

Ed's Disposal, Inc.
BALANCE SHEET
As of September 30, 2016 and March 31, 2017

		Sept 2016	Mar 2017
ASSETS			
Current assets:			
1000	Cash and cash equivalents	\$ 35,319	\$ 144,342
1100	Accounts receivable, net of allowance for doubtful accounts	150,104	197,542
	Due From Related party	-	-
1150	Prepays and Other	-	-
	Total current assets	185,424	341,884
Property and equipment,			
1200	Equipment and Vechicles	1,257,506	1,269,450
1250	Less: Accumulated Depreciation	(719,994)	(777,331)
	Net Property and Equipment	537,512	492,119
1500	Other Assets	-	-
1300	Land and Improvements	-	-
	Total Assets	\$722,936	\$834,003
LIABILITIES AND EQUITY			
Current liabilities:			
2050	Accounts Payable	\$ 9,730	\$ 78,003
2100	Accrued Liabilities	4,143	30,058
2150	Accrued Business Taxes	36,444	43,088
2550	Due to Related Party	216,165	98,512
	Current Portion of Long Term Debt		
2400	Deferred Revenue	36,676	38,718
	Total Current Liabilities	303,158	288,381
Long Term liabilities:			
	Long Term Debt	-	-
	Other liabilities	-	-
	Total Long Term Liabilities	-	-
	Total liabilities	303,158	288,381
Equity:			
2700	Common Stock and Paid in Capital	198,300	198,300
2720	Retained Earnings	221,478	347,323
	Total equity	419,778	545,623
	Total liabilities and equity	\$ 722,936	\$ 834,003

**ED'S DISPOSAL, INC.
INCOME STATEMENT**

Source: PBS Monthly Income Statements

	Line	2016_04	2016_05	2016_06	2016_07	2016_08	2016_09	2016_10	2016_11	2016_12	2017_01	2017_02	2017_03	Total
Operating Revenues														
WUTC Revenue														
Residential Sales	1	58,602	57,615	57,823	58,111	58,704	59,256	57,563	59,627	55,527	58,631	58,489	62,957	702,904
Commercial Sales	2	14,637	15,407	15,330	15,055	15,351	15,584	15,534	15,371	15,293	14,783	16,172	16,269	184,786
Industrial Sales	3	13,237	14,213	11,839	11,028	16,551	16,888	15,143	14,555	11,838	9,146	9,939	19,539	163,914
Pass Through Revenue	4	9,757	8,977	8,275	9,690	8,987	6,413	12,846	14,025	11,231	7,144	9,812	12,885	120,042
Other Revenue	5	239	297	253	288	252	277	303	527	484	239	409	344	3,912
Total WUTC Revenue		96,471	96,509	93,519	94,172	99,844	98,418	101,390	104,105	94,373	89,942	94,822	111,993	1,175,558
West Richland Revenue														
Residential Sales	6	70,780	70,578	70,662	71,178	70,965	72,850	71,408	70,290	71,951	77,989	77,135	77,725	873,511
Commercial Sales	7	10,457	10,576	10,640	10,671	10,555	10,710	10,633	10,889	10,791	11,480	11,409	11,162	129,972
Industrial Revenue	8	10,402	8,246	5,990	5,239	5,971	6,477	5,675	6,170	5,202	4,373	6,324	9,192	79,261
Pass Through Revenue	9	9,266	7,373	4,138	3,780	4,128	5,209	4,853	5,454	3,879	3,429	4,934	7,857	64,299
Total West Richland Revenue		100,904	96,773	91,430	90,868	91,618	95,245	92,569	92,803	91,823	97,271	99,802	105,937	1,147,042
