

VERIFIED STATEMENT OF APPLICANT

THE FOLLOWING INFORMATION IS REQUIRED BY THE COMMISSION TO DETERMINE THE APPLICANT'S FITNESS TO OPERATE. STATEMENTS SHOULD BE TYPED OR PRINTED. ILLEGIBLE STATEMENTS WILL DELAY YOUR APPLICATION.

A-2017-2603798			
PUC Application Docket No.			
Bisconti Farms, Inc.			
Legal Name of Applicant			
N/A			
Trade Name, if any			
21 N. Walnut Street	Fleetwood	PA	19522
Street Address (principal place of business)	City or Municipality	State	Zip Code

The Verified Statement of the Applicant is more or less a business plan, or your proposal for providing the transportation service for which you are making application. Prior to deciding to make application for operating authority from the Public Utility Commission, you likely gave much consideration to the manner in which you would operate the business in order that you could provide satisfactory service to your customers and so that you could make a reasonable profit. As part of the application process, you must provide the Commission with your proposal to provide the transportation service.

At minimum, the Verified Statement of the Applicant should include a discussion of the numbered items listed below and on the following pages. You are encouraged to provide as much information as possible about the particular subject as is necessary to fully explain your plan. If you fail to provide sufficient information about the subjects listed below, it may cause the review of your application to be delayed until you provide the necessary information. If you need more space to provide your explanation, please attach additional pages that list the appropriate item by number.

1. Identify the person making the Verified Statement on behalf of the applicant. If the applicant is a sole proprietor making the statement, this will be the same information as provided above. If an employee/officer of applicant is making the statement, give name, title, business address and telephone number, and indicate that the applicant's directors/owners/partners/etc. have authorized the witness to speak for the business.

See attached

2. List the applicant's affiliation (owner, manager, controls) with any other carrier, with the description of affiliation.

See attached

3. Describe your business experience, particularly any experience relating to the operation of a transportation service. You may also include an explanation of education or training that you believe may be relevant.

See attached

4. Describe your facilities, record maintenance plan and your communication network. Please include a description of your physical location, to include the office area, office machines that will be utilized, and the facility to house vehicles. Household goods in use carriers should include a description of their storage facilities, if applicable. Please include an explanation of your plan to maintain records required by the PUC, as well as normal business records. In regard to your communication network, please explain how you will receive customer requests for transportation, how you will dispatch the vehicles to fulfill the request, and how you will maintain continuous communication with your drivers. Finally, please state your intended business hours.

See attached

5. Please state the number of employees you intend to use, along with a description of their duties. Please explain why that number of employees is appropriate to provide reasonable and efficient service to the geographical territory you will be serving. **(Do not address drivers in your explanation about this item; drivers are addressed separately in item # 6).**

See attached

6. Please state the number of drivers you intend to use or hire in your business and explain why that number of drivers is appropriate for the size of the geographical territory you will be serving. In addition, please explain:
 - a. Your hiring standards for drivers;
 - b. Your system to ensure prospective drivers will be subject to a criminal background check;
 - c. Your driver training program;
 - d. Your system for ensuring that your drivers are properly licensed at all times;
 - e. Your system to ensure that all drivers will be subject to a criminal background check every two years;
 - f. Your policies regarding alcohol and drug use by your drivers.

See attached

7. Please state the number of vehicles you plan to use in your business and why that number is appropriate to provide reasonable and efficient service to the geographical territory you will be serving. If you have already obtained vehicles for your business, please list them in the chart below.

YEAR MAKE MODEL SEATING
CAPACITY VEHICLE ID #

See attached

8. Describe your vehicle safety program. Please include the following in your explanation:
- a. Your periodic vehicle maintenance plan;
 - b. Your system for ensuring your vehicles will continuously comply with Pennsylvania's equipment standards (67 Pa. Code, Chapter 175) that are applicable to the type of vehicles used in your business;
 - c. Your system for ensuring your vehicles will maintain compliance with the PUC's requirements for passenger service at 52 Pa. Code, Section 29.403 (applicable to passenger applicants only);
 - d. If applying for taxi authority, your system for replacing vehicles once they are greater than ten model years in age or with mileage greater than 350,000 in compliance with 52 Pa. Code, Section 29.314(c);
 - e. If applying for limousine authority, your system for replacing vehicles once have mileage greater than 350,000 in compliance with 52 Pa. Code, Section 29.333(d);
 - a. If applying for household goods in use authority, your system for ensuring your vehicles will comply with the requirements of 49 CFR Parts 393 and 396, as adopted by the PUC at 52 Pa. Code, Chapter 37.

