



2020 ANNUAL REPORT



CONSOLIDATED FINANCIAL HIGHLIGHTS

Years ended September 30

(Amounts in thousands except per share amounts)

	<u>2020</u>	<u>2019</u>	<u>% Change</u>
Revenues	\$ 88,713	108,716	(18.4)
Operating profit	\$ 243	1,979	(87.7)
Income before income taxes	\$ 347	2,393	(85.5)
Net income	\$ 257	1,763	(85.4)
Per common share:			
Basic	\$.08	.53	(84.9)
Diluted	\$.08	.53	(84.9)
Total Assets	\$ 64,669	72,293	(10.5)
Total Debt	\$ —	—	—
Shareholders' Equity	\$ 45,048	54,797	(17.8)
Common Shares Outstanding	3,377	3,351	.8
Book Value Per Common Share	\$ 13.34	16.35	(18.4)

BUSINESS. The business of the Company, conducted through our wholly owned subsidiary, Florida Rock & Tank Lines, Inc. (Tank Lines), which is a Southeastern U.S. based tank truck company, is to transport petroleum and other liquids and dry bulk commodities.

OBJECTIVES. The Company's objectives are to continue building a substantial transportation company providing acceptable returns on capital employed and cash generation.

Fiscal year 2020 was full of challenges. The year began with the Company making the difficult decision to downsize approximately \$6 million of annual revenue. To offset the revenue loss, we spent the early part of the year making cost reductions in headcount, equipment and certain components of our driver pay program. However, the necessary lag in time between reduced revenues and being able to fully implement those adjustments led to a poor performance in the first two quarters. However by late February, we had revenues and expenses back in line for success and a return to profitability.

Then COVID took hold in mid-March. We immediately saw our revenues drop precipitously in the latter part of March and through the month of April. We spent those weeks managing through all the health protocols and took action to further reduce costs, some temporarily but other reductions were permanent. Fortunately, volumes began to return in May and incrementally improved each month through July, where we saw a leveling off for most markets but still below our pre-COVID demand levels. Despite the very unprofitable April, we reported profits in both the 3rd and 4th quarters with total revenue down 31% and 18%, respectively, when compared to the prior year.

Total revenue for fiscal 2020 came in at \$88.7 million, compared to \$108.7 million in fiscal 2019. The lower revenue was mainly driven by the closure of two underperforming terminals, the downsizing of certain customer accounts and the impacts on demand from the COVID-19 pandemic. As a result, we ended the year with approximately 412 drivers versus 530 to start the fiscal year. We continue to focus heavily on tweaking the driver compensation program to remain competitive and attractive in the marketplace. This year we are placing significant emphasis on ways to bridge the new driver beyond their first year where we find the retention rate significantly improves as compared to the turnover rate in first year driver. We continue to search for innovative ways to improve our employee benefit plans. The changes we made to our wellness and pharmacy plans continue to bear fruit providing an annualized savings in excess of \$1 million

while adding potential savings and new benefits for our employees. We are hopeful that achievements like these will continue to set us apart from our competition and build a stronger workforce for our Company.

A great deal of our success is dependent upon our ability to increase revenue at good freight rates with good partners. Our strategy is to concentrate revenue growth efforts in the markets where we have been successful with driver hiring and retention, and to diversify our product mix where we can achieve the targeted revenue growth and improve profit margin. There are certain customers who understand the challenges we face and are willing to work through rate discussions such that we can continue to provide quality service and make a return on our investment. These are the customers we will focus on as we move forward while seeking new opportunities for diversification with like-minded customers. Product diversification is becoming more of a factor in our strategic initiatives and we are expanding the reach of our sales team to help us find more opportunities in the dry bulk, chemical and food grade markets. As an example, we purchased seven (7) new food grade trailers to be used on a freshly contracted opportunity hauling spring water. This will mark the first opportunity we have contracted in the food grade segment and we are excited to see if we can grow with this new customer.

