.65	3.83%	\$4,163.58	4.85%	\$21,005.05	4.75%
8410 - Worker's Compensation	\$2,237.75	2.06%	\$3,087.53	3.60%	\$15,496.50	3.50%
8430 - PTO Paid-Time-Off	\$0.00	0.00%	\$423.99	0.49%	\$0.00	0.00%
8450 - Bonuses	\$0.00	0.00%	\$850.00	0.99%	\$643.50	0.15%
<b>Total Indirect Labor</b>	<b>\$6,401.40</b>	<b>5.89%</b>	<b>\$8,525.10</b>	<b>9.93%</b>	<b>\$37,145.05</b>	<b>8.39%</b>
<b>Total Labor</b>	<b>\$43,449.00</b>	<b>39.97%</b>	<b>\$41,525.15</b>	<b>48.35%</b>	<b>\$196,284.27</b>	<b>44.36%</b>
<b>Controllable Expense</b>						
8610 - Bank and Credit Card Fees	\$2,113.37	1.94%	\$3,134.74	3.65%	\$11,024.73	2.49%
8630 - Cash & Credit Card Over/Short	\$0.00	0.00%	\$0.00	0.00%	\$2,395.00	0.54%
8660 - Dues & Subscriptions	\$14.09	0.01%	\$83.33	0.10%	\$129.51	0.03%
8690 - Licenses	\$396.50	0.36%	\$0.00	0.00%	\$1,709.44	0.39%
8700 - Repair & Maintenance	\$1,418.48	1.30%	\$1,666.67	1.94%	\$5,636.68	1.27%
8720 - Office Supplies	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%
8750 - Outside Services - Contract	\$424.87	0.39%	\$400.00	0.47%	\$3,074.90	0.69%
8760 - Telephone Service	\$0.00	0.00%	\$65.00	0.08%	\$126.85	0.03%
8780 - Uniforms	\$0.00	0.00%	\$0.00	0.00%	\$2,263.46	0.51%
8832 - Recruiting Fees	\$171.38	0.16%	\$0.00	0.00%	\$546.38	0.12%
<b>Total - Controllable Expense</b>	<b>\$4,538.69</b>	<b>4.18%</b>	<b>\$5,349.74</b>	<b>6.23%</b>	<b>\$26,906.95</b>	<b>6.08%</b>
<b>Advertising</b>						
8920 - Local Advertising	\$2,754.00	2.53%	\$1,285.00	1.50%	\$15,752.50	3.56%
<b>Total - Advertising</b>	<b>\$2,754.00</b>	<b>2.53%</b>	<b>\$1,285.00</b>	<b>1.50%</b>	<b>\$15,752.50</b>	<b>3.56%</b>
<b>PAA</b>	<b>\$45,811.64</b>	<b>42.14%</b>	<b>\$28,732.04</b>	<b>33.45%</b>	<b>\$170,509.93</b>	<b>38.53%</b>
<b>Non-Controllable Expenses - IDA</b>						
9030 - Depreciation	\$848.92	0.78%	\$848.92	0.99%	\$5,093.52	1.15%
9050 - Interest Expense	\$634.85	0.58%	\$503.92	0.59%	\$3,942.12	0.89%
<b>Non-Controllable Expense - Other</b>						
9070 - Insurance- General Liability	\$5,837.59	5.37%	\$4,805.21	5.60%	\$40,299.70	9.11%
9080 - Rent	\$6,254.79	5.75%	\$4,790.00	5.58%	\$30,080.11	6.80%
<b>Total Non-Controllable Expenses</b>	<b>\$13,576.15</b>	<b>12.49%</b>	<b>\$10,948.05</b>	<b>12.75%</b>	<b>\$79,415.45</b>	<b>17.95%</b>
<b>Administrative Expense</b>						
9410 - Admin Rent Expense	\$408.00	0.38%	\$0.00	0.00%	\$2,408.00	0.54%
9420 - Travel & Lodging	\$4,982.09	4.58%	\$2,900.00	3.38%	\$9,979.97	2.26%
9442 - Admin Cell Phone	\$0.00	0.00%	\$0.00	0.00%	\$1,985.83	0.45%
9460 - Auto Expense	\$33.60	0.03%	\$0.00	0.00%	\$282.41	0.06%
9480 - HR Recruitment & Placement	\$0.00	0.00%	\$166.67	0.19%	\$60.00	0.01%
9500 - Legal & Accounting	\$270.00	0.25%	\$166.67	0.19%	\$5,304.81	1.20%
9515 - Member Payments	(\$3,250.00)	(2.99%)	(\$5,643.80)	(6.57%)	(\$19,500.00)	(4.41%)
9571 - GA Distribution	\$1,000.00	0.92%	\$1,000.00	1.16%	\$4,000.00	0.90%
9490 - Admin Business Meals	\$364.02	0.33%	\$0.00	0.00%	\$1,822.74	0.41%
9510 - Consulting	\$0.00	0.00%	\$0.00	0.00%	\$581.38	0.13%
<b>Total - Administrative Expense</b>	<b>\$3,807.71</b>	<b>3.50%</b>	<b>(\$1,410.46)</b>	<b>(1.64%)</b>	<b>\$6,925.14</b>	<b>1.56%</b>
<b>Total Expense</b>	<b>\$68,125.55</b>	<b>62.67%</b>	<b>\$57,697.48</b>	<b>67.18%</b>	<b>\$325,284.31</b>	<b>73.51%</b>
<b>Other Income &amp; Expense</b>						
9585 - Miscellaneous Expense	(\$788.74)	(0.73%)	\$0.00	0.00%	(\$1,024.56)	(0.23%)
<b>Total - Other Income &amp; Expense</b>	<b>(\$788.74)</b>	<b>(0.73%)</b>	<b>\$0.00</b>	<b>0.00%</b>	<b>(\$1,024.56)</b>	<b>(0.23%)</b>
<b>Net Income</b>	<b>\$27,639.04</b>	<b>25.43%</b>	<b>\$19,194.45</b>	<b>22.35%</b>	<b>\$83,144.78</b>	<b>18.79%</b>
<b>Earnings Before Income Tax</b>	<b>\$27,639.04</b>	<b>25.43%</b>	<b>\$19,194.45</b>	<b>22.35%</b>	<b>\$83,144.78</b>	<b>18.79%</b>
<b>EBITDA</b>	<b>\$29,122.81</b>	<b>26.79%</b>	<b>\$20,547.29</b>	<b>23.92%</b>	<b>\$92,180.42</b>	<b>20.83%</b>