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MONT. P.S. COMMISSION

Montana Public Service Commission

Motor Carrier Annual Report

Carrier Name
(EXACTLY AS
SHOWN ON
PSC
AUTHORITY)

Karst Stage

PSC Number

3596 See General Instruction # 5

See General Instruction # 1

Reporting Year

2016

Reporting Period (if other than
calendar year)

mm/yyyy to mm/yyyy format

/ to /

CARRIER
OFFICIAL
ADDRESS
(SHOW AS ON
FILE IN
COMMISSION
RECORDS)

511 N Wallace
Bozeman, MT 59715

Carrier e-mail
address

dmartin@karststage.com

Person Completing Report

Name Daniel Martin

Phone Number 406-556-3500

E-mail Address dmartin@karststage.com

Check One

YES Y
NO

WERE REGULATED INTRASTATE MOVEMENTS
CONDUCTED DURING THE FILING PERIOD?

If NO See General
instruction #3

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

Name	Karst Stage	
PSC #	3596	
Year	2016	

INTRASTATE REVENUES

Household Goods	
Passengers	\$511,290
Class C	
Class D (Garbage)	
TOTAL INTRASTATE REVENUE	\$511,290

INCOME STATEMENT

Operating Revenue

Intrastate Revenue	\$511,290
Interstate Revenue	\$2,819,734
Non-Regulated Revenue	<u>\$1,737,226</u>
TOTAL REVENUE	\$5,068,250

Operating Expenses

Salaries & Wages

Salaries—Officers & Supervisory Personnel	
Clerical & Administrative	
Drivers & Helpers	
Cargo Handlers	
Vehicle Repair & Service	
Other Labor	

Fringes

Payroll Taxes	
Workman's Compensation	
Pension & Welfare Expenses	

Operating Supplies & Expenses

Fuel for Motor Vehicles	
Vehicle Parts	
Other Operating Supplies & Expenses	

Operating Taxes & Licenses

Gas, Fuel and Oil Taxes	
Real Estate & Personal Property Taxes	
Vehicle License & Registration Fees	
Other Taxes	

Depreciation & Amortization

Revenue Equipment	
Other	

Purchased Transportation

With Driver	
Without Driver	
Other Purchased Transportation	

Office/General

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)	
TOTAL EXPENSES	\$0

NET INCOME OR (LOSS)

\$5,068,250

See attached income statement

Karst Stage General Ledger
Profit & Loss by Class
 January through December 2016

Jan - Dec 16

Ordinary Income/Expense

Income

Interstate Charter Revenue	2,819,733.90
Intrastate Airport Revenue	511,290.11
Other Revenue	<u>1,737,225.74</u>

Total Income

5,068,249.75

Gross Profit

5,068,249.75

Expense

6210 · Salaries-Supervision	176,672.91
6220 · Salaries-Clerical	186,591.15
6225 · Salaries - Sales / Marketing	11,846.70
6230 · Salaries-Coach Drivers	1,125,825.90
6240 · Salaries-S/B Route Drivers	10,320.00
6241 · Salaries-Driver Training	29,275.06
6245 · Salaries-Coach Mechanics	122,786.22
6255 · Misc Labor - Wash Bay	47,651.61
6260 · Payroll Tax Expense	174,962.59
6265 · Employee Workman's Comp Expense	71,396.67
6270 · Employee Benefits	66,078.90
6271 · Employer IRA Contribution	13,177.22
6275 · Bonus Expense	174,816.02
6600 · Office Supplies	21,341.05
6610 · Office Computer Maint.	13,854.01
6620 · Wash Bay Shop Supplies	26,972.27
6621 · Mechanic Shop Supplies	10,739.30
6630 · Postage	1,845.28
6640 · Membership Dues	27,517.12
6650 · Advertising	19,287.01
6660 · Contributions	17,433.98
6670 · Bank Charges	36,514.82
6690 · Meals / Driver's Per-Diems	37,440.00
6691 · Meals & Travel Expense	30,857.17
6692 · O/S Driver Lodging	16,094.34
6695 · Sublet Service	5,840.83
6700 · Drug Tests & Physicals	9,104.40
6710 · Audit Expense	19,650.00
6720 · Legal Expense	2,160.00
6730 · Safety & Training	7,239.31
6740 · Telephone	41,088.67
6800 · Rent	206,063.28
6810 · Misc. Equipment Rental	1,398.96
6820 · Maint Real Estate	7,233.85
6862 · NPS Fees	-652.04
6867 · Airport Fees	1,298.00
6870 · Utilities	21,847.91