The auto liability insurance market continued to tighten in 2020 and resulted in a meaningful increase in our annual premium cost for fiscal 2021. While we were fully able to absorb the cost increase and maintain liability insurance in excess of our customers' minimum requirements, some of our competitors may struggle to do the same. Whether this leads to less competition, higher freight rates, consolidation or all of the above is yet to be determined, but it remains a big part of the industry story for the foreseeable future.

Technology investments continue to be a large part our strategy. During 2020, we implemented several technology projects that included a new mobile capture platform. Mobile capture allows the driver to take a picture of the bill of

loading with an android tablet and deliver this to our customers within minutes of delivering the load. Our customers have been anxious for us to implement this technology and this should benefit us with customer retention and growth as we move forward. Towards the end of fiscal 2020, we piloted and then implemented the SmartDrive on-board camera system. We strongly believe this platform will help us improve driving habits across the network as well as providing potential for reduced defense and settlement expense in accidents where our drivers are not at fault. This year we plan to implement a new automated dispatch module that should bring significant efficiencies to our operations and customers. We believe these projects are critical to our future success as they provide significant benefits to our drivers, employees and customers.

This year was filled with significant challenges for our employees; in particular, the challenges created by COVID and multiple named storms that impacted our network. As always, we want to recognize and thank our many employees for their dedication to our Company and to providing the highest level of safety, professionalism and customer service especially in the face of such severe events. We have an amazing group of individuals who truly come together every day to create one of the strongest teams in our industry.

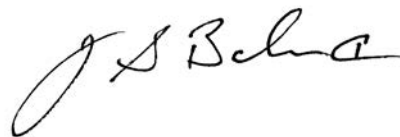
We are very proud to say that, like last year, the company beat our preventable accident frequency target. We set a very high standard for ourselves each year and achieving this goal speaks volumes about our drivers as well as our dedicated managers and staff. Achieving this target allows us to hold the annual drawing for a new Chevy Silverado pickup truck to be awarded to one of our accident free drivers later this year. In addition, we'd like to recognize Steve Shipes out of our Albany, GA terminal as the recipient of the Company's John R. Mabbett Award for the 2020 Driver of the Year. This award is based on safety, service, dependability and character and in Steve's 35 years with the Company he has always shined in every one of these categories. Congratulations Steve!

While fiscal 2020 fell well below our expectations on profitability, our ability to generate positive cash flow over the years allowed us to reward our many loyal shareholders with a \$10 million dollar dividend in January, replace 30 tractors with new equipment, and continue to invest in technology upgrades. Our balance sheet remains strong with over \$16 million in cash and no debt. The Company is poised to invest in business opportunities like the spring water opportunity and others that can help us diversify and expand our horizon. Despite all the challenges, we look forward to the future and are confident the adjustments we have made over the past few years provide an opportunity to turn the tide and achieve solid returns on investment for our shareholders. As always, we do not take your investment in our Company lightly and we want to thank you for your continued interest and support.

Respectfully,



Robert E. Sandlin
President & Chief Executive Officer



Thompson S. Baker II
Chairman

Our business consists of hauling petroleum related products, dry bulk commodities and liquid chemicals. We are one of the largest regional tank truck carriers in North America. According to the Tank Truck Carrier 2019 Gross Revenue Report issued by Bulk Transporter, we are the 11th largest bulk tank carrier in North America by revenue. We operate terminals in Florida, Georgia, Alabama, and Tennessee. We do not own any of the products we haul; rather, we act as a third party carrier to deliver our customers' products from point A to point B, using predominately Company employees and Company-owned tractors and tank trailers. Approximately 86% of our business consists of hauling liquid petroleum products (mostly gas and diesel fuel) from large scale fuel storage facilities to our customers' retail outlets (e.g. convenience stores, truck stops and fuel depots) where we off-load the product into our customers' fuel storage tanks for ultimate sale to the retail consumer. The remaining 14% of our business consists of hauling dry bulk commodities such as cement, lime and various industrial powder products and liquid chemicals. As of September 30, 2020, we employed 412 revenue-producing drivers who operated our fleet of 320 Company tractors, 18 owner operators and 444 trailers from our 18 terminals and 6 satellite locations.