See attached

9. Please explain what steps you have taken to determine if you can obtain and pay the premiums to maintain insurance coverage for the proposed number of vehicles for your business.

See attached

10. Please describe your customer service standards. Within your description, please explain:
- a. Your plan to inform customers of the procedures for filing complaints with the PUC;
 - b. Your intended customer complaint resolution procedure.

See attached

11. Criminal Record. Have you been convicted of a misdemeanor or felony for which you remain subject to supervision by a court or correctional institution?

___ YES x NO

12. Financial Data. In addition to demonstrating your technical fitness, you must also demonstrate that you possess the financial fitness to provide the proposed transportation service. Therefore you must complete both parts of the "Statement of Financial Position", which follows this page. The first part is the Balance Sheet. You need only provide the applicable information. The second part of the Statement of Financial Position is the Projected Income Statement. The projection is your estimation of expected revenues and specific expenses for one year. You should use the projected information, along with the financial data reported on your balance sheet to help you determine if proposed business can be feasible. Please feel free to also provide clarification information with your "Statement of Financial Position", which explains why you believe you have sufficient funds to ensure your transportation business can provide reliable service to the public in a safe manner.

See attached

Verification of Statement

The undersigned deposes and says that he/she is authorized to and does make this verification and that the facts set forth therein are true and correct to the best of his/her knowledge, information, and belief. The undersigned understands that false statements herein are made subject to penalties of 18 Pa. C. S. Section 4904 relating to unsworn falsification to authorities.

(Signature)

Mr. Bisconti
Mark Bisconti, member

(Name and Title, printed or typed)

(Date)

8/1/17

Statement of Financial Position (Balance Sheet)

As of (date) _____

ASSETS

See attached

Current Assets

Cash _____
 Accounts Receivable _____
 Notes Receivable _____
 Other Current Assets (specify) _____
 Total Current Assets _____

Tangible Assets

Motor Vehicle Equipment _____
 Less: Accumulated Depreciation _____ = _____
 - _____ = _____
 Building and Structures _____
 Less: Accumulated Depreciation _____ = _____
 - _____ = _____
 Office Equipment _____
 Less: Accumulated Depreciation _____ = _____
 - _____ = _____
 Land _____

Investments and Funds (specify) _____

Intangible Assets _____

Other Assets (advances and idle equipment – specify) _____

TOTAL ASSETS

LIABILITIES

Current Liabilities (Due within one year of date)

Accounts Payable _____
 Notes Payable _____
 Equipment Obligations _____
 Other Liabilities (Attach schedule) _____
 Total Current Liabilities _____

Long Term Liabilities (Due after one year of date)

Accounts Payable _____
 Notes Payable _____
 Equipment Obligations _____
 Other Liabilities (Attach Schedule) _____
 Total Long Term Liabilities _____

TOTAL LIABILITIES

NET WORTH (Partnerships and individuals, only) _____

OWNER'S EQUITY (Corporations only)

Capital Stock _____
 Additional Paid-in Capital _____
 Retained Earnings _____
 Less: Treasury Stock _____ = _____
 Total Owner's Equity _____

TOTAL LIABILITIES & OWNER'S EQUITY

PUC Application Docket No.: A-2017-2603798
Legal Name of Application: Bisconti Farms, Inc.
Street Address: 21 N. Walnut Street, Fleetwood, PA 19522

