

The Lynch Law Group

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July 16, 2021

PA Public Utility Commission
Attn. Secretary Chiavetta
400 North Street
Harrisburg, PA 17120

RE: Clutter, Inc.; A-8923539; A-2020-302278 – Request for **Rate Increase**

Dear Secretary Chiavetta:

Submitted for your consideration is the tariff for Clutter, Inc. and accompanying support for the purpose of requesting an increase to our motor common carrier of household goods rates. We would like the proposed tariff to become effective on August 16, 2021.

Our company has never had an increase in rates since receiving authority to operate as a common carrier of household goods by the PUC. Since that time, and as a direct result of the COVID-19 pandemic, our costs have risen significantly.

The increased costs have greatly affected the profitability of Clutter, Inc.'s operations in Pennsylvania, and Clutter, Inc. is now in need of additional revenues to cover the loss in profits.

Our company has a desire to continue serving the public in our authorized territory, and we want to do so in a safe and efficient manner, as prescribed by the PA PUC. In order to do this, an increase is necessary. Thank you for your consideration in this matter.

Sincerely,

Lauren L. Mathews

Lauren L. Mathews
Attorney for Clutter, Inc.

Enclosures

LLG

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STATEMENT REQUIRED AS PER 52 PA. CODE §23.64(7)

In the event of any proceedings before the Commission with respect to the proposed rates it is agreed that the tariff and the financial data submitted therewith will be offered in evidence by the utility respondent as an exhibit.



(Signature)

7/16/2021

(Date)

Aaron Bagherpour

(Name – printed or typed)

Compliance Manager

(Title or position)

Verification of Statements

This statement regarding the documents submitted may be sworn/affirmed before a notary public or contain the following verification without appearing before a notary public:

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)

7/16/2021

(Date)

Aaron Bagherpour

(Name – printed or typed)

Compliance Manager

(Title or position)

DATA FOR INCREASE AS REQUIRED BY 52 PA CODE §§23.63 AND 23.64

1. The proposed changes in rates are as follows:

Item Changed	Current	Proposed
Standard Hr. Rate – 2 movers	\$119	\$159
Standard Hr. Rate – 3 movers	\$149	\$199
Standard Hr. Rate – 4 movers	\$209	\$229
Standard Hr. Rate – 5 movers	\$249	\$259
Standard Hr. Rate – 6 movers	\$289	\$299
Extra Stop Rate – 2 movers	\$119	\$159
Extra Stop Rate – 3 movers	\$149	\$199
Extra Stop Rate – 4 movers	\$209	\$229
Extra Stop Rate – 5 movers	\$249	\$259
Extra Stop Rate – 6 movers	\$289	\$299
Deposit to be paid by shippers	N/A	10% of minimum
Decrease in minimum hours for move	Four (4)	Three (3)

2. The reasons for the need of an increase in rates are as follows:

Expenses have significantly increased as a result of the pandemic, thus necessitating the requested rate increase. In addition, the scarcity in labor has forced Clutter, Inc. to pay more members in order to remain competitive in the employment market. Clutter, Inc. has paid bonuses of \$1000 to bring more team members on board.

3. What was the total number of miles which were travelled in the past year for the purpose of transporting passengers from point-to-point in Pennsylvania?

70 miles

4. What was the total number of trips which were made in the past year for the purpose of transporting passengers from point-to-point in Pennsylvania?

20 intrastate moves

5. Revenue will be affected as follows:

The rate changes will result in a 22% increase in revenue from \$936 to \$1122.



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6. The list of vehicles devoted to passenger transportation:

Vehicle Make	Year	Model	MILEAGE
Isuzu	2015	NPR	120,212
Isuzu	2015	NPR	146,865
Isuzu	2019	NPR	41,559
Isuzu	2019	NPR	37,116
Isuzu	2019	NPR	35,110
Freightliner	2020	M2	5,587

7. The sections regarding interstate transportation, 52 Pa. Code §§23.64(9 – 15), are not applicable to this carrier.



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EXPENSE STATEMENT

FOR MARCH 2021 THROUGH JUNE 2021

Operating Expenses:

Compensation increase for
team members from \$20 to
\$23 per hour

Cost per hire in 3/2021: \$578
Cost per hire in 4/2021: \$739
Cost per hire in 5/2021: \$639
Cost per hire in 6/2021: \$377

Signing bonuses of \$1000
per new hire has been
implemented.

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Statement of Financial Position (Balance Sheet)
as of (date) December 31, 2019

ASSETS

Current Assets		
Cash	<u>87,265,213</u>	
Other Current Assets (specify)	<u>(See Ex. A)</u>	
Total Current Assets		<u>97,581,992</u>
Tangible Assets	<u>(See Ex. A)</u>	
Motor Vehicle Equipment	<u>(See Ex. A)</u>	
Property (Buildings, land, etc.)	<u> </u>	
Office Equipment	<u> </u>	
	TOTAL ASSETS	<u>282,534,328</u>

LIABILITIES

Current Liabilities (Due within one year of date)		
Loans	<u>(See Ex. A)</u>	
Credit cards/revolving credit	<u>(See Ex. A)</u>	
Other Liabilities (Attach schedule)	<u>(See Ex. A)</u>	
Total Current Liabilities		<u>18,480,097</u>
Long Term Liabilities (Due after one year of date)		
Mortgage	<u>(See Ex. A)</u>	
Long term commercial loan	<u>(See Ex. A)</u>	
Other Liabilities (Attach Schedule)	<u>(See Ex. A)</u>	
Total Long-Term Liabilities		<u>119,333,307</u>
	TOTAL LIABILITIES	<u>141,429,005</u>



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CLUTTER, INC.**BALANCE SHEET
AS OF DECEMBER 31, 2019****Note A**

	2019	
ASSETS		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 87,265,213	
Accounts receivable—net	1,421,362	
Prepaid expenses and other current assets	<u>8,895,417</u>	
Total current assets	97,581,992	
PROPERTY AND EQUIPMENT—Net	164,352,640	Note A
INTERNAL USE SOFTWARE—Net	2,157,606	
IN-PLACE LEASE ASSETS—Net	8,117,603	
RESTRICTED CASH AND CASH EQUIVALENTS	9,529,610	Note B
OTHER ASSETS	<u>794,877</u>	
TOTAL ASSETS	<u><u>\$ 282,534,328</u></u>	
LIABILITIES AND STOCKHOLDERS' EQUITY		
CURRENT LIABILITIES:		
Accounts payable and accrued expenses	\$ 6,145,648	
Deferred revenue	1,494,919	
Other current liabilities	610,419	
Long-term debt—current portion, net	<u>10,229,111</u>	Note B
Total current liabilities	<u>18,480,097</u>	
DEFERRED RENT	2,818,635	
LONG-TERM DEBT, Net	119,333,307	Note B
OTHER LONG-TERM LIABILITIES	796,966	

PROPERTY AND EQUIPMENT—Net

Land
Building
Site Improvement
Computer and computer software
Machinery and equipment
Transportation vehicles
Furniture and fixtures
Leasehold improvements

Accumulated depreciation

Property and equipment—net

LONG-TERM DEBT, Net

Principal payments to lenders and End of Term payments
Less: unamortized payments, issuance costs and debt discounts
Current Portion
LONG-TERM DEBT, Net

2019

39,851,466
109,741,542
530,879
484,057
13,284,465
1,679,103
52,955
2,194,477

167,818,944

(3,466,304)

164,352,640

131,210,675
(1,648,257)
(10,229,111)
119,333,307