During fiscal 2020, the Company purchased 30 new tractors. Our fiscal 2021 capital budget includes 30 new tractors. We believe maintaining a modern fleet will result in reduced maintenance expenses, improved operating efficiencies and enhanced driver recruitment and retention. The Company owns all of the tank trailers and tractors used to conduct our business, except for 18 tractors owned by owner-operators and 30 full-service leased 2019 model year tractors.

Approximately 86% of our business consists of hauling petroleum related products. Our petroleum clients include major convenience store and hypermarket accounts, fuel wholesalers and major oil companies. We strive to build long-term relationships with major customers by providing outstanding customer service. During fiscal 2020, the Company's ten largest customers accounted for approximately 62.0% of revenue. One of these customers accounted for 21.1% of revenue. The loss of any

one of these customers could have a material adverse effect on the Company's revenues and income. Nine of our top 10 accounts have been customers for at least 5 years. Our dry bulk and chemical customers include large industrial companies including cement and concrete accounts and product distribution companies. Our customer relationships are long-standing and have grown over time as a result of consistently high safety and service levels.

Financial information about the company is presented in the financial statements included in this Annual Report.

(Amounts in thousands except per share amounts)

	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>	<u>2016</u>
Summary of Operations:					
Revenues	\$ 88,713	108,716	114,065	112,165	120,172
Operating profit	\$ 243	1,979	2,046	2,372	7,790
Interest expense	\$ 31	32	39	80	130
Net income	\$ 257	1,763	5,119	1,829	5,705
Per Common Share (a):					
Basic	\$.08	.53	1.54	.55	1.74
Diluted	\$.08	.53	1.54	.55	1.74
Financial Summary:					
Current assets	\$ 26,541	34,424	31,444	23,721	17,737
Current liabilities	\$ 9,675	8,827	10,163	10,028	10,573
Property and equipment, net	\$ 30,399	33,567	33,911	39,592	43,703
Total assets	\$ 64,669	72,293	69,817	67,954	66,299
Long-term debt	\$ —	—	—	—	—
Shareholders' equity	\$ 45,048	54,797	52,406	46,583	43,946
Net Book Value Per common share	\$ 13.34	16.35	15.75	14.10	13.36
Other Data:					
Weighted average common shares:					
Basic (a)	3,369	3,342	3,318	3,299	3,283
Diluted (a)	3,370	3,343	3,320	3,302	3,285
Number of employees	607	761	783	857	959
Shareholders of record	348	358	383	406	423

Quarterly Results *unaudited*

(Dollars in thousands except per share amounts)

	<u>First</u>		<u>Second</u>		<u>Third</u>		<u>Fourth</u>	
	<u>2020</u>	<u>2019</u>	<u>2020</u>	<u>2019</u>	<u>2020</u>	<u>2019</u>	<u>2020</u>	<u>2019</u>
Revenues	\$ 24,809	28,054	23,527	27,008	19,011	27,526	21,366	26,128
Operating profit (loss)	\$ (724)	1,107	(588)	293	794	423	761	156
Income (loss) before income taxes	\$ (647)	1,198	(553)	399	790	531	757	265
Net income (loss)	\$ (464)	884	(401)	289	573	396	549	194
Earnings per common share (a):								
Net income (loss)-								
Basic	\$ (.14)	.27	(.12)	.09	.17	.12	.16	.06
Diluted	\$ (.14)	.27	(.12)	.09	.17	.12	.16	.06
Market price per common share (b):								
High	\$ 20.00	20.96	20.51	19.75	10.50	19.25	9.45	18.75
Low	\$ 17.25	18.44	8.61	18.40	8.20	16.97	8.25	16.75

(a) Earnings per share of common stock is computed independently for each quarter presented. The sum of the quarterly net earnings per share of common stock for a year may not equal the total for the year due to rounding differences.

