



Insurance Program Managers  
 2000 South Colorado Boulevard  
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 303/277-4132 • 303/534-1171 • Fax 303/673-8101  
 FPIinsurance.com  
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**ENVIRONMENTAL SERVICE PROVIDERS APPLICATION**

Applicant Information		
Applicant: <u>Ercolano Cleaning &amp; Restoration LLC</u>		Date: <u>4/22/2024</u>
Address: <u>2 Benham Hill Place</u>		
City: <u>Hamden</u>	State: <u>CT</u>	Zip: <u>06514</u>
Telephone: <u>203 671-3206</u>	Web Address: <u>ercolanocleaningrestoration.com</u>	
Company Type <input type="checkbox"/> INDIVIDUAL <input type="checkbox"/> PARTNERSHIP <input checked="" type="checkbox"/> CORPORATION <input type="checkbox"/> JOINT VENTURE <input checked="" type="checkbox"/> OTHER <u>LLC</u>		
Coverage Requested: <input checked="" type="checkbox"/> New Business <input type="checkbox"/> Renewal Business		Proposed Effective date: <u>6-23-24</u>
Limits of Liability & Deductible Limits Requested: <u>See current policy</u>		Deductible Requested: <u>Same</u>
Commercial General Liability	<input checked="" type="checkbox"/> Occurrence Form <input type="checkbox"/> Claims Made Form	Retroactive date:
Contractors Pollution Liability	<input checked="" type="checkbox"/> Occurrence Form <input type="checkbox"/> Claims Made Form	Retroactive date:
Professional Liability	Claims Made Form only Retroactive date:	
Site Pollution Liability	Claims Made Form only Retroactive date:	
<p><b>PLEASE SUBMIT THE FOLLOWING INFORMATION IN ADDITION TO THIS APPLICATION:</b></p> <ol style="list-style-type: none"> <li>1) Statement of Qualifications (SOQ) including resumes.</li> <li>2) Most recent income statement and balance sheet.</li> <li>3) Three years of currently valued loss runs.</li> <li>4) Project Description – Supplemental Page or Form 254.</li> </ol>		
Company History		
Date Established: <u>40 years</u>		
1. Have there been any mergers, acquisitions, consolidations or dissolution? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No (if yes, explain)		
2. Does the firm have? <input type="checkbox"/> Subsidiaries <input type="checkbox"/> Parent Company <input type="checkbox"/> Other Related Entities (if other, explain)		
3. Do you share employees? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No (if yes, explain)		
Prior Liability Carrier Information		
Commercial General Liability	Contractors Pollution Liability	Professional Liability
None:	None:	None:
Occurrence: <u>X</u> Claims Made:	Occurrence: <u>X</u> Claims Made:	Occurrence: ' ' Claims Made: <u>X</u>
Carrier: <u>Cop Specialty</u>	Carrier: <u>Cop Specialty</u>	Carrier: <u>Cop Specialty</u>
Limit of Liability: <u>1/2/2</u>	Limit of Liability: <u>1/2</u>	Limit of Liability: <u>1/2</u>
Deductible: <u>2500</u>	Deductible: <u>2500</u>	Deductible: <u>2500</u>
Premium: <u>33334</u>	Premium: <u>Inc.</u>	Premium: <u>712</u>
Expiration Date: <u>6-23-24</u>	Expiration Date: <u>6-23-24</u>	Expiration Date: <u>6-23-24</u>
Retroactive Date: <u>N/A</u>	Retroactive Date: <u>N/A</u>	Retroactive Date: <u>10-30-13</u>
4. Has any carrier ever refused to renew or instigated cancellation with respect to a liability policy issued to the Applicant, a predecessor in business, or a person, firm or organization for whom the Applicant has assumed the liabilities of has a liability policy issued to any of the aforementioned ever been cancelled at the instigation of any premium finance company? <input type="checkbox"/> Yes <input type="checkbox"/> No (provide details below)		

