Part III – Confidential Financial Information	
RFP Title:	Network Carrier Adequacy Analysis
RFP:	3509
Vendor Name:	Burns & Associates, Inc.
Address:	3030 North Third Street, Suite 200 Phoenix, AZ 85012
Opening Date:	January 3, 2018
Opening Time:	2:00 PM

Confidential Financial Information

3.1.11.1 Dun and Bradstreet Number

Our Dun and Bradstreet number expired. If it is required to obtain a new number prior to contract award, we will do so.

3.1.11.2 Federal Tax Identification Number

20-4270861

3.1.11.3 The last two years and current year interim:
A. Profit and Loss Statement
B. Balance Statement

These statements appear on the next two pages.

Burns & Associates, Inc.
INCOME STATEMENT
For the 12-Month Periods Ending December 31, 2015, 2016 and 2017
Cash Basis as Reported on Federal 1120S

	For the 12 Month Period Ending		
	****interim**** December 31, 2017	December 31, 2016	December 31, 2015
Income			
3000 B&A Consulting Revenue	3,825,443	4,313,659	4,278,707
3100 Client Expense Revenue	7,745	36,974	5,584
3200 Subcontractor Revenue	366,409	385,248	253,031
3300 Interest Income	99	556	677
3400 Other Income	0	277	0
Total Income	4,199,696	4,736,714	4,537,999
Cost of Goods Sold			
4100 Client-Related Expense	102,196	133,245	133,678
4200 Subcontractor Expense	223,074	249,378	249,665
Total COGS	325,270	382,623	383,343
Gross Profit	3,874,426	4,354,091	4,154,656
Expense			
5000 Employee Expenses	3,633,632	4,084,926	3,916,311
5100 Office Expenses	144,775	148,479	152,940
5200 Business Expenses	73,159	83,977	63,953
5300 Variable Expenses	23,943	33,606	33,510
Total Expense	3,875,509	4,350,988	4,166,714
Net Income	**-1,083**	**3,103**	**-12,058**

As an S-Corp, Burns & Associates purposefully aims for break even status on a tax basis.
Accounting adjustments such as depreciation can move the Income Statement into loss status for tax

Burns & Associates, Inc.
BALANCE SHEET
For the 12-Month Periods Ending December 31, 2015, 2016 and 2017
Cash Basis as Reported on Federal 1120S

	For the 12 Month Period Ending		
	****interim**** December 31, 2017	December 31, 2016	December 31, 2015
ASSETS			
Current Assets			
Checking/Savings			
1000 Chase Checking	0.00	0.00	43.49
1010 Chase Savings	4.08	40.10	107.47
Total Checking/Savings	4.08	40.10	150.96
Other Current Assets			
1400 Security Deposit	1,100.00	1,100.00	1,100.00
Total Other Current Assets	1,100.00	1,100.00	1,100.00
Total Current Assets	1,104.08	1,140.10	1,250.96
Fixed Assets			
1500 Furniture & Equipment	10,132.36	10,132.36	9,697.96
1505 Computers	69,311.50	69,311.50	52,601.83
1600 Accumulated Depreciation	-79,443.86	-79,443.86	-62,299.79
Total Fixed Assets	0.00	0.00	0.00
TOTAL ASSETS	**1,104.08**	**1,140.10**	**1,250.96**
LIABILITIES & EQUITY			
Liabilities			
2300 Bank Line of Credit	2,500.00	1,137.00	4,350.00
Total Liabilities	2,500.00	1,137.00	4,350.00
Equity			
2610 Retained Earnings	-150,931.17	-154,033.04	-141,975.46
2620 Common Stock	150,934.00	150,934.00	150,934.00
Net Income	-1,398.75	3,102.14	-12,057.58
Total Equity	-1,395.92	3.10	-3,099.04
TOTAL LIABILITIES & EQUITY	**1,104.08**	**1,140.10**	**1,250.96**