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MONT. P.S. COMMISSION

# Montana Public Service Commission

## Motor Carrier Annual Report

<b>Carrier Name (EXACTLY AS SHOWN ON PSC AUTHORITY)</b>	<b>KARST STAGE</b>
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<b>PSC Number</b>	<b>3596</b>	See General Instruction # 5
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See General Instruction # 1	
<b>Reporting Year</b>	<b>2015</b>
<b>Reporting Period (if other than calendar year)</b>	mm/yyyy to mm/yyyy format
	<input type="text"/> / <input type="text"/> to <input type="text"/> / <input type="text"/>

<b>CARRIER OFFICIAL ADDRESS (SHOW AS ON FILE IN COMMISSION RECORDS)</b>	<b>511 N WALACE BOZEMAN, MT 59715</b>
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<b>Carrier e-mail address</b>	<b>dmartin@karststage.com</b>
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<b>Person Completing Report</b>	
<b>Name</b>	<b>DAN MARTIN</b>
<b>Phone Number</b>	<b>406.556.3500</b>
<b>E-mail Address</b>	<b>dmartin@karststage.com</b>

<b>Check One</b>	
<b>YES</b>	<input checked="" type="checkbox"/>
<b>NO</b>	<input type="checkbox"/>
<b>WERE REGULATED INTRASTATE MOVEMENTS CONDUCTED DURING THE FILING PERIOD?</b>	
<b>If NO See General instruction #3</b>	

Montana Public Service Commission  
 Transportation Division  
 1701 Prospect Avenue / PO Box 202601  
 Helena, MT 59620-2601

Name	KARST STAGE	
PSC #	3596	
Year	2015	
<b>INTRASTATE REVENUES</b>		
	Household Goods	
	Passengers	\$536,454
	Class C	
	Class D (Garbage)	
	<b>TOTAL INTRASTATE REVENUE</b>	<b>\$536,454</b>
<b>INCOME STATEMENT</b>		
<b>Operating Revenue</b>		
	Intrastate Revenue	\$536,454
	Interstate Revenue	\$2,167,519
	Non-Regulated Revenue	\$1,861,554
	<b>TOTAL REVENUE</b>	<b>\$4,565,527</b>
<b>Operating Expenses</b>		
<b>Salaries &amp; Wages</b>		
	Salaries—Officers & Supervisory Personnel	
	Clerical & Administrative	
	Drivers & Helpers	
	Cargo Handlers	
	Vehicle Repair & Service	
	Other Labor	
<b>Fringes</b>		
	Payroll Taxes	
	Workman's Compensation	
	Pension & Welfare Expenses	
<b>Operating Supplies &amp; Expenses</b>		
	Fuel for Motor Vehicles	
	Vehicle Parts	
	Other Operating Supplies & Expenses	
<b>Operating Taxes &amp; Licenses</b>		
	Gas, Fuel and Oil Taxes	
	Real Estate & Personal Property Taxes	
	Vehicle License & Registration Fees	
	Other Taxes	
<b>Depreciation &amp; Amortization</b>		
	Revenue Equipment	
	Other	
<b>Purchased Transportation</b>		
	With Driver	
	Without Driver	
	Other Purchased Transportation	
<b>Office/General</b>		
	Insurance	
	Communications & Utilities	
	Building & Office Equipment Rents	
	General Supplies & Expenses	
	Miscellaneous Expenses	
	Gain on Disposition of Operating Assets	
	Loss on Disposition of Operating Asset (enter as positive number)	
	<b>TOTAL EXPENSES</b>	
	<b>NET INCOME OR (LOSS)</b>	<b>\$4,565,527</b>

See  
Income  
Statement  
Attached

**Karst Stage General Ledger**  
**Profit & Loss**  
January through December 2015

Jan - Dec 15

Ordinary Income/Expense

Income

4090 · Interstate Charter Revenue	2,167,518.65
4150 · Intrastate Airport Revenue	536,454.29
4200 · Other Revenue	<u>1,861,554.31</u>
<b>Total Income</b>	<b>4,565,527.25</b>