Business Practices			
<b>6. Staff: Specify the total number of staff</b> <small>(Please attach all key person's resumes, certifications and licenses)</small>		<b>8. Service Category: For each category, specify the approximate percentage of services provided</b> %	
Architects or Environmental Engineers		Commercial	30
General Engineers (other than above)		Contractors	10
Geologists or Hydrogeologists		Design Professionals	
Industrial Hygienists, Toxicologists, CIHs/CSPs Project Managers		Developers	
Draftsmen, Technicians, Inspectors, Surveyors		Governmental	
Clerical and Accounting Employees	6	Industrial	
Administrative Management	5	Residential - Single Family	60
Number of Principals (Included in listing above)		Residential - Multi Family	
Other	22	Utilities	
		Other:	
<b>Total</b>		<b>Total</b>	<small>(must equal 100%)</small>
<b>7. Does the Applicant use a standard written contract with its clients:</b> <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <small>(If yes, please answer the following &amp; include a copy of your standard contract)</small>			
<b>7a. Does the form contain a limitation of liability clause?</b> <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <small>(If yes, to what extent is liability limited?)</small>			
<b>7b. Does the form contain any of the following:</b>		<b>7c. What percentage of your projects are contracted using:</b>	
	Yes	No	%
Hold Harmless Clause	<input type="checkbox"/>	<input type="checkbox"/>	The applicants standard contract
Undiscovered Hazardous Materials Clause	<input checked="" type="checkbox"/>	<input type="checkbox"/>	A letter of agreement
Subsurface Structure Clause	<input type="checkbox"/>	<input type="checkbox"/>	A client's contract form
Detailed Scope of Services	<input type="checkbox"/>	<input type="checkbox"/>	Verbal agreement
Right of Entry Clause	<input type="checkbox"/>	<input type="checkbox"/>	Other:
Limitation of Consequential Damages	<input type="checkbox"/>	<input type="checkbox"/>	
Ownership of Documents Clause	<input type="checkbox"/>	<input type="checkbox"/>	<b>Total</b>
		100	
<b>8. Are subconsultants and subcontractors hired under a written, standard subcontract?</b> <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <small>(If Yes, please attach a copy)</small>			
<b>9. Do you have established relationships with sub-contractors?</b> <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No			
<b>10. How do you select your subcontractors?</b> We interview our subcontractors we get referrals, licenses and insurance		Describe the minimum insurance requirements: General Liability \$ 2,000,000 Professional Liability \$ 1,000,000 Contractors Pollution Legal Liability \$ 1,000,000	
<b>11. How are non-standard client agreements reviewed?</b> <input checked="" type="checkbox"/> Attorney; Outside <input type="checkbox"/> Attorney; In-house <input type="checkbox"/> Staff <small>(If Staff, please describe)</small>			
<b>12. Does your firm have written quality control procedures?</b> <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <small>(If yes, please include the table of contents with this application)</small>			
<b>13. Does your firm have a written health and safety procedures?</b> <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <small>(If yes, please include the table of contents with this application)</small>			
<b>14. Does your firm have a confined space protocol?</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <small>(If yes, please include the table of contents with this application)</small>			
<b>15. Does your firm have an in-house continuing education program?</b> <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <small>If yes, please describe</small> monthly training by department managers.			
<small>If no, please describe how your professional receives continuing education / training:</small>			