Benton City Revenue														
Residential Sales	10	15,585	18,124	15,966	18,382	15,997	17,732	16,842	17,678	16,298	17,921	15,886	19,104	205,514
Commercial Sales	11	9,178	9,434	9,332	9,736	9,711	9,750	9,807	9,819	9,838	9,517	10,263	10,738	117,123
Industrial Revenue	12	861	1,330	1,367	(222)	3,148	6,076	2,111	2,303	2,057	1,145	1,098	1,026	22,301
Pass Through Revenue	13	71	246	721	2,573	961	1,053	1,008	1,865	564	94	212	116	9,485
Total Benton City Revenue		25,694	29,135	27,386	30,469	29,816	34,612	29,768	31,665	28,756	28,677	27,459	30,985	354,423
Richland Revenue	14	2,987	3,314	3,090	3,509	3,324	4,090	3,211	3,952	3,466	4,276	3,936	4,799	43,954
Misc / Rec Revenue	15	655	2,470	1,235	3,946	989	(1,306)	1,544	1,070	658	523	764	1,491	14,040
Total Other Revenues		3,642	5,784	4,325	7,455	4,313	2,784	4,755	5,022	4,124	4,799	4,700	6,290	57,995
TOTAL OPERATING REVENUE		226,711	228,201	216,660	222,964	225,592	231,059	228,482	233,595	219,076	220,690	226,783	255,205	2,735,018
Revenue Reduction														
Disposal Fees-Transfer Stn	16	98,664	113,771	94,203	88,416	95,458	96,032	89,415	95,508	73,005	50,580	63,349	86,769	1,045,169
Revenue Reductions		98,664	113,771	94,203	88,416	95,458	96,032	89,415	95,508	73,005	50,580	63,349	86,769	1,045,169
NET REVENUE		128,047	114,430	122,457	134,548	130,134	135,027	139,067	138,087	146,071	170,110	163,434	168,437	1,689,849
Operating Expenses														
Driver Labor Costs														
Wages - Salaried														
Wages - Regular	18	17,661	20,973	19,679	19,664	20,809	17,794	18,865	21,001	30,119	25,131	16,470	8,476	236,643
Wages - Overtime	19	4,988	3,211	2,385	2,699	2,968	3,018	1,904	2,602	1,326	2,526	1,927	2,553	32,105
Wages - Vacation	20	836	836	836	836	836	836	836	836	4,360	1,226	1,226	1,226	14,722
Group Insurance	21	2,788	2,600	2,600	2,600	2,600	2,600	2,600	9,250	3,554	2,754	2,754	2,754	39,455
Employee Benefits Costs	22	1,172	705	721	724	727	1,017	701	725	677	1,002	932	1,323	10,426
Workers Comp Insurance	23	2,752	1,829	(3,267)	1,777	1,901	2,341	1,623	1,772	1,425	1,725	1,702	2,284	17,864
Payroll Taxes	24	2,672	1,704	1,686	1,700	1,675	2,371	1,499	1,531	1,491	1,937	1,702	2,192	22,161
Other Employee Costs	25	372	661	141	141	851	324	218	860	1,302	781	267	274	6,192
Total Driver Labor Costs		33,240	32,518	24,782	30,142	32,367	30,301	28,245	38,578	44,253	37,081	26,980	21,082	379,569
Roll Off Driver Costs														
Wages - Regular	26	2,119	2,988	3,292	2,084	3,385	2,585	3,224	3,216	3,953	3,368	3,122	4,682	38,019
Wages - Overtime	27	1,313	799	496	617	559	1,609	972	822	847	533	868	1,445	10,881
Wages - Vacation	28	195	195	195	195	195	195	195	195	205	212	212	212	2,403
Group Insurance	29	558	558	558	558	558	558	558	1,888	748	688	688	688	8,604