1. Mark Bisconti
Sole Shareholder and President of Bisconti Farms, Inc.
21 N. Walnut Street
PO Box 209
Fleetwood, PA 19522
Ph.: (610) 921-8161
Mark Bisconti is authorized to speak for the business.
2. No affiliation with any other carrier.
3. Involved in the commercial growing and harvesting of mushrooms since 1979.
Has owned and operated Bisconti Farms, Inc. since June 28, 2014.
Currently has 340 employees, many of which do not have driver's licenses or vehicles.
To fulfill production needs of company, company needs a source of transporting employees back and forth from home to work.
4. Facilities-will operate between 36 Mountainside Road, Muhlenberg Township, Berks County, the City of Reading where employees reside, and production facilities located in Temple, Berks County, Pennsylvania and Rehrersburg, Berks County, Pennsylvania.
36 Mountainside Road is a 17,000 square foot facility which contains offices and full service maintenance facilities. Four (4) full time mechanics who perform automobile and equipment repairs, maintenance and general fabrication.
Currently maintain a fleet of 48 vehicles and various production and harvesting equipment.
Currently keep a file for each vehicle and a chart of maintenance requirements.
Currently communicate via a two-way radio system leased from Donley Communication from Robesonia, Pennsylvania.
Building is 70' x 200' which includes a 500 square foot office for staff located on a 4.77 acres lot, most of which can be used for parking.
PUC records will be maintained by an existing office staff of three (3) people.
Only existing employees can request transportation, which request will be done through the office staff.
Vehicles will be dispatched by the office staff at the beginning and end of the work day. Work day is generally 5:00 a.m. to 4:30 p.m. Will leave to pick-up at 4:00 a.m. and will drop off by 6:00 p.m.
Communications with drivers will be through existing two-way radio system.
5. Drivers will range from one (1) to nine (9) depending on transportation needs and office staff of three (3) people. Number of drivers depends on number of employees requesting transportation.
6. One (1) to nine (9) drivers depending on need.
 - a) Pennsylvania driver's license, clean driving record, 21 years of age or older;

b) Will utilize the services of a professional background company such as ARCPoint Labs of Reading.

c) Will be given an orientation by the Farm Manager and one (1) week training through ride alongs;

d) Periodic/random checks no less frequently than quarterly;

e) Office staff will calendar on company business management software;

f) Pre-employment, post-accident, or any time under suspicion;

7. Will start with two (2) vehicles and expand as necessary depending on employee transportation needs. Currently have a:

1997 Ford van, 9 passenger, VIN 1FMEE1164VHA91410, and

2003 Ford van, 15 passenger, VIN 1FBSS31L43HB41287

See attached insurance and registration cards.

8. a. Vehicles to be maintained by staff of four (4) mechanics, every 3,000 miles per manufacturing recommendations. Drivers will be trained to inspect daily prior to daily run.

b. Mechanics will ensure compliance.

c. Mechanics will ensure compliance.

d. N/A

e. New vehicles will be purchased once mileage limits have been met.

f. N/A

9. Insurance coverage currently provided through West Field Insurance, who currently insures the preexisting fleet of 48 vehicles.

10. Transportation service will comply with existing company systems regarding employee relations. Procedures for employees to file PUC complaints will be posted in the office, with all other required governmental postings. Complaints will be handled by the HR Manager.

11. No.

12. See attached company balance sheet.

Income-will charge employees \$30.00 per week for transportation services to help offset expenses. Initial income projected at \$46,000 per year. Expenses will be part of existing overall business operations. Company currently has revenues of \$16 million per year.

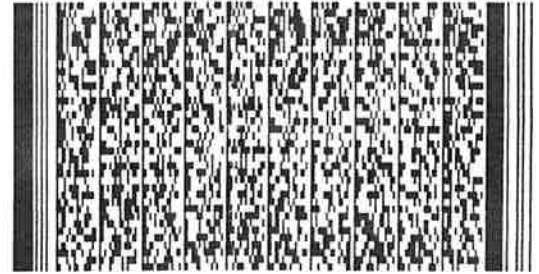
EXPIRY: MAR 31, 2018 **VALID: 02/15/17**

PLATE: **JVN8683**
TITLE: **59027438503 BI**
VIN: **1FBSS31L43HB41287**
YR/MAKE: **2003 FORD**
TYPE: **SW**
WID: **17047 3902 041076-001**


SIGNATURE

I hereby acknowledge this day that I have received notice of the provisions of Section 3709 of the Vehicle Code.

