

# **ROUND-A-BOUT TRANSPORTATION COMPANY**

March 11, 2013

Dear Sirs:

Please let this letter and the attachments stand as application by Round-A-Bout Transportation for non-emergency stretcher service in Buncombe County at the Convalescent Ambulance level.

Round-A-Bout began in 1995 as the first wheelchair accessible van service in Buncombe County. It was started out of necessity by a couple who needed to get a wheelchair bound parent to doctors' appointments. Their only choice was an ambulance, which the parent did not need. We are still a small, locally owned company providing personal care, and reliable, timely service to our clients.

We have many regular clients who, because they know us and trust our quality of care, have asked us to provide Convalescent Ambulance service. In addition to safe transportation, our services included advanced scheduling, verification of appointment time and location, and prompt door through door pick up at both ends of the trip. We offer specialized enhancements to make the trip comfortable and reassuring for the client and convenient for the family or facility.

We agree with the mission statement of the County Health and Human Services where it says; "We know that health and safety cannot be achieved in isolation or through the work of a single agency. It occurs through the choices that individuals make and their ability to choose good options". We believe our services would complement those of the EMS and Rescue Squads and give individuals and facilities a better opportunity to choose the best option for their needs.

We respectfully request the approval of a franchise to operate a Convalescent Ambulance service in Buncombe County.

Sincerely,

Wenter Stevenson M. Stevenson MINN/CLOWERNAM MINOW

Thomas C Stevenson III Round-A-Bout Transportation

### Sec. 22-42. Application; contents.

- Mobility Transport Solutions III, LLC 1070 Tunnel Road Bldg. 4, Ste. 1 Asheville, NC 28805
- 2) DBA Round-A-Bout Transportation (see attached).
- 3) See attached.
- 4) We are applying for a permit for our Convalescent Ambulance with the State of North Carolina in combination with our application for an EMS Provider License.
- 5) The headquarters of Round-A-Bout is conveniently located between I-40 and 240. Additionally, the vans are currently parked off of Sweeten Creek Road less than 1 mile from I-40. This allows Round-A-Bout easy access to all of Buncombe County.

The dispatch is located in the headquarters. The offices are modern brick with up to date HVAC. Telephone service is provided by Charter with Verizon Wireless as the back-up.

- 6) We have provided year-end financial statements for the last calendar year. We are engaging a CPA firm to audit these statements. Additionally, we are including the first two (2) months statements for this year for your review.
- 7) Non-Emergency Medical Transportation, by its definition usually does not require 24 hour coverage. Based on our conversations with centers we currently serve with wheel chair service, we anticipate that 95% + of the time will be Monday thru Saturday 6 am to 6 pm. However, we will have dispatch available for after "normal" business hours for patient transport. We will have EMT staff available to respond to after hour requests for services.
- 8) Round-A-Bout Transportation has been providing ambulatory and non-ambulatory (wheel chair) transportation to residents of Buncombe, and surrounding counties, since 1995. When-current ownership took over in 2011, they went to the customers asking how Round-A-Bout's service-s has been and what was their greatest need. Universally, care facilities stated the need for Convalescent Ambulance Service.

Because this is a natural continuation of Round-A-Bout's current operation, management decided to pursue this avenue of service. We can offer clients services not currently available thru existing non-emergency- medical transportation in the county. For example, we can provide prescheduled rides for residents. It is our understanding that now if a resident needs to go to dialysis, they have to call each day of the appointment. Because Emergency Transport has

priority, the patient may have to wait for transport. Once the appointment is finished, the clinic has to call for transport back to the facility. Again, depending on availability this can take some time since Emergency Transport needs take priority.

Round-A-Bout will have a preset schedule to ensure patients will be transported on a regular basis. Additionally, we call and confirm doctor's appointments the day before. This reduces confusion and the possibility of taking a patient to the wrong location, which can happen. For example, Blue Ridge Bone and Joint that has multiple locations, and individual doctors work out of one office some days, and another office other days.