(b) All prices represent Nasdaq reported high and low daily closing prices.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS.

Executive Overview. The business of the Company, conducted through our wholly owned subsidiary, Florida Rock & Tank Lines, Inc., is to transport petroleum and other liquids and dry bulk commodities. We do not own any of the products we haul, rather, we act as a third party carrier to deliver our customers' products from point A to point B predominately using Company employees driving Company owned tractors and tank trailers. Approximately 86% of our business consists of hauling liquid petroleum products (mostly gas and diesel fuel) from large scale fuel storage facilities to our customers' retail outlets (e.g. convenience stores, truck stops and fuel depots) where we off-load the product into our customers' fuel storage tanks for ultimate sale to the retail consumer. The remaining 14% of our business consists of hauling dry bulk commodities such as cement, lime and various industrial powder products and liquid chemicals. As of September 30, 2020, we employed 412 revenue-producing drivers who operated our fleet of 320 Company tractors, 18 owner operators and 444 trailers from our 18 terminals and 6 satellite locations in Florida, Georgia, Alabama, and Tennessee. We experience increased seasonal demand in Florida during the spring and in most of our other locations during the summer months.

Our industry is characterized by such barriers to entry as the time and cost required to develop the capabilities necessary to handle hazardous material, the resources required to recruit, train and retain drivers, substantial industry regulatory and insurance requirements and the significant capital investments required to build a fleet of equipment, establish a network of terminals and, in recent years, the cost to build and maintain sufficient information technology resources to allow us to interface with and assist our customers in the day-to-day management of their product inventories.

Our ability to provide superior customer service at competitive rates and to operate safely and efficiently is important to our success in growing our revenues and increasing profitability. Our focus is to grow our profitability by executing on our key strategies of (i) increasing our business with existing and new customers, particularly hypermarket and large convenience store chains, that are willing to compensate us for our ability to provide superior, safe and reliable service, (ii) expanding our service offerings with respect to dry bulk, liquid and chemical products particularly in markets where we already operate terminals, (iii) earning the reputation as the preferred employer for tank truck drivers in all the markets in which we operate and (iv) pursuing strategic acquisitions. Our ability to execute this strategy depends on continuing our dedicated commitments to customer service and safety and continuing to recruit and retain qualified drivers.

Our industry is experiencing a severe shortage of qualified professional drivers with a tenured safe driving career. The trend we are seeing is that more and more of the applicants are drivers with little to no experience in the tank truck business, short driving careers in other lines of trucking, poor safety records and a pattern of job instability in their work history. As a result, in many markets we serve it is difficult to grow the driver count and, in some cases, to even maintain our historical or desired driver counts..

There are several opportunities available today in our markets that will allow us to execute on our strategy so long as we can find, hire and retain qualified drivers to meet the demands of these opportunities. We believe the tighter driver market has and will continue to provide us with opportunities to capture new business.

We generate both transportation based revenue as well as fuel surcharge revenue. Our transportation revenue consists of base revenue for each delivery which is generally calculated by multiplying a negotiated mileage-based rate by the quantity of product delivered plus any fees for extra stops to load or unload, powered product unloading and toll cost reimbursements. These negotiated transportation rates compensate us both for transporting the products as well as for loading and unloading time.

While our base rates include a fixed amount to cover our cost of fuel using an assumed price for diesel, we have fuel surcharges in place with our customers that allow us to obtain additional compensation for fuel expense incurred when the price of diesel rises above that assumed price. Likewise, for some customers, the fuel surcharge system allows the customer to receive a lower cost from us when the price of diesel drops below that assumed price. There is a time lag between fuel price fluctuations and changes to fuel surcharges to our customers. In a rapidly rising price environment this time lag can negatively impact the Company's financial results as we must pay the higher fuel cost immediately but in most cases aren't able to adjust fuel surcharges to our customers until the end of the month. The main factors that affect our total revenue are the number of revenue miles driven, rates per mile, quantity of products hauled and the amount of fuel surcharges.