**ED'S DISPOSAL, INC.
INCOME STATEMENT**

Source: PBS Monthly Income Statements

	Line	2016_04	2016_05	2016_06	2016_07	2016_08	2016_09	2016_10	2016_11	2016_12	2017_01	2017_02	2017_03	Total
Employee Benefits Costs	30	303	202	201	202	193	328	221	214	213	240	221	328	2,865
Workers Comp Insurance	31	500	374	(689)	265	363	600	390	380	362	390	401	646	3,981
Payroll Taxes	32	499	320	319	320	325	566	355	342	341	407	368	536	4,697
Other Employee Costs	33	-	-	-	-	-	-	-	-	75	-	50	-	125
Total Roll Off Driver Costs		5,486	5,437	4,371	4,241	5,577	6,441	5,915	7,057	6,744	5,839	5,929	8,538	71,575
Fleet Equipment Costs														
Insurance Premiums	34	509	523	526	434	434	434	438	461	436	635	635	635	6,099
Depr - Fleet Equip	35	7,889	7,889	8,674	9,721	7,366	7,366	7,366	7,366	7,366	7,366	7,366	7,366	93,101
Depr - Shop/Misc Equip	36	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent - Maint Fac. & Trucks	37	1,505	1,505	1,505	1,505	1,505	1,505	1,505	1,505	1,505	1,505	1,505	1,505	18,060
Rent - Fuel Station	38	-	-	-	-	-	-	-	-	-	-	-	-	-
Vehicle License & Regs	39	11	877	-	-	504	-	-	-	-	-	788	1,557	3,737
Total Fleet Equipment Costs		9,914	10,794	10,705	11,660	9,809	9,305	9,309	9,332	9,307	9,505	10,293	11,062	120,997
Fleet Equip-Shop Labor Exp														
Wages - Regular	40	2,864	5,012	(1,059)	3,312	2,938	3,132	3,519	3,431	8,598	2,850	3,440	3,061	41,098
Wages - Overtime	41	871	677	333	808	540	978	822	588	487	526	782	685	8,096
Wages - Vacation	42	270	270	270	270	270	270	270	270	295	307	307	307	3,376
Group Insurance	43	558	558	558	558	558	558	558	1,888	748	688	688	688	8,604
Employee Benefit Costs	44	296	207	201	236	214	323	228	221	216	227	233	318	2,919
Workers Comp Insurance	45	536	369	(762)	374	276	538	375	352	329	326	390	573	3,677
Payroll Taxes	46	487	329	319	381	342	536	367	335	335	384	386	518	4,719
Other Employee Costs	47	-	-	-	-	-	-	-	-	-	-	-	-	-
Contract Labor	48	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Fleet Equip Labor Costs		5,882	7,422	(141)	5,938	5,137	6,335	6,138	7,085	11,009	5,308	6,227	6,150	72,489
Fleet Equipment Fixed Costs														
Maint - Fleet Equip	49	2,936	4,590	3,341	2,572	3,268	3,931	1,577	1,633	3,748	2,730	5,617	2,000	37,945
Maint - Lubricants	50	-	-	-	-	-	-	-	-	-	-	-	-	-
Maint - Tires	51	873	2,254	4,299	2,232	298	2,636	4,259	5,848	10,816	(5,212)	3,754	204	32,262
Maint - Outside Repair	52	1,634	-	-	4,144	-	-	-	-	7,365	540	294	410	14,387
Maint - Building	53	-	-	-	-	-	-	-	-	-	-	-	-	-
Shop Supplies & Sm Tools	54	917	-	-	-	480	-	-	-	-	-	-	-	1,398
Utilities	55	47	39	78	-	33	37	42	-	138	25	-	60	500
Fuel Expense	56	13,514	17,650	14,859	13,171	17,226	17,455	16,508	16,595	17,320	17,855	16,639	19,762	198,553
Total Fleet Equip Maint & Fuel Exp		19,921	24,533	22,578	22,119	21,306	24,060	22,386	24,075	39,387	15,939	26,305	22,435	285,043
Container Equipment Costs														
Rent - Carts	57	20,571	20,558	20,715	20,448	20,468	21,935	20,945	20,980	20,967	20,967	20,967	22,596	252,117
Depreciation - Containers	58	2,210	2,210	2,209	2,209	2,209	2,209	2,209	2,209	2,209	2,046	2,046	2,145	26,123
Property Taxes-Containers	59	-	-	-	-	-	-	1,720	-	-	-	-	-	1,720
Total Container Equip Fixed Costs		22,781	22,768	22,924	22,658	22,677	24,144	24,875	23,189	23,177	23,013	23,013	24,742	279,960
Container Delivery Costs														
Wages - Regular	60	2,800	3,379	2,990	2,992	3,141	4,611	3,141	3,141	3,074	2,882	3,206	4,516	39,873
Group Insurance	61	1,603	1,246	1,122	1,359	1,569	2,338	1,659	4,692	1,676	1,448	1,611	1,670	21,994
Employee Benefit Costs	62	275	203	189	173	191	303	196	214	172	159	183	252	2,511
Workers Comp Insurance	63	517	372	(629)	323	355	571	361	388	323	293	351	529	3,753
Payroll Taxes	64	490	322	324	296	301	513	375	343	261	284	302	433	4,245
Maint - Container Equip	65	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Container Equip Variable Cost		5,685	5,522	3,997	5,144	5,557	8,337	5,731	8,778	5,506	5,066	5,653	7,400	72,376