BISCONTI FARMS INC
21 N WALNUT ST
PO BOX 209
FLEETWOOD PA 19522



EXPIRY: APR 30, 2019 VALID: 03/16/17

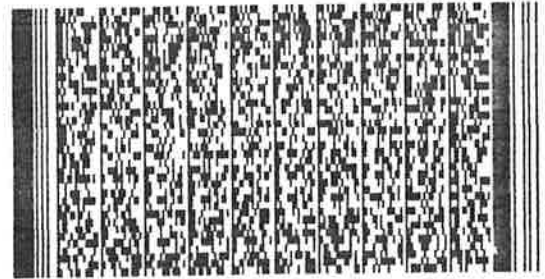
PLATE: KCR6636
TITLE: 52316067407 BI
VIN: 1FMEE1164VHA91410
YR/MAKE: 1997 FORD
TYPE: SW
WID: 17075 3906 033601-001



I hereby acknowledge this day that I have received notice of the provisions of Section 3709 of the Vehicle Code.

EMISSIONS INSPECTION REQUIRED/DIESEL VEHICLES EXEMPT COUNTY: BERKS

BISCONTI FARMS INC
21 N WALNUT ST
PO BOX 209
FLEETWOOD PA 19522



Bisconti Farms Inc
Balance Sheet
As of July 31, 2017

	<u>Jul 31, 17</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 · WF Gnrl Chkg 1069	32,512.45
1020 · WF Payroll Chkg 3288	24,268.03
1050 · WF Gnrl Svngs 4133	5,496.40
1060 · WF Payroll Svngs 0666	5,446.45
Total Checking/Savings	<u>67,723.33</u>
Other Current Assets	
1105 · Accounts Receivable - Offset	350.00
1300 · Advance - Employee	979.00
1310 · Tax Refund Receivable	17.08
1320 · Tax Refund Receivable - PA W/H	4,600.02
1350 · Due To/From Bisconti Mgmt	543,100.00
1450 · Prepaid Expenses	1,587.31
1460 · Prepaid Insurance	147,452.30
Total Other Current Assets	<u>698,085.71</u>
Total Current Assets	<u>765,809.04</u>
Fixed Assets	
1540 · Office Equipment	10,175.71
1550 · Equipment and Machinery	639,134.03
1560 · Transportation Equipment	101,968.63
1640 · Accum Deprec - Office Eqpt	-3,868.95
1650 · Accum Deprec - Eqpt	-131,350.84
1660 · Accum Deprec - Trans Eqpt	-8,288.76
1900 · Organization costs	3,013.16
1910 · Accum amortization	-485.46
Total Fixed Assets	<u>610,297.52</u>
TOTAL ASSETS	<u><u>1,376,106.56</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2300 · Federal W/H Tax Payable	-230.00
2310 · Soc Sec W/H Tax Payable	-361.42
2320 · Medicare W/H Tax Payable	-84.53
2330 · State W/H Tax Payable	-178.97
2340 · PAUC W/H Tax Payable	520.66
2350 · Local W/H Tax Payable	26,392.82
2370 · Other W/H - LST	5,245.00
2400 · Accrued Soc Sec	-361.41
2410 · Accrued Medicare	-84.53
2420 · Accrued FUTA	540.25
2430 · Accrued SUTA	3,851.84
2450 · Accrued Expenses	226,417.06
2499 · Payroll Liabilities	11,831.22
Total Other Current Liabilities	<u>273,497.99</u>
Total Current Liabilities	<u>273,497.99</u>
Long Term Liabilities	
2560 · Loan Payable	431,250.12
Total Long Term Liabilities	<u>431,250.12</u>
Total Liabilities	<u>704,748.11</u>
Equity	
3100 · Capital Stock	100.00
3300 · Retained Earnings	238,807.40

12:01 PM
07/31/17
Cash Basis

Bisconti Farms Inc
Balance Sheet
As of July 31, 2017

	<u>Jul 31, 17</u>
3400 - Less - Dividends	-173,460.00
Net Income	<u>605,911.05</u>
Total Equity	<u>671,358.45</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,376,106.56</u></u>