Expense

6210 · Salaries-Supervision	127,100.08
6220 · Salaries-Clerical	178,976.67
6225 · Salaries - Sales / Marketing	15,109.95
6230 · Salaries-Coach Drivers	1,000,775.18
6240 · Salaries-S/B Route Drivers	11,120.00
6241 · Salaries-Driver Training	22,236.37
6245 · Salaries-Coach Mechanics	143,467.32
6255 · Misc Labor - Wash Bay	46,461.18
6260 · Payroll Tax Expense	158,769.04
6265 · Employee Workman's Comp Expense	74,411.62
6270 · Employee Benefits	63,541.70
6271 · Employer IRA Contribution	12,353.65
6275 · Bonus Expense	212,702.19
6280 · Outside Charter Service-Subcont	1,947.00
6600 · Office Supplies	5,898.28
6610 · Office Computer Maint.	26,468.65
6620 · Wash Bay Shop Supplies	14,453.88
6621 · Mechanic Shop Supplies	11,751.72
6630 · Postage	2,404.83
6640 · Membership Dues	14,261.96
6650 · Advertising	15,996.32
6660 · Contributions	8,776.23
6670 · Bank Charges	32,701.53
6680 · Trade Material & Publications	842.19
6690 · Meals / Driver's Per-Diems	33,507.00
6691 · Meals & Travel Expense	23,097.38
6692 · O/S Driver Lodging	13,070.47
6695 · Sublet Service	7,211.50
6700 · Drug Tests & Physicals	9,321.40
6710 · Audit Expense	2,063.86
6720 · Legal Expense	3,446.07
6730 · Safety & Training	17,206.82
6740 · Telephone	49,108.41
6800 · Rent	189,849.02
6810 · Misc. Equipment Rental	2,330.18
6820 · Maint Real Estate	21,210.02

**Karst Stage General Ledger**  
**Profit & Loss**  
January through December 2015

	<u>Jan - Dec 15</u>
6862 · NPS Fees	-1,379.00
6867 · Airport Fees	315.00
6870 · Utilities	21,827.79
6880 · Insurance	123,964.94
6885 · Taxes-fuel & mileage	-7,420.34
6887 · Taxes-License fees	16,061.07
6888 · Taxes-Real Estate	30,954.34
6890 · Taxes-Consumer Counsel Fee	516.96
6895 · Taxes-Business license	50.00
6900 · Maint-School Bus	2,772.39
6910 · Maint-Charter Coach	423,176.15
6915 · Maint-Company Vehicles	6,427.49
6920 · Deprec Exp-School Bus	2,594.84
6930 · Deprec Exp-Charter Coach	216,492.32
6940 · Deprec Exp-Land & Bldg	9,749.52
6950 · Gasoline	53,009.04
6960 · Diesel	237,582.40
6961 · Fuel - Skyline reduction	-68,904.98
6980 · Tires	43,275.81
6990 · Income Tax	34,543.98
<b>Total Expense</b>	<u><u>3,719,659.39</u></u>
 <b>Net Ordinary Income</b>	 845,867.86
 <b>Other Income/Expense</b>	
<b>Other Income</b>	
7020 · Other Income - Gratuities Paid	0.00
7040 · Other Income-Interest	481.73
7045 · Other Income-Intercompany	262,757.00
7050 · Other Income - Transit	168,625.00
<b>Total Other Income</b>	<u>431,863.73</u>
 <b>Other Expense</b>	
8010 · Interest Expense	125,584.66
8020 · Bad Debt Expense	12,293.12
8030 · Customer Expense	7,109.09
8040 · Lawsuit Payout	107,500.00
8045 · Other Expense-Intercompany Airp	262,757.00
8050 · Other Expense - Transit	168,625.00
<b>Total Other Expense</b>	<u><u>683,868.87</u></u>
 <b>Net Other Income</b>	 <u><u>-252,005.14</u></u>
 <b>Net Income</b>	 <u><u><u>593,862.72</u></u></u>