Another difference that Round-A-Bout will offer is the design of its transportation. Instead of the box ambulances currently in use, we will use Convalescent Ambulances built on a van design. Although the vans will be fitted to meet all state requirements for Convalscent Ambulance, the vans will not have the same "feel" as the current box ambulances. We have been told that individuals needing non-emergency stretcher transport often feel more comfortable in a convalescent ambulance that looks more like the vans used to transport their cohorts who are in wheelchairs. Additionally, we have contracted with a musicologist to design appropriate music to lessen the stress of the patient as they are going to and from their appointments.

### State of North Carolina Department of the Secretary of State ARTICLES OF ORGANIZATION for MOBILITY TRANSPORT SOLUTIONS III, LLC a North Carolina Limited Liability Company

Pursuant to Section 57C-2-20 of the General Statutes of North Carolina, the undersigned does hereby submit these Articles of Organization for the purpose of forming a limited liability company.

- The name of the limited liability company is : MOBILITY TRANSPORT SOLUTIONS III, LLC. ١,
- There shall not be a designated dissolution date for this limited liability company, therefore, there shall be not a limit on the duration of this limited liability company. 2.
- The name and address of each person executing these articles of organization is as follows: 3. (State whether each person is executing these articles of organization in the capacity of a member, organizer or both)

THOMAS C. STEVENSON, III (Organizer) 118 West Main Street Brevard, NC 28712

The street address and county of the initial registered office of the limited liability company is: 4.

Number and Street: 118 West Main Street

City, State, Zip Code: Brevard, NC 28712 County: Transylvania

- The mailing address if different from the street address of the initial registered office is: same 5.
- The name of the initial registered agent is: Thomas C. Stevenson, III б,
- 7. Check one of the following:
  - Member-managed LLC: all of the members by virtue of their status as members shall be managers of this <u>XX</u> (i) limited liability company.
    - (ii) Manager-managed LLC: except as provided by N.C.G.S. Section 57C-3-20 (a), the members of this limited liability company shall not be managers by virtue of their status as members.
- Any other provisions which the limited liability company elects to include are attached. 8,
- 9. These articles will be effective upon filing, unless a date and/or time is specified: Upon Filing

This day, August 16, 2011.

Muluson the (SEAL) Stevenson, III

NOTES:

Filing fee is \$125. This document and one exact or conformed copy of these articles must be filed with the Secretary of State. 1.

(Revised January 2000) CORPORATIONS DIVISION

P.O. BOX 29622

(Form L-01) RALEIGH, NC 27626-0622

state of North Caroling P087913 Giffice of Emergency Medical Clare ammission Medical Services **KAREN HONEYCUTT** has satisfied all the requirements prescribed by the Office of Emergency Medical Services and shall hereby be entitled to all rights and privileges for **EMT-Basic** This credential expires June 30, 2016 Dockette Classond **Office of Emergency Medical Services** Department of Health and Human Services nate of South Caroling SC026545 **Bivision of Emergency** Medical Services and Trauma This certifies that KAREN DENISE HONEYCUTT having given satisfactory evidence of the necessary qualifications as required by the Law of South Carolina has been duly certified as Basic This credential expires October 15, 2013 A Star C Earl Hunter, Commissioner Jennifer L. Paddock, Director SC Department of Health Division of Emergency Medical Services and Environmental Control and Trauma DHEC-1043 (07/2010)

OUT ALONG DOTTED LINE

P062056

state of North Caroling

Office of Emergency Medical Services

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# ROSS ESCOBEDO

has satisfied all the requirements prescribed by the Office of Emergency Medical Services and shall hereby be entitled to all rights and privileges for

**EMT-Basic** 

This credential expires September 30, 2016

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#### 12:19 PM 03/11/14 Accrual Basis