Karst Stage General Ledger
Profit & Loss by Class
January through December 2016

	<u>Jan - Dec 16</u>
6880 · Insurance	91,723.65
6885 · Taxes-fuel & mileage	-469.45
6887 · Taxes-License fees	16,267.55
6888 · Taxes-Real Estate	6,642.04
6890 · Taxes-Consumer Counsel Fee	249.22
6895 · Taxes-Business license	50.00
6900 · Maint-School Bus	6,160.75
6910 · Maint-Charter Coach	424,338.33
6915 · Maint-Company Vehicles	3,507.29
6920 · Deprec Exp-School Bus	2,594.84
6930 · Deprec Exp-Charter Coach	259,356.06
6940 · Deprec Exp-Land & Bldg	9,153.08
6950 · Gasoline	48,547.31
6960 · Diesel	212,031.16
6961 · Fuel - Skyline reduction	-51,478.38
6980 · Tires	55,256.49
6990 · Income Tax	5,740.66
Total Expense	<u>3,883,241.07</u>
Net Ordinary Income	1,185,008.68
Other Income/Expense	
Other Income	
7020 · Other Income - Gratuities Paid	-8,261.32
7040 · Other Income-Interest	1,171.11
7045 · Other Income-Intercompany	311,395.00
7050 · Other Income - Transit	149,060.00
7080 · Sale of Equipment	285.75
Total Other Income	<u>453,650.54</u>
Other Expense	
8010 · Interest Expense	139,818.46
8030 · Customer Expense	4,476.09
8045 · Other Expense-Intercompany Airp	311,395.00
8050 · Other Expense - Transit	149,559.00
8065 · Other Expense	180.00
8075 · Suspense	-3,265.30
Total Other Expense	<u>602,163.25</u>
Net Other Income	<u>-148,512.71</u>
Net Income	<u><u>1,036,495.97</u></u>

Name	Karst Stage
PSC #	3596
Year	2016

**BALANCE SHEET
(ASSETS)**

CURRENT ASSETS

Cash & Working Funds
Special Deposits
Temporary Cash Investments
Notes Receivable
Accounts Receivable
Prepayments
Materials & Supplies
Other Current Assets

TOTAL CURRENT ASSETS

TANGIBLE PROPERTY

Carrier Operating Property
Less: Reserve for Depreciation (enter positive numbers only)
Carrier Operating Property Leased to Others
Less: Reserve for Depreciation (enter positive numbers only)
Non-Carrier Operating Property
Less: Reserve for Depreciation (enter positive numbers only)
TOTAL TANGIBLE PROPERTY

INTANGIBLE PROPERTY

Organization, Franchises & Permits
Less: Reserve for Amortization (enter positive numbers only)
Other Intangible Property
Less: Reserve for Amortization (enter positive numbers only)

TOTAL INTANGIBLE PROPERTY

Other Accounts

Investment Securities and Advances
Special Funds
Deferred Debits

**Total Other
TOTAL ASSETS**

*See
attached
Balance
Sheet*

Name	Karst Stage
PSC #	3596
Year	2016

**BALANCE SHEET
(LIABILITIES)**

CURRENT LIABILITIES

Notes Payable & Matured Long Term Obligations
Accounts Payable
Wages Payable
C.O.D.'s Unremitted
Taxes Accrued
Interest Accrued
Matured Interest
Other Current Liabilities

TOTAL CURRENT LIABILITIES

LONG TERM DEBT DUE WITHIN ONE YEAR

Equipment Obligations and other Debt

LONG TERM DEBT DUE AFTER ONE YEAR

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)

TOTAL LONG TERM DEBT

Other

Total Deferred Credits
Total Reserves

TOTAL OTHER

SHAREHOLDERS' (OR PROPRIETORS') EQUITY

Capital Stock
Proprietors' Capital
Retained Earnings

TOTAL SHAREHOLDERS' (OR PROPRIETORS') EQUITY

**TOTAL LIABILITIES & SHAREHOLDERS'
(OR PROPRIETORS') EQUITY**

TOTAL ASSETS

Karst Stage General Ledger

Balance Sheet

As of December 31, 2016

Dec 31, 16

ASSETS

Current Assets

Checking/Savings

1040 · Business Ck'ing 1st Interstate	-18,480.46
1070 · Stockman Bank - Checking	100.00
1080 · Stockman Bank - Money Market	723,874.80

Total Checking/Savings 705,494.34

Accounts Receivable

1121 · A/R - Charter	716,740.01
1122 · A/R - Airport	11,409.45

Total Accounts Receivable 728,149.46

Other Current Assets

1140 · Accounts Receivable Other (JP)	28,726.38
1141 · A/R JP's prior to 11/1/12	58,546.13
1150 · Accounts Receivable - Washout	940.40
1151 · Accounts Receivable Other (DM)	50,083.57
1152 · Martin Land Loan	71,430.41
1180 · Allowance For Doubtful Accounts	-13,491.75
1200 · Prepaid Taxes	25,497.99
1220 · Prepaid Insurance	16,032.98
1260 · Prepaid Other	1,129.07