Name	KARST STAGE	
PSC #	3596	
Year	2015	
<b>BALANCE SHEET (ASSETS)</b>		
<b><u>CURRENT ASSETS</u></b>		
	Cash & Working Funds	
	Special Deposits	
	Temporary Cash Investments	
	Notes Receivable	
	Accounts Receivable	
	Prepayments	
	Materials & Supplies	
	Other Current Assets	
<b>TOTAL CURRENT ASSETS</b>		
<b><u>TANGIBLE PROPERTY</u></b>		
	Carrier Operating Property	
	<b>Less: Reserve for Depreciation (enter positive numbers only)</b>	
	Carrier Operating Property Leased to Others	
	<b>Less: Reserve for Depreciation (enter positive numbers only)</b>	
	Non-Carrier Operating Property	
	<b>Less: Reserve for Depreciation (enter positive numbers only)</b>	
<b>TOTAL TANGIBLE PROPERTY</b>		
<b><u>INTANGIBLE PROPERTY</u></b>		
	Organization, Franchises & Permits	
	<b>Less: Reserve for Amortization (enter positive numbers only)</b>	
	Other Intangible Property	
	<b>Less: Reserve for Amortization (enter positive numbers only)</b>	
<b>TOTAL INTANGIBLE PROPERTY</b>		
<b>Other Accounts</b>		
	Investment Securities and Advances	
	Special Funds	
	Deferred Debits	
	<b>Total Other</b>	
<b>TOTAL ASSETS</b>		

See Balance Sheet Attached

Name	KARST STAGE	
PSC #	3596	
Year	2015	
<b>BALANCE SHEET (LIABILITIES)</b>		
<b>CURRENT LIABILITIES</b>		
Notes Payable & Matured Long Term Obligations		
Accounts Payable		
Wages Payable		
C.O.D.'s Unremitted		
Taxes Accrued		
Interest Accrued		
Matured Interest		
Other Current Liabilities		
<b>TOTAL CURRENT LIABILITIES</b>		
<b>LONG TERM DEBT DUE WITHIN ONE YEAR</b>		
Equipment Obligations and other Debt		
<b>LONG TERM DEBT DUE AFTER ONE YEAR</b>		
Advances Payable		
Equipment Obligations		
Less reacquired and nominally issued (enter positive number only)		
Other Long Term Obligations		
Less reacquired and nominally issued (enter positive number only)		
<b>TOTAL LONG TERM DEBT</b>		
<b>Other</b>		
Total Deferred Credits		
Total Reserves		
<b>TOTAL OTHER</b>		
<b>SHAREHOLDERS' (OR PROPRIETORS') EQUITY</b>		
Capital Stock		
Proprietors' Capital		
Retained Earnings		
<b>TOTAL SHAREHOLDERS' (OR PROPRIETORS') EQUITY</b>		
<b>TOTAL LIABILITIES &amp; SHAREHOLDERS' (OR PROPRIETORS') EQUITY</b>		
<b>TOTAL ASSETS</b>		
DO TOTAL ASSETS EQUAL TOTAL LIABILITIES & SHAREHOLDERS' (OR PROPRIETORS) EQUITY? IF NOT PLEASE REVIEW AND MAKE CORRECTIONS.		

See Balance Sheet Attached

**Karst Stage General Ledger**  
**Balance Sheet**  
As of December 31, 2015

Dec 31, 15

**ASSETS**

<b>Current Assets</b>	
<b>Checking/Savings</b>	
1040 · Business Ck'ing 1st Interstate	-79,018.77
1060 · Money Market 1st Interstate	100,382.45
1070 · Stockman Bank - Checking	100.00
1080 · Stockman Bank - Money Market	446,229.39
<b>Total Checking/Savings</b>	<u>467,693.07</u>
<b>Accounts Receivable</b>	
1121 · A/R - Charter	384,627.25
1122 · A/R - Airport	4,881.33
<b>Total Accounts Receivable</b>	<u>389,508.58</u>
<b>Other Current Assets</b>	
1140 · Accounts Receivable Other (JP)	41,027.58
1141 · A/R JP's prior to 11/1/12	58,546.13
1151 · Accounts Receivable Other (DM)	12,000.00
1152 · Martin Land Loan	71,430.41
1180 · Allowance For Doubtful Accounts	-13,491.75
1200 · Prepaid Taxes	5,848.65
<b>Total Other Current Assets</b>	<u>175,361.02</u>
<b>Total Current Assets</b>	1,032,562.67
<b>Fixed Assets</b>	
1300 · Bus Inventory	8,736,092.96
1320 · Accumulated Depreciation	-5,507,145.82
1340 · School Bus Inventory	288,813.63
1360 · Accum. Deprec.-School Bus Inven	-233,107.99
1380 · Machinery & Shop Equipment	21,200.00
1400 · Accum Deprec Machine & Shop	-16,617.73
1420 · Shop Equipment Other	55,073.38
1440 · Accum Deprec Shop Equip Other	-35,221.55
1460 · Furniture & Fixtures	215,185.42
1480 · Accum Deprec Furn & Fixtures	-199,984.63
1500 · Company Vehicles	110,765.75
1520 · Accum Deprec Company Vehicles	-36,854.13
1530 · Leasehold Improvements	9,385.00
1550 · Accum Depreciation - LH Improv	-250.23
<b>Total Fixed Assets</b>	<u>3,407,334.06</u>
<b>Other Assets</b>	
1280 · Parts Inventory	173,438.54
1295 · Goodwill	563,299.00
1296 · Loan Fee	348.00
1297 · IMG Stock Purchase	1,500.00
<b>Total Other Assets</b>	<u>738,585.54</u>
<b>TOTAL ASSETS</b>	<u><u>5,178,482.27</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · *Accounts Payable	58,755.26
<b>Total Accounts Payable</b>	<u>58,755.26</u>
<b>Credit Cards</b>	
2015 · Chase Ink CC	44,511.99
<b>Total Credit Cards</b>	<u>44,511.99</u>
<b>Other Current Liabilities</b>	
2020 · Customer Deposits & Refunds	234,264.27
2040 · PrePaid Clearinghouse	104,089.42
2055 · Deposit Paid - Billings Bld.	-2,000.00