The Company's operations are influenced by a number of external and internal factors. External factors include levels of economic and industrial activity, driver availability and cost, government regulations regarding driver qualifications and limitations on the hours drivers can work, petroleum product demand in the Southeast which is driven in part by tourism and commercial aviation, and fuel costs. Internal factors include revenue mix, equipment utilization, Company imposed restrictions on hiring drivers under the age of 23 or drivers without at least one year of driving experience, auto and workers' compensation accident frequencies and severity, administrative costs, and group health claims experience.

Our operating costs primarily consist of the following:

- Compensation and Benefits - Wages and employee benefits for our drivers and terminal support personnel is the largest component of our operating costs. These costs are impacted by such factors as miles driven, driver pay increases, driver turnover and training costs and additional driver pay due to temporary out-of-town deployments to cover business;
- Fuel Expenses - Our fuel expenses will vary depending on miles driven as well as such factors as fuel prices (which can be highly volatile), the fuel efficiency of our fleet and the average haul length;

- Repairs and Tires – This category consists of vehicle maintenance and repairs (excluding shop personnel) and tire expense (including amortization of tire cost and road repairs). These expenses will vary based on such factors as miles driven, the age of our fleet, and tire prices.

- Other Operating Expenses – This category consists of tolls, hiring costs, out-of-town driver travel cost, terminal facility maintenance and other operating expenses. These expenses will vary based on such factors as, driver availability and out-of-town driver travel requirements, business growth and inflation among others;

- Insurance and Losses – This includes costs associated with insurance premiums, and the self-insured portion of liability, worker’s compensation, health insurance and cargo claims and wreck repairs. We work very hard to manage these expenses through our safety and wellness programs, but these expenses will vary depending on the frequency and severity of accident and health claims, insurance markets and deductible levels;

- Depreciation Expense – Depreciation expense consists of the depreciation of the cost of fixed assets such as tractors and trailers over the life assigned to those assets. The amount of depreciation expense is impacted by equipment prices and the timing of new equipment purchases. We expect the cost of new tractors and trailers to continue to increase, impacting our future depreciation expense;

- Rents, Tags and Utilities Expenses – This category consists of rents payable on leased facilities and leased equipment, federal highway use taxes, vehicle registrations, license and permit fees and personal property taxes assessed against our equipment, communications, utilities and real estate taxes;

- Sales, General and Administrative Expenses - This category consists of the wages, bonus accruals, benefits, travel, vehicle and office costs for our administrative personnel as well as professional fees and amortization charges for intangible assets purchased in acquisitions of other businesses;

- Corporate Expenses – Corporate expenses consist of wages, bonus accruals, insurance and other benefits, travel, vehicle and office costs for corporate executives, director fees, stock option expense and aircraft expense;

- Gains/Loss on Disposition of Property, Plant & Equipment - Our financial results for any period may be impacted by any gain or loss that we realize on the sale of used equipment, losses on wrecked equipment, and disposition of other assets. We periodically sell used equipment as we replace older tractors and trailers. Gains or losses on equipment sales can vary significantly from period to period depending on the timing of our equipment replacement cycle, market prices for used equipment and losses on wrecked equipment.

To measure our performance, management focuses primarily on transportation revenue growth, revenue miles, our preventable accident frequency rate (“PAFR”), our operating ratio (defined as our operating expenses as a percentage of our operating revenue), turnover rate (excluding drivers related to Charlotte

and Wilmington closures) and average driver count (defined as average number of revenue producing drivers including owner operators (O.O.) under employment over the specified time period) as compared to the same period in the prior year.