Gross Revenue			
16. Fiscal Year Period <b>2023</b> From: <b>January 1</b> To: <b>December 31</b>			
16a. Enter firm's gross revenue for the years below:		17. What percentage of estimated receipts is subcontracted to others? (Describe services below) <span style="float: right;">10%</span>	
Estimated revenue for the upcoming policy year	\$ 12,000,000	Asbestos Abatement testing Services	
Prior policy year's revenue	\$ 10,500,000		
2 <sup>nd</sup> prior policy year's revenue	\$ 8,000,000		
18. Detail geographical extent of operations:		% Domestic: <u>100</u>	% Foreign: <u>0</u>
Please provide geographical locations of all foreign projects:			
19. Please provide percentage of gross revenue derived from the following operations/services			
	%		%
Above Ground Storage Tank Installation		Vapor Barrier Installation	
Air Pollution Control Installation		Wastewater Treatment Installation/Construction	
Asbestos Remediation	50%	Air Pollution Control Design	
Bioremediation		Analytical Laboratories	
Demolition		Civil Engineering	
Drilling		Geophysical Surveys	
Electronics Recycling		Geotechnical Engineering	
Emergency Response		Geothermal System Design	
Fire/Water Damage Restoration Contractor	90%	Hydrogeological Investigations	
Geothermal System Installation		Industrial Hygiene / Health & Safety	
Hazardous Waste Cleanup		Lead & Asbestos Consulting	
Home Heating Oil Tank Installation		Mold evaluation	
Home Heating Oil Tank Removal		Phase I Environmental Assessments	
Industrial Cleaning		Phase II & III Environmental Assessment	
Lab-packing / Drum Handling		Pipe and Tank Integrity Testing	
Landfill Liner Installation		Process Engineering	
Landscaping Contractor		Project Management	
Lead Based Paint Remediation		Property Condition Assessments	
Mold Remediation	5%	Regulatory Compliance / Permitting	
Pesticide / Herbicide Application		Remedial Design	
Roofing		Remediation Oversight	
Sampling		Tank Vapor Recovery Design	
Soil excavation - other than petroleum		Training	
Soil Excavation - petroleum		Underground Storage Tank Testing	
Soil remediation		Unexploded Ordnance	
Tank Cleaning		Utility Locating	
Tank Lining		Waste Broker	
Tank Vapor Recovery Installation/Construction		Wastewater Treatment Design	
Thermal Treatment		Other	
Underground Storage Tank Installation		Other	
Underground Storage Tank Removal		Total <span style="float: right;">(must equal 100%)</span>	
<b>Claims, Circumstances, Incidents &amp; Loss History</b>			
20. In the past 3 years, has any claim, suit, or notice of incident been made against your firm, a predecessor firm or an organization for which your firm has assumed liabilities? <span style="float: right;"><input type="checkbox"/> Yes <input type="checkbox"/> No</span>		(If yes, please provide details)	
- Date when claim, suit or notice was made			
- Date the act, error, omission for occurrence that gave rise to the claim, suit or notice was committed			
- Name of the claimant			
- Nature of the claim, suit or notice			
- Amount of the initial demand			
- Maximum amount of reserves established			
- Final disposition (including amount of settlement payment)			
21. In the past 3 years, has any member of your firm or a related entity aware of any circumstances that could result in a claim, suit or notice of incident being brought against them? <span style="float: right;"><input type="checkbox"/> Yes <input type="checkbox"/> No</span>		If yes, please provide full details on the same basis as the above requirements (use additional paper if necessary)	
22. In the past 3 years has any member of your firm, predecessor or any entity your firm wholly or partly owns, manages and/or controls ever been the subject of a disciplinary action as a result of their professional activities? <span style="float: right;"><input type="checkbox"/> Yes <input type="checkbox"/> No</span>		If yes, please provide details (use additional paper if necessary)	

## FRAUD WARNING

**NOTICE TO ALABAMA, ALASKA, ARIZONA, ARKANSAS, CONNECTICUT, DELAWARE, GEORGIA, IDAHO, ILLINOIS, INDIANA, IOWA, KANSAS, MARYLAND, MASSACHUSETTS, MICHIGAN, MINNESOTA, MISSISSIPPI, MISSOURI, MONTANA, NEBRASKA, NEVADA, NEW HAMPSHIRE, NORTH CAROLINA, NORTH DAKOTA, OREGON, RHODE ISLAND, SOUTH CAROLINA, SOUTH DAKOTA, TEXAS, UTAH, VERMONT, WASHINGTON, WEST VIRGINIA, WISCONSIN, AND WYOMING APPLICANTS:** In some states, any person who knowingly, and with intent to defraud any insurance company or other person, files an application for insurance or statement of claim containing any materially false information, or, for the purpose of misleading, conceals information concerning any fact material thereto, may commit a fraudulent insurance act which is a crime in many states.

**NOTICE TO CALIFORNIA APPLICANTS:** In some states, any person who knowingly, and with intent to defraud any insurance company or other person, files an application for insurance or statement of claim containing any materially false information, or, for the purpose of misleading, conceals information concerning any fact material thereto, may commit a fraudulent insurance act which is a crime in many states.

**NOTICE TO COLORADO APPLICANTS:** It is unlawful to knowingly provide false, incomplete or misleading facts or information to an insurance company for the purpose of defrauding or attempting to defraud the company. Penalties may include imprisonment, fines, denial of insurance and civil damages. Any insurance company or agent of an insurance company who knowingly provides false, incomplete or misleading facts or information to a policy holder or claimant for the purpose of defrauding or attempting to defraud the policyholder or claiming with regard to a settlement or award payable for insurance proceeds shall be reported to the Colorado Division of Insurance within the Department of Regulatory Agencies.