**ED'S DISPOSAL, INC.
INCOME STATEMENT**

Source: PBS Monthly Income Statements

Line	2016_04	2016_05	2016_06	2016_07	2016_08	2016_09	2016_10	2016_11	2016_12	2017_01	2017_02	2017_03	Total	
Insurance Expense														
Property & Liability Ins	66	74	76	76	621	621	621	627	660	624	948	948	948	6,846
Self Insurance - Premium	67	-	-	-	-	-	-	-	-	-	-	-	-	-
Property Damage	68	-	-	250	-	-	-	-	400	-	-	-	-	650
Total Insurance Expense		74	76	326	621	621	621	627	660	1,024	948	948	948	7,496
Operating Tax Expense														
Taxes - Contract Areas	69	69	63	88	69	110	77	110	73	-	2,655	-	-	3,313
State Exise Tax	70	2,718	2,930	2,818	3,085	3,100	3,118	3,081	3,119	(623)	6,626	3,094	3,266	36,332
WUTC Regulatory Fee Exp	71	412	413	402	403	427	421	433	445	392	385	405	481	5,019
Other Taxes & Licenses	72	1,580	289	-	-	-	-	-	30	-	30	-	500	2,429
Total Tax Expense		4,780	3,694	3,308	3,557	3,637	3,615	3,625	3,667	(231)	9,695	3,500	4,247	47,093
COST OF OPERATIONS		107,761	112,764	92,850	106,079	106,688	113,160	106,851	122,422	140,177	112,395	108,848	106,604	1,336,599
GROSS PROFIT - OPERATIONS		20,286	1,666	29,607	28,469	23,445	21,867	32,216	15,665	5,895	57,715	54,586	61,832	353,249
General & Administrative Expense														
Stockholder Salary														
Stockholder - Salary	73	4,200	5,905	6,059	-	509	(1,690)	174	193	1,205	-	2,179	7,625	26,359
Stockholder - Vacation														-
Group Insurance														-
Workers Comp Insurance														-
Stockholder Benefits Costs														-
Payroll Taxes														-
Other Stockholder Exp														-
Total stockholder Compensation		4,200	5,905	6,059	-	509	(1,690)	174	193	1,205	-	2,179	7,625	26,359
Office Salaries														
CSR - Wages	74	3,496	3,752	3,324	3,290	4,121	3,505	3,219	2,714	5,621	3,912	3,365	3,563	43,881
CSR - Vacation	75	-	-	-	-	-	-	-	-	-	-	-	-	-
Group Insurance	76	1,005	1,005	1,005	1,005	1,005	1,005	1,005	2,335	1,042	1,141	1,141	1,141	13,834
Workers Comp Insurance	77	19	14	(17)	12	14	19	12	10	10	10	13	20	136
Employee Benefit Costs	78	286	200	201	205	203	284	193	193	314	188	199	288	2,754
Payroll Taxes	79	465	317	318	323	322	467	305	304	312	309	330	466	4,238
Other Employee Costs	80	-	-	-	-	-	-	-	-	30	-	-	-	30
Contract Labor	81	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Office Compensation		5,271	5,288	4,831	4,836	5,664	5,280	4,735	5,556	7,329	5,559	5,047	5,478	64,873
Other General & Admin Expenses														
Rent - Office Facility	82	46	46	46	46	46	46	46	46	46	46	46	46	550
Depr - Office Equip	83	645	645	645	645	645	645	645	645	645	645	645	645	7,740
Building & Property Maint	84	40	144	100	121	95	40	186	88	118	84	692	203	1,911
Office Supplies & Equip	85	1,487	2,626	2,841	2,842	2,395	2,472	2,324	2,747	2,479	2,130	1,956	2,673	28,972
Computer Expense	86	1,868	1,899	2,581	3,963	3,489	1,935	1,825	2,789	2,060	7,291	2,590	4,656	36,945
Utilities	87	225	324	288	(101)	172	214	180	102	144	376	435	287	2,646
Telephone Internet & Radio	88	588	590	594	542	815	566	655	671	602	580	630	712	7,545
Dues & Subscriptions	89	495	495	495	495	495	495	495	495	995	795	990	-	6,740
Contributions	90	-	7,621	-	-	-	-	-	-	-	-	-	-	7,621
Bad Debts & Collection Cst	91	89	229	3	355	438	794	122	516	(9,881)	172	17	719	(6,427)
Newsletter Expense	92	-	-	-	-	-	-	-	-	-	-	-	-	-
Advertising	93	34	(9)	-	10	29	44	35	-	-	-	456	26	625
Business Travel	94	-	-	-	-	-	-	-	-	-	-	-	-	-

**ED'S DISPOSAL, INC.
INCOME STATEMENT**

Source: PBS Monthly Income Statements

	Line	2016_04	2016_05	2016_06	2016_07	2016_08	2016_09	2016_10	2016_11	2016_12	2017_01	2017_02	2017_03	Total
Consulting & Lobbying Fees	95	-	1,176	588	1,165	657	588	588	588	588	-	137	-	6,075
Law & Outside Accounting	96	1,021	1,118	547	370	208	6	401	882	665	5,378	2,333	2,842	15,771
Legal Fees PLP Matters	97	-	-	-	-	-	-	-	-	-	-	-	-	-
Seminars & Education	98	-	-	-	-	-	-	-	-	-	-	-	-	-
Misc Expense	99	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Other Gen & Admin Exp		6,537	16,905	8,728	10,453	9,483	7,844	7,502	9,570	(1,540)	17,496	10,927	12,809	116,714
Total General & Administrative Exp		16,008	28,097	19,618	15,289	15,657	11,433	12,411	15,319	6,995	23,055	18,152	25,911	207,946
Other Income / (Expense)														
Misc Revenue	100													
Gain/Loss Sale of Equip	101													
Interest Income	102													
Interest Expense	103													
Federal Inc Tax Provisions	104													
Total Other Income/Exp														
NET INCOME		4,278	(26,431)	9,989	13,181	7,789	10,434	19,805	346	(1,101)	34,660	36,434	35,921	145,304