ITEM	FY 2020 vs. FY 2019
Total Revenue	Down 18.4%
Transportation Revenue	Down 16.1%
Revenue Miles	Down by 20.3%
PAFR	Up to 2.00 from 1.99
Operating Ratio	99.7% vs. 98.2%
Driver Turnover Rate	82.3% vs. 78.3%
Avg. Driver Count incl. owner oper.	Down 12%

COMPARATIVE RESULTS OF OPERATIONS

Fiscal Years ended September 30

(dollars in thousands)	<u>2020</u>	<u>%</u>	<u>2019</u>	<u>%</u>	<u>2018</u>	<u>%</u>
Revenue miles (in thousands)	28,430		35,666		37,924	
Revenues:						
Transportation revenue	\$82,503	93.0%	98,279	90.4%	103,131	90.4%
Fuel surcharges	6,210	7.0%	10,437	9.6%	10,934	9.6%
Total Revenues	88,713	100%	108,716	100.0%	114,065	100.0%
Cost of operations:						
Compensation and benefits	39,426	44.5%	47,549	43.7%	48,010	42.1%
Fuel expenses	10,297	11.6%	15,805	14.5%	17,434	15.3%
Repairs & tires	5,940	6.7%	7,373	6.8%	7,194	6.3%
Other operating	3,575	4.0%	4,811	4.4%	4,679	4.1%
Insurance and losses	8,640	9.7%	9,426	8.7%	11,729	10.3%
Depreciation expense	7,383	8.3%	7,870	7.3%	8,759	7.7%
Rents, tags & utilities	2,933	3.3%	3,406	3.1%	3,385	3.0%
Sales, general & administrative	8,936	10.1%	9,884	9.1%	9,735	8.5%
Corporate expenses	2,114	2.4%	2,270	2.1%	2,124	1.8%
Gain on disposition of PP&E	(774)	(0.9%)	(1,657)	(1.5%)	(1,030)	(0.9%)
Total cost of operations	88,470	99.7%	106,737	98.2%	112,019	98.2%
Total operating profit	\$243	0.3%	1,979	1.8%	2,046	1.8%

Fiscal Year 2020 versus 2019 – The Company reported net income of \$257,000, or \$.08 per share, compared to net income of \$1,763,000, or \$.53 per share, in the same period last year. Net income in the prior year included \$634,000, or \$.19 per share, from gains on real estate sales.

Transportation revenues (excluding fuel surcharges) were \$82,503,000, down \$15,776,000 on 7,236,000 fewer miles primarily due to the COVID-19 pandemic, the downsizing of certain customer business due to inadequate freight rates, and the closure of our Charlotte terminal in May, 2019 and our Wilmington terminal on April 25, 2020. Transportation revenue per mile was up \$.14, or 5.1%, due to an improved business mix and rate increases. Fuel surcharge revenue was \$6,210,000, down \$4,227,000, or \$.07 per mile, from the same period last year.

Compensation and benefits decreased \$8,123,000 mainly due to lower company miles and lower driver training and minimum pay expense. Gross fuel expense decreased \$5,508,000, or \$.08 per mile, due to lower company miles and lower cost per gallon. Repair and tire expense decreased \$1,433,000 due to reduced miles this year. Insurance and losses decreased \$786,000, but were up \$.04 per mile, primarily due to higher premiums on risk insurance and several high cost health claims in the first six months of this fiscal year. Gain on disposition of assets was \$774,000 this period versus \$1,657,000 in the same period last year which included (i) a gain of \$866,000 on a land sale and (ii) a gain of \$231,000 on a hurricane related insurance settlement.

As a result, operating profit was \$243,000 compared to \$1,979,000 in the same period last year. Operating ratio was 99.7 versus 98.2 last year.

Fiscal Year 2019 versus 2018 – Total revenues for fiscal year 2019 were \$108,716,000, down \$5,349,000 from the prior year. Transportation revenues (excluding fuel surcharges) were \$98,279,000, down \$4,852,000. Miles declined by 2,258,000 to 35,666,000 in 2019 versus 37,924,000 in 2018. The decline in miles and revenues was primarily due to the decline in our average number of drivers from 580 in fiscal year 2018 to 538 in fiscal year 2019 and the closure of our Charlotte terminal in May 2019.