**NOTICE TO DISTRICT OF COLUMBIA APPLICANTS: WARNING:** It is a crime to provide false or misleading information to an insurer for the purpose of defrauding the insurer or any other person. Penalties include imprisonment and/or fines. In addition, an insurer may deny insurance benefits if false information materially related to a claim was provided by the applicant.

**NOTICE TO FLORIDA APPLICANTS:** Any person who knowingly and with intent to injure, defraud or deceive any insurance company files a statement of claim containing any false, incomplete or misleading information is guilty of a felony of the third degree.

**NOTICE TO HAWAII APPLICANTS:** For your protection, Hawaii law requires you to be informed that presenting a fraudulent claim for payment of a loss or benefit is a crime punishable by fines or imprisonment, or both.

**NOTICE TO KENTUCKY APPLICANTS:** Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance containing any materially false information or conceals, for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which is a crime.

**NOTICE TO LOUISIANA APPLICANTS:** Any person who knowingly presents a false or fraudulent claim for payment of a loss or benefit or knowingly presents false information in an application for insurance is guilty of a crime and may be subject to fines and confinement in prison.

**NOTICE TO MAINE APPLICANTS:** It is a crime to knowingly provide false, incomplete or misleading information to an insurance company for the purpose of defrauding the company. Penalties may include imprisonment, fines, or denial of insurance benefits.

**NOTICE TO NEW JERSEY APPLICANTS:** Any person who includes any false or misleading information on an application for an insurance policy is subject to criminal and civil penalties.

**NOTICE TO NEW MEXICO APPLICANTS:** Any person who knowingly presents a false or fraudulent claim for payment of a loss or benefit or knowingly presents false information in an application for insurance is guilty of a crime and may be subject to civil fines and criminal penalties.

**NOTICE TO OHIO APPLICANTS:** Any person who, with intent to defraud or knowing that he/she is facilitating a fraud against an insurer, submits an application or files a claim containing a false or deceptive statement is guilty of insurance fraud.

**NOTICE TO OKLAHOMA APPLICANTS: "WARNING:** Any person who knowingly, and with intent to injure, defraud or deceive any insurer, makes a any claim for the proceeds of an insurance policy containing any false, incomplete or misleading information is guilty of a felony.

**NOTICE TO PENNSYLVANIA APPLICANTS:** Any person who knowingly and with intent to defraud any insurance company, or other person, files an application for insurance or statement of a claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which is a crime and subjects the person to criminal and civil penalties.

**NOTICE TO TENNESSEE APPLICANTS:** It is a crime to knowingly provide false, incomplete or misleading information to an insurance company for the purpose of defrauding the company. Penalties include imprisonment, fines and denial of insurance benefits.

**NOTICE TO TEXAS APPLICANTS:** In some states, any person who knowingly, and with intent to defraud any insurance company or other person, files an application for insurance or statement of claim containing any materially false information, or, for the purpose of misleading, conceals information concerning any fact material thereto, may commit a fraudulent insurance act which is a crime in many states.

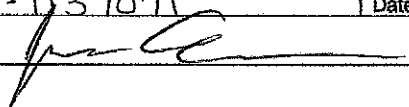
**NOTICE TO VIRGINIA APPLICANTS:** It is a crime to knowingly provide false, incomplete or misleading information to an insurance company for the purpose of defrauding the company. Penalties include imprisonment, fines and denial of insurance benefits.

**NOTICE TO NEW YORK APPLICANTS:** Any person who knowingly and with intent to defraud an insurance company or other person files an application for insurance or statement of claim containing any materially false information, or conceals, for the purpose of misleading, information concerning any fact material thereto, commits a fraudulent insurance act, which is a crime and shall also be subject to a civil penalty not to exceed \$5,000 and the stated value of the claim for each such violation.

The applicant represents that the above statements and facts are true and that no material facts have been suppressed or misstated.

Completion of this form does not bind coverage. Applicant's acceptance of the company's quotation is required prior to binding coverage and policy issuance.

All written statements and materials furnished to the company in conjunction with this application are hereby incorporated by reference into this application and made a part hereof.

Applicant	Joseph Ercolano	Title	owner
FEIN #	88-1137071	Date	4/23/2024
Applicant's Signature			
Agent / Broker Name			

The applicant further acknowledges that the answers provided herein are based on a reasonable inquiry and/or investigation.