### Mobility Transport Solutions III, LLC Profit & Loss January through December 2013

	Jan - Dec 13
Ordinary Income/Expense	
Income	
Miscellaneous Fee Income	3,122,60
Transport Income	270,954.54
Total income	274,077.14
Cost of Goods Sold	
Automobile Expense	34,040.59
Merchant Svc Fees	708.09
Van Staff Wages	86,186.62
Workers Comp Ins	9,796.03
Total COGS	130,731.33
Gross Profit	143,345.81
Expense	0.070 17
Advertising and Promotion	3,876.47
Bad Debt	6.25
Bank Service Charges Business Licenses and Permits	42.00 202.00
Computer and Internet Expenses	654.27
Drug/Alcohol/Background checks	1.257.00
Employee Benefits	45.00
Employee sevents Employee reimbursement	40.00 B.00
Fees & Licenses	1,824,21
Insurance Expense	14,953,21
Interest Expense	1,177,49
Late fee	2,112.62
Office Expense	260.62
Payroll Expenses	49,811.38
Postage and Delivery	258.70
Professional Fees	14.850.07
Rent Expanse	7.248.00
Repairs and Maintenance	195.00
Supplies	1.458.28
Taxes	431,96
Telephone Expense	3,661,95
Temporary Office Help	2,000.00
Training Reguired - Van Staff	490.00
Uniforms	670.36
Van Leases	17,343.36
Total Expense	124,838.20
Net Ordinary Income	18,507.61
Other Income/Expense Other Expense	
Penalty	466.08
Total Other Expense	466.08
Net Other Income	-466.08
Net Income	18,041.53

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#### 12:23 PM 03/11/14 Accrual Basis

### Mobility Transport Solutions III, LLC Balance Sheet As of December 31, 2013

	Dec 31, 13
ASSETS	
Current Assets	
Checking/Savings Cash on Hand	145.61
MTS III Checking	155,89
Total Checking/Savings	301.50
Accounts Receivable	
Accounts Receivable	51,699,17
Total Accounts Receivable	51,699.17
Other Current Assets Undeposited Funds	50.00
Total Other Current Assets	5D.00
Total Current Assets	52,050.67
Fixed Assets	
Accumulated Depreciation	-1,812.50
Furniture and Equipment	2,500.00
Vehicles	72,166.75
Total Fixed Assets	72,854.25
Other Assets	175.00
Accumulated Amortization Closing Costs	-175.00 525.00
Due From MTS II LLC (Trolley	49,732.74
Non-Compete from Lynwood	27,500.00
Total Other Assets	77,582,74
TOTAL ASSETS	202,487.66
TOTAL ASSETS	202,487.66
LIABILITIES & EQUITY Liabilities	202,487.66
LIABILITIES & EQUITY Liabilities Current Liabilities	202,487.66
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LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Total Accounts Payable Other Current Liabilities Due to/from MTS I LLC Due to/from MTS I LLC Note Payable to Wilmar Leasing	7,500.18 7,500.18 -250.00 268.87 8,884.40
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable Total Accounts Payable Other Current Liabilities Due to/from MTS I LLC Due to/from MTS I LLC Note Payable to Wilmar Leasing Payroil Liabilities	7,500.18 7,500.18 -250.00 268.87 8,884.40 27,102.58
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#### 12:20 PM 03/11/14 Accrual Basis

### Mobility Transport Solutions III, LLC Profit & Loss - DRAFT January through February 2014

	Jan - Feb 14
Ordinary Income/Expense	
Income	750.00
Miscellaneous Fee Income	750.00
Transport Income	76,255.11
Total Income	77,005.11
Cost of Goods Sold	
Automobile Expense	10,634.81
Van Staff Wages	26,260.04
Total COGS	36,894.85
Gross Profit	40,110.26
Expense	
Advertising and Promotion	888.00
Bank Service Charges	63.74
Computer and Internet Expenses	351.00
Drug/Alcohol/Background checks	207.00
Employee reimbursement	16.01
Graphic Design	400.00
Insurance Expense	5,085.48
Interest Expense	1,580.39
Late fee	515.72
Payroli Expenses	11,617.95
Postage and Delivery	101.58
Professional Fees	3,390.00
Rent Expense	1,208.00
Supplies	368.67
Taxes	603.46
Telephone Expense	650.40
Temporary Office Help	765.00
Training Required - Van Staff	90,00
Van Leases	3,162.61
Total Expense	31,085.01
Net Ordinary Income	9,025.25
Net Income	9,025.25

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#### 12:23 PM 03/11/14 Accrual Basis