9:12 AM  
02/29/16  
Accrual Basis

**Karst Stage General Ledger**  
**Balance Sheet**  
**As of December 31, 2015**

	<u>Dec 31, 15</u>
2060 · Line of Credit	-5,151.02
2080 · Accrued Bonus	30,476.80
2090 · Accrued Payroll	14,210.17
2100 · Accrued Payroll Liabilities	-26,717.73
2120 · Insurance-Accrued	65,797.06
2125 · Accrued Interest - Lawsuit	107,500.00
2140 · Accrued Legal & Audit	5,033.01
<b>Total Other Current Liabilities</b>	<u>527,501.98</u>
<b>Total Current Liabilities</b>	630,769.23
<b>Long Term Liabilities</b>	
2180 · Notes Payable - Audi	51,940.00
2240 · Notes Payable - 1st Interstate	744,350.26
2251 · N/P - Volvo - 420 & 422	648,368.27
2252 · N/P - Mercedes Benz #53	19,190.16
2280 · Notes Payable-Officers	696,950.41
2281 · N/P - Jerry Stock Loan	42,313.63
2321 · N/P Stockman 416 - 427 /5 Buses	661,203.51
2381 · Notes Payable-1st Inter. #20	17,746.39
2382 · Notes Payable-1st Inter. #22	17,746.39
2383 · Notes Payable - Ally - Unit#16	18,607.54
2384 · Notes Payable - Ally - Unit#18	18,607.54
2800 · Deferred Taxes	159,700.00
<b>Total Long Term Liabilities</b>	<u>3,096,724.10</u>
<b>Total Liabilities</b>	3,727,493.33
<b>Equity</b>	
2900 · Retained Earnings	807,126.22
2910 · Capital Stock	50,000.00
Net Income	593,862.72
<b>Total Equity</b>	<u>1,450,988.94</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>5,178,482.27</u></u>



Name	KARST STAGE
PSC#	3596
YEAR	2015

# OATH

STATE OF           MONTANA          

SS.

County of           GALLATIN          

I, the undersigned representative of the motor carrier, above named, on my oath say that the foregoing return has been prepared, under my direction, from the original books, papers and records of said motor carrier; that I have carefully examined the same and declare the same to be a complete and correct statement of the business and affairs of said motor carrier in respect to each and every matter and thing therein set forth, to the best of my knowledge, information and belief; and I further say that no deductions were made before stating the gross earnings or receipts herein set forth except those shown in the foregoing accounts; and that the accounts and figures contained in the foregoing return embrace all of the financial operations of said motor carrier during the period for which said return is filed.

*[Handwritten Signature]*

(Signature of owner/officer/authorized representative)

GM

(Title)

SUBSCRIBED AND SWORN to before me this  
29<sup>th</sup> day of February 20 16

*[Handwritten Signature: Diane Rhodes]*

Notary Public

In and for the State of Montana

(SEAL)

Residing at Manhattan, MT

My Commission Expires 11/15/2018