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PROJECT DESCRIPTION - SUPPLEMENTAL PAGE	
1	Project Name/Client: <i>Nicholas Catalano</i>
	Services Provided: <i>Remediated water &amp; dried surfaces</i>
	Value of Completed Project Gross Revenue: <i>21,547.00</i> Project Completion Date: <i>6/10/2024</i>
2	Project Name/Client: <i>Christopher Russell</i>
	Services Provided: <i>Fire clean up &amp; demo</i>
	Value of Completed Project Gross Revenue: <i>29,059</i> Project Completion Date: <i>4/28/2024</i>
3	Project Name/Client: <i>Danny Curcuruto</i>
	Services Provided: <i>remediated water &amp; dried surface</i>
	Value of Completed Project Gross Revenue: <i>7,000.00</i> Project Completion Date: <i>5/1/2024</i>
4	Project Name/Client:
	Services Provided:
	Value of Completed Project Gross Revenue: Project Completion Date:
5	Project Name/Client:
	Services Provided:
	Value of Completed Project Gross Revenue: Project Completion Date:
6	Project Name/Client:
	Services Provided:
	Value of Completed Project Gross Revenue: Project Completion Date:
7	Project Name/Client:
	Services Provided:
	Value of Completed Project Gross Revenue: Project Completion Date:
8	Project Name/Client:
	Services Provided:
	Value of Completed Project Gross Revenue: Project Completion Date:
9	Project Name/Client:
	Services Provided:
	Value of Completed Project Gross Revenue: Project Completion Date:
10	Project Name/Client:
	Services Provided:
	Value of Completed Project Gross Revenue: Project Completion Date:

# Ercolano Cleaning & Restoration

## Balance Sheet

As of March 31, 2024

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
BizFlex Checking (1671)	167,764.55
M & T Money Market	166,517.81
Payroll Clearing	26,998.88
UBS ACCOUNTS	
UBS Checking (9383)	342,209.97
UBS Money Market (Gov Fund)	462,883.65
<b>Total UBS ACCOUNTS</b>	<b>805,093.62</b>
Wells Fargo Business Choice Checking (1836)	516,535.41
<b>Total Bank Accounts</b>	<b>\$1,682,910.27</b>
Accounts Receivable	
Accounts Receivable (A/R)	8,151,976.84
<b>Total Accounts Receivable</b>	<b>\$8,151,976.84</b>
Other Current Assets	
Inventory Asset	275,409.62
Sweep Account - M&T	995,217.06
Undeposited Funds	16,637.36
<b>Total Other Current Assets</b>	<b>\$1,287,264.04</b>
<b>Total Current Assets</b>	<b>\$11,122,151.15</b>
Fixed Assets	
Accumulated Depreciation	-958,574.43
Office Furniture & Office Equipment	82,082.25
Tools & Equipment	87,809.67
Marketing Tent	8,268.84
<b>Total Tools &amp; Equipment</b>	<b>96,078.51</b>
Vehicles	
2012 Chevy Express Van	365,241.21
2014 Chevy Van 3500	30,223.00
2014 Toyota Camry XLE - Black	27,062.00
2014 Toyota Camry XLE - Black	7,857.13
2019 Ford Transit Connect XLT	35,512.39
2020 Ford Transit EL High Roof	29,800.98
2021 Dodge Ram Promaster 3500	70,560.90
2021 Ram 1500	10,350.00
2021 Toyota Camry (9827)	31,645.08
2022 Ford Transit 350 High Roof	45,000.00
2022 Ford Transit Connect	54,800.87
2022 Ford Transit Connect XL	20,000.00