Total Other Current Assets 238,895.18

Total Current Assets 1,672,538.98

Fixed Assets

1300 · Bus Inventory	9,526,010.02
1320 · Accumulated Depreciation	-5,511,048.11
1340 · School Bus Inventory	288,813.63
1360 · Accum. Deprec.-School Bus Inven	-235,702.83
1380 · Machinery & Shop Equipment	14,429.00
1400 · Accum Deprec Machine & Shop	-11,699.00
1420 · Shop Equipment Other	55,566.38
1440 · Accum Deprec Shop Equip Other	-33,979.52
1460 · Furniture & Fixtures	62,636.86
1480 · Accum Deprec Furn & Fixtures	-46,410.79
1500 · Company Vehicles	155,605.20
1520 · Accum Deprec Company Vehicles	-16,382.40
1530 · Leasehold Improvements	11,748.01
1550 · Accum Depreciation - LH Improv	-481.58

Total Fixed Assets 4,259,104.87

Other Assets

1280 · Parts Inventory	187,918.99
1295 · Goodwill	563,299.00
1296 · Loan Fee	348.00
1297 · IMG Stock Purchase	1,500.00

Total Other Assets 753,065.99

Karst Stage General Ledger
Balance Sheet
As of December 31, 2016

	Dec 31, 16
TOTAL ASSETS	<u><u>6,684,709.84</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · *Accounts Payable	141,716.09
Total Accounts Payable	141,716.09
Credit Cards	
2015 · Chase Ink CC	
Bo Keck	84.06
Bob Friesen	1,410.31
Chris Crouse	113.45
Chris Moshetti	4,190.09
Christian Cornwell	5,170.30
Dan Martin	57,779.14
Dennis Sines	4,687.05
Earl McCulloch	25.82
Fred Harmon	637.19
Ken Davis	35.03
Lisa MacFarland	348.69
Lloyd Leupold	950.00
Martin Burnham	1,903.77
Melissa Pomeroy	1,415.28
Michael Kent	45.00
Mike Sweeney	407.07
Nicole Sinnott	300.00
Pat Kirwan	695.45
Scott Nichols	761.35
Todd Ruff	1,759.99
Tom Arnold	2,605.28
Walter Derzay	266.61
2015 · Chase Ink CC - Other	-30,830.92
Total 2015 · Chase Ink CC	<u>54,760.01</u>
Total Credit Cards	54,760.01
Other Current Liabilities	
2020 · Customer Deposits & Refunds	125,126.94
2040 · PrePaid Clearinghouse	248,080.09
2055 · Deposit Paid - Billings Bld.	-2,000.00
2060 · Line of Credit	-5,151.66
2080 · Accrued Bonus	15,012.48
2100 · Accrued Payroll Liabilities	-0.01
2110 · Accrued Ins-Work Compensation	-31,349.28
2120 · Insurance-Accrued	16,867.14
2125 · Accrued Interest - Lawsuit	107,500.00
2130 · Airport Rental	0.04

Karst Stage General Ledger Balance Sheet

As of December 31, 2016

Dec 31, 16

2140 · Accrued Legal & Audit	5,047.22
2161 · Payroll Employee Advance	199.99
Total Other Current Liabilities	479,332.95
Total Current Liabilities	675,809.05
Long Term Liabilities	
2180 · Notes Payable - Audi	39,646.34
2185 · N/P - Audi- 2017	71,250.05
2240 · Notes Payable - 1st Interstate	637,045.46
2252 · N/P - Mercedes Benz #53	10,177.48
2280 · Notes Payable-Officers	650,169.60
2281 · N/P - Jerry Stock Loan	39,623.41
2321 · N/P Stockman 416 - 427 /5 Buses	529,505.48
2322 · N/P Stockman - 430 MCI	511,427.14
2383 · Notes Payable - Ally - Unit#16	8,650.36
2384 · Notes Payable - Ally - Unit#18	8,650.36
2385 · N/P - Volvo finance #424	417,740.32
2386 · N/P - Volvo Finance #423	440,722.15
2800 · Deferred Taxes	159,700.00
Total Long Term Liabilities	3,524,308.15
Total Liabilities	4,200,117.20
Equity	
2900 · Retained Earnings	1,398,096.67
2910 · Capital Stock	50,000.00
Net Income	1,036,495.97
Total Equity	2,484,592.64
TOTAL LIABILITIES & EQUITY	6,684,709.84

Name	Karst Stage
PSC#	3596
YEAR	2016


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.



 (Signature of owner/officer/authorized representative)

PRESIDENT

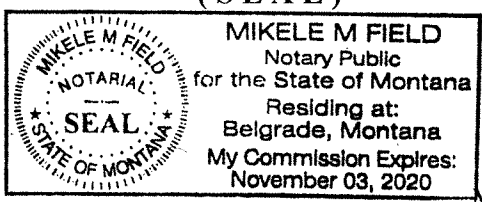
 (Title)

SUBSCRIBED AND SWORN to before me this
11th day of April 2017

Mikele M. Field

 Notary Public

(SEAL)



In and for the State of Montana

Residing at Belgrade, Montana

My Commission Expires 11/03/2020