## Mobility Transport Solutions III, LLC Balance Sheet - DRAFT As of February 28, 2014

	Feb 28, 14
ASSETS	
Current Assets	
Checking/Savings	
Cash on Hand	13,49 79,678,18
MTS III Checking	
Total Checking/Savings	79,691.67
Accounts Receivable Accounts Receivable	65,462.86
Total Accounts Receivable	65,462.86
Other Current Assets Interest In MedX, Atlanta	15,000.00
Total Other Current Assets	15,000.00
Total Current Assets	160,154.53
Fixed Assets	
Accumulated Depreciation	-1,812.50
Furniture and Equipment	2,500.00 72,166.75
Vehicles	
Total Fixed Assets	72,854.25
Other Assets	475.00
Accumulated Amortization	-175.00 525.00
Closing Costs Due From MTS II LLC (Trolley	-42.842.26
Non-Compete from Lynwood	27,500.00
Website	3,000.00
Total Other Assets	-11,992.26
TOTAL ASSETS	221,016.52
LIABILITIES & EQUITY Liabilities	
Current Llabilities	
Accounts Payable	
Accounts Payable	6,447.86
Total Accounts Payable	6,447.86
Other Current Liabilities	
Due to/from MTS   LLC	-250.00
Due to/from MTS LLC	268.87
Due to/from Shuttle Buses	-359,40
Note Payable to Wilmar Leasing	8,214.79
Payroll Llabilitles	9,329.19
Total Other Current Liabilities	17,203.45
Total Current Liabilities	23,651.31
Long Term Liabilities	
IRS Payment Plan	26,074.33
Loan Payable to Lynwood	24,028.93
Total Long Term Liabilities	50,103.26
Total Liabilities	73,754.57
Equity	
Member Equity	120, 195, 17
Retained Earnings	18,041.53
Net Income	9,025.25
Total Equity	147,261.95
TOTAL LIABILITIES & EQUITY	221,016.52

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## Thomas C. Stevenson, III

118 West Main Street Brevard, North Carolina 28712 tcstevenson3@gmail.com (843) 729-2852

### PROFILE

Successful business and operations manufacturing manager with demonstrated experience with profitable mergers and acquisitions; negotiating purchase vs. lease arrangements, contracts, sales and marketing strategies; strengths include solid process enhancement skills and organizational and cyclical forecasting, establishing operations planning and business objectives, developing strategic financial and tactical goals within the ever changing framework of the business and industrial community.

### HIGHLIGHTS

- Proven experience in mergers and acquisitions of precision machining and metal fabrication companies; successfully led company through cyclical economic turns, developing constant enhancements to process direction and alternative profit and operations strategies.
- Demonstrated process improvement techniques and competencies as related to parts contract manufacturing and manufacturing supply chain operations.
- Negotiated purchase and successful merger of three separate organizations into a Tier 1 OEM manufacturing (ISO Certified) subcontractor serving firms in the defense, aerospace, automotive, construction equipment, transportation and industrial manufacturing industries.
- Strong track record in sales and marketing, i.e. grew business and first year sales from \$300,000 to over \$21 million with \$4 million profit annually over a sixteen year time frame.
- Merged two industrial welding supply companies with 250 employees, 12 branches, and combined sales of over \$36 million over an eleven year time span; managed 4 branch locations and directed the construction of a new sales and distribution facility (18,000 square feet) in North Carolina.

### **PROFESSIONAL HISTORY**

Fabtech, Inc., Hanahan, SC, President/CEO (metal parts and products)	1991 - 2011
Stevenson Hagerty, Inc., Charleston, SC, President/CEO (real estate development)	1984 - 1989
SUNOX, Inc., Charlotte, NC (1982-1984), Exec. Vice President/President/CEO	1973 - 1984

SUNOX, Inc., Charlotte, NC (1982-1984), Exec. Vice President/President/CEO 1973 - 1984 Charleston, SC/Charlotte, NC (1973-1982) (Industrial Welding Supplies)

## Thomas C. Stevenson, III

## **OTHER AWARDS AND ACHIEVEMENTS**

- Founding Member, Low Country Manufacturing Council
- Board Member, Charleston Chamber of Commerce
- Board Member, South Carolina Manufacturing Extension Partnership
- Board Member, Bank of South Carolina
- Recipient "Live 5" News Hall of Fame

## **EDUCATION**

B.A., University of the South, Sewanee, TN Post Graduate Business School Studies, University of North Carolina