	TOTAL
2022 Toyota Rav 4 XLE Hybrid	44,069.09
2023 Cadillac Escalade	119,193.82
XXXX Dodge Ram 1500	64,198.96
<b>Total Vehicles</b>	<b>955,515.43</b>
<b>Total Fixed Assets</b>	<b>\$175,101.76</b>
<b>TOTAL ASSETS</b>	<b>\$11,297,252.91</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	78,988.66
<b>Total Accounts Payable</b>	<b>\$78,988.66</b>
Credit Cards	
BOA Credit Card	1,613.81
CitiBank Credit Card	11,464.46
USB Credit card (4956)	75,060.29
WEX Fuel Card	2,762.94
<b>Total Credit Cards</b>	<b>\$90,901.50</b>
Other Current Liabilities	
Connecticut Department of Revenue Payable	-9,513.29
Connecticut Sales and Use Payable	432,761.22
CT Service Tax Payable	-1,875.46
Massachusetts Department of Revenue Payable	416.76
Out Of Scope Agency Payable	0.00
Payroll Liabilities	
401K Payable	-170,051.43
Health Insurance Payable	9,160.78
Payroll Tax Payable	-632,594.41
Profit Sharing Payable	-8,162.06
<b>Total Payroll Liabilities</b>	<b>-801,647.12</b>
Sales Tax Payable	-677.00
Undistributed Tips	53.97
<b>Total Other Current Liabilities</b>	<b>\$ -380,480.92</b>
<b>Total Current Liabilities</b>	<b>\$ -210,590.76</b>
Long-Term Liabilities	
Auto Loan	
02 Ford Vehicle Finance	-2,434.08
03 Aztek Financial Dodge Vans	0.00
04 Toyota Motor Credit	0.00
N/P - 2021 Ford Transit Connect - Acct#67782	15,915.47
N/P - 2022 Ford Transit Connect T350 - Acct#93297	1,324.89
N/P - Chrysler Capital (Ram 1500) - Acct#58516	36,074.14
	22,713.74
<b>Total Auto Loan</b>	<b>73,594.16</b>
<b>Total Long-Term Liabilities</b>	<b>\$73,594.16</b>
<b>Total Liabilities</b>	<b>\$ -136,996.60</b>

Approved For Use: Friday, April 20, 2024 1:27 PM

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	TOTAL
Equity	
Opening Balance Equity	-84,280.89
Owner's Investment	10,454.71
Retained Earnings	12,897,735.65
Shareholder Distributions	
Childcare	-38,907.20
Federal Taxes	-954,872.00
Other Personal	-604,827.19
Owner's Draw	-42,227.43
Cash Compensation	-787,115.58
Draws through Payroll	-29,700.00
Joe Personal Charges	-472,768.83
Other Miscellaneous Expense	-20,859.86
Owner Auto - Acura	-26,748.17
<b>Total Owner's Draw</b>	<b>-1,379,419.87</b>
<b>Total Shareholder Distributions</b>	<b>-2,978,026.26</b>
Net Income	1,588,366.30
<b>Total Equity</b>	<b>\$11,434,249.51</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$11,297,252.91</b>

# Ercolano Cleaning & Restoration

## Profit and Loss

January - December 2023

	TOTAL
<b>Income</b>	
Emergency Service Income	
Contents Services Income	1,398,879.43
Water Mitigation Services	8,336,378.63
Water Mitigation	1,518.84
<b>Total Water Mitigation Services</b>	<b>8,337,897.47</b>
<b>Total Emergency Service Income</b>	<b>9,736,776.90</b>
Other Misc. Service Income	32,069.61
Reconstruction Services Income	5,563,772.50
Referral Fee Income	2,067.44
TAX ADJ DUMP ACCT FOR CPA TO CORRECT	-81,445.00
Various Adjustment and refunds	
1- Insurance Adjustments	-395,780.50
2 - Damaged Contents	-68,721.45
3 - Customer deductibles	-66,027.75
4 -Other customer adjustments	-103,230.61
<b>Total Various Adjustment and refunds</b>	<b>-633,760.31</b>
<b>Total Income</b>	<b>\$14,619,481.14</b>
<b>Cost of Goods Sold</b>	
COS - Asbestos Services	
Asbestos Abatement	11,273.11
Asbestos Testing	29,823.60
<b>Total COS - Asbestos Services</b>	<b>41,096.71</b>
COS - REB Contracted Services	3,158,702.51
Commission expense - rebuild	1,401.28
COS - Contract Labor	91,960.35
Estimating Services	37,113.76
Salary and wages - REB	152.62
Software expense - REB	7,318.91
<b>Total COS - REB Contracted Services</b>	<b>3,296,649.43</b>
COS-EMS Contracted Services	21,551.00
Contract & Temporary labor	16,402.85
COS - Direct Materials	199,564.96
COS - Disposal Fees	167,529.46
COS - Equipment Rental	60,997.98
COS - Storage Rentals	192,092.59
EMS Software	41,316.64
Estimating Services - EMS	7,092.37
Salaries and wages	
Mitigation PM	2,265.45
<b>Total Salaries and wages</b>	<b>2,265.45</b>

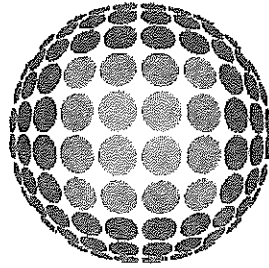
Account Name: Ercolano Cleaning & Restoration - CONTACT - REB

1/1

	TOTAL
Postage & Delivery	503.73
Telephone Expense	24,787.07
Utilities	20,924.07
<b>Total Office Expenses</b>	<b>122,073.86</b>
Payroll Expenses	-4,129.33
01 Salaries & Wages	
Administrative Wages	3,076.92
Employee Bonuses	250.00
Estimator Wages	10,966.53
Management Wages	3,942.31
<b>Total 01 Salaries &amp; Wages</b>	<b>18,235.76</b>
02 Employee Benefits	
06 401(k) Match	315.59
Employee Health Insurance Expense	98,166.85
<b>Total 02 Employee Benefits</b>	<b>98,482.44</b>
03 Payroll Taxes	2,445.89
<b>Total Payroll Expenses</b>	<b>115,034.76</b>
Personnel Expenses	
Employee Events	6,998.94
Employee Training	3,797.82
Recruiting & Staffing Expense	51,492.44
<b>Total Personnel Expenses</b>	<b>62,289.20</b>
Professional Fees	
Accounting	39,700.00
Consulting Fees	86,919.30
Legal Fees	19,688.56
Public Adjuster Fee	53,325.80
<b>Total Professional Fees</b>	<b>199,633.66</b>
Rent & Lease	1,893.30
Sales & Marketing expenses	
Business Development & Sales Team	-600.00
Meals & Entertainment	78.73
Referral Fees	37,659.71
Sales team Salaries	13,039.72
<b>Total Business Development &amp; Sales Team</b>	<b>50,178.16</b>
Marketing program expenses	1,282.00
Advertisement	13,997.92
Customer Gifts	700.25
Lead Generation	95,318.49
Marketing Meals	1,787.29
Marketing Software	1,499.00
Online Marketing	67,488.02
Promotional Items	1,991.44
Website Hosting	12,835.88
<b>Total Marketing program expenses</b>	<b>196,900.29</b>
<b>Total Sales &amp; Marketing expenses</b>	<b>247,078.45</b>

	TOTAL
Travel Expense	
Airfare	1,578.52
Lodging	8,433.53
Shared Rides & Taxis	2,370.63
Travel Meals	286.04
<b>Total Travel Expense</b>	<b>12,668.72</b>
Uncategorized Expense	39,814.01
<b>Total Expenses</b>	<b>\$1,523,856.69</b>
NET OPERATING INCOME	<b>\$7,331,886.61</b>
Other Income	
Dividend Income	23,633.80
Gain/Loss on Sale of Home	230,000.00
Interest Income	1,624.42
Late Fee Income	153,301.37
Sales Tax Overpayment Refund	15,280.00
<b>Total Other Income</b>	<b>\$423,839.59</b>
Other Expenses	
Interest Expense	1,797.07
<b>Total Other Expenses</b>	<b>\$1,797.07</b>
NET OTHER INCOME	<b>\$422,042.52</b>
NET INCOME	<b>\$7,753,729.13</b>

	TOTAL
Uniforms and Protective Clothing	15,281.45
<b>Total COS-EMS Contracted Services</b>	<b>724,094.75</b>
General Overhead	
CU - Equipment Purchases (Under \$2,500)	1,334.59
Equipment Fuel	20.16
Equipment Repair & Maintenance	4,955.30
Shop Supplies	13,265.45
Tool Purchases (Under \$2,500)	2,160.10
<b>Total General Overhead</b>	<b>21,735.60</b>
Payroll Clearing - COGS	1,680,361.35
<b>Total Cost of Goods Sold</b>	<b>\$5,763,937.84</b>
<b>GROSS PROFIT</b>	<b>\$8,855,543.30</b>
Expenses	
Auto Expenses	
Auto Repairs & Maintenance	34,723.98
Fuel Expense	75,681.52
Parking & Tolls	734.32
Registration	5,851.77
Security & Monitoring	105.13
Tickets	92.00
<b>Total Auto Expenses</b>	<b>117,188.72</b>
Bank, Credit Card and Payment Processing Fees	-124.54
Bank Charges	2,406.90
Payment Processing Fees	10,313.96
<b>Total Bank, Credit Card and Payment Processing Fees</b>	<b>12,596.32</b>
Charitable Contributions	3,304.91
CLEAN UP ALL TAXES - Taxes & Licenses	110,259.16
Business License & Permit	647.00
Connecticut PET tax	213,550.00
Property taxes	20,905.20
Sales Taxes Paid	61,035.00
<b>Total CLEAN UP ALL TAXES - Taxes &amp; Licenses</b>	<b>406,396.36</b>
Insurance	
Auto Insurance	10,361.50
General Liability	166,581.08
Worker's Compensation	6,941.84
<b>Total Insurance</b>	<b>183,884.42</b>
Office Expenses	11,520.88
05 Payroll Service Charge	36.70
Employee Meals	4,680.07
Internet Expense	13,099.67
Kitchen supplies expense	3,059.74
Office Furniture & Equipment Expense	1,513.65
Office Repairs & Maintenance	33,785.76
Office Software	657.25
Office Subscription (Non Software)	7,505.27
Office Supplies	



**IICRC®**

Institute of Inspection Cleaning  
and Restoration Certification

**EDWARD A. ERCOLANO**

is a registrant in good standing with the IICRC, and has qualified by service and examination for certification in the following areas:

**WATER DAMAGE RESTORATION**

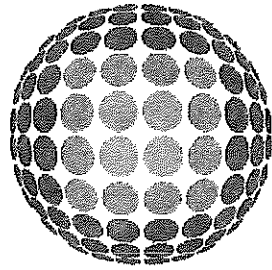
This registrant has pledged to perform services in these areas with skill, honesty, and integrity to provide the consumer with the highest standard of care and expertise.

**231302**

**REGISTER NUMBER**

**06/30/2023**

**EXPIRATION DATE**



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and Restoration Certification

**JOSEPH E. ERCOLANO**

is a registrant in good standing with the IICRC, and has qualified by service and examination for certification in the following areas:

**FIRE & SMOKE DAMAGE RESTORATION  
WATER DAMAGE RESTORATION**

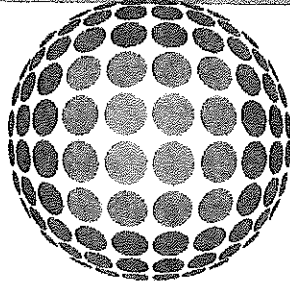
This registrant has pledged to perform services in these areas with skill, honesty, and integrity to provide the consumer with the highest standard of care and expertise.

**156996**

**REGISTER NUMBER**

**06/30/2023**

**EXPIRATION DATE**



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# Certified Firm

## 2024

*be it known that:*

### **ERCOLANO CLEANING & RESTORATION**

is registered with the IICRC and has pledged to maintain an awareness of and knowledge about the IICRC's published standards relevant to the Certified Firm's operations; will seek and promote educational training for technicians to enhance proficiency; provide service that results in elevated levels of customer satisfaction; be prompt; conduct business with honesty, integrity and fairness; build consumer confidence in the industry; and, promote good relations with affiliate industries.

Carey Vermeulen  
Chairman of the Board of Directors

**204977**  
Company #  
**12/31/2024**  
Valid Through



**STATE OF CONNECTICUT**  
**DEPARTMENT OF CONSUMER PROTECTION**  
 450 Columbus Boulevard ♦ Hartford Connecticut 06103

Attached is your Home Improvement Contractor registration. This registration is not transferable. The Department of Consumer Protection must be notified of any changes to your registration within thirty (30) days of such change. Questions regarding this registration can be emailed to the License Services Division at [dep.licenseservices@ct.gov](mailto:dep.licenseservices@ct.gov).

In an effort to be more efficient and Go Green, the department asks that you keep your email information with our office current to receive correspondence. You can access your account with your User ID and Password at [www.elicense.ct.gov](http://www.elicense.ct.gov) to verify, add or change your email address.

Visit our website at [www.ct.gov/dep](http://www.ct.gov/dep) to verify registrations, apply online and to obtain the booklet for The Connecticut Contractor for Home Improvement and New Home Construction.



ERCOLANO CLEANING & RESTORATION LLC  
 2 BENHAM HILL PL  
 HAMDEN, CT 06514-1934

**HOME IMPROVEMENT CONTRACTOR**  
 ERCOLANO CLEANING & RESTORATION LLC  
 2 BENHAM HILL PL  
 HAMDEN, CT 06514-1934

Registration #	Effective	Expiration
HIC.0646575	04/01/2024	03/31/2025
SIGNED		