Fuel expenses decreased by \$1,629,000 in fiscal year 2019 due to fewer miles driven. Repair and tire expense increased \$179,000 due to more high-dollar repairs fiscal year 2019 versus fiscal year 2018. Other operating expenses were up \$132,000 due to increased tolls (most of which is billed to the customer), driver hiring and out of town driver expense. Insurance and losses were down \$2,303,000 in fiscal year 2019 due mainly to lower auto liability expense (\$1,355,000) resulting from the favorable settlement of several prior years' claims and lower health expense (\$657,000) due in large part to the recent changes to our wellness and specialty drug plans. Depreciation expense was down \$889,000 in fiscal year 2019 as we sold excess equipment to right size our fleet. Sales, general & administrative costs increased \$149,000 in fiscal year 2019 due mainly to increased driver recruiting efforts and higher IT expense (on now completed system upgrades). Gain on disposition of assets increased \$627,000 in fiscal year 2019 due primarily to a gain of \$866,000 on the sale of a prior terminal site in Ocoee, Florida and a gain of \$231,000 on the insurance settlement for hurricane damages and losses sustained at our Panama City, Florida location.

As a result, operating profit was \$1,979,000 in fiscal year 2019 compared to \$2,046,000 in the prior fiscal year. Operating ratio was 98.2 in fiscal year 2019 versus a 98.2 the prior year.

LIQUIDITY AND CAPITAL RESOURCES

The Company maintains its operating accounts with Wells Fargo Bank, N.A. and these accounts directly sweep overnight against the Wells Fargo revolver. Our revolver has a maximum amount available of \$35 million and as of September 30, 2020, we had no debt outstanding on this revolver, \$3,040,000 letters of credit and \$31,960,000 available for additional borrowings. The Company expects our fiscal year 2021 cash generation to cover the cost of our operations and our budgeted capital expenditures.

Cash Flows - The following table summarizes our cash flows from operating, investing and financing activities for each of the periods presented (in thousands of dollars):

Years Ended September 30	2020	2019	2018
Total cash provided by (used for):			
Operating activities	\$ 9,382	10,804	7,835
Investing activities	(4,079)	(6,328)	(2,574)
Financing activities	(10,557)	(559)	749
Increase (decrease) in cash and cash equivalents	\$ (5,254)	3,917	6,010
Outstanding debt at the beginning of the period	\$ —	—	—
Outstanding debt at the end of the period	\$ —	—	—

Operating Activities - Net cash provided by operating activities (as set forth in the cash flow statement) was \$9,382,000 for the year ended September 30, 2020, \$10,804,000 in 2019 and \$7,835,000 in 2018. The total of net income plus depreciation and amortization less gains on sales of property and equipment decreased \$38,000 versus last year. These changes are described above under "Comparative Results of Operations". Accounts receivable decreased \$1,583,000 in the current year due to lower revenues and improved days sales outstanding. These changes comprise the majority of the decrease in net cash provided by operating activities.

Investing Activities – Investing activities include the purchase of property and equipment, any business acquisitions and proceeds from sales of property and equipment upon retirement. For the year ended September 30, 2020, we spent \$4,079,000 on investing activities which included \$3,079,000 for the purchase of plant, property and equipment net of proceeds from retirements and \$1,000,000 for the acquisition of Danfair Transport. For the year ended September 30, 2019, net cash used in investing activities was \$6,328,000 which included the purchase of plant, property and equipment net of proceeds.

For the year ended September 30, 2018, we spent \$2,574,000 on investing activities which included the purchase of equipment net of proceeds from retirements.

Financing Activities – Financing activities primarily include net changes to our outstanding revolving debt and proceeds from the sale of shares of common stock through employee equity incentive plans. For the year ended September 30, 2020 cash used in financing activities was \$10,557,000 due to dividends paid in the second quarter. For the year ended September 30, 2019 cash used in financing activities was \$559,000 due to bank overdrafts in the prior year, debt issue costs related to a revised and restated revolver credit agreement and stock option exercises. The Company had no outstanding long-term debt on September 30, 2020 or September 30, 2019.

For the year ended September 30, 2018 cash provided by financing activities was \$749,000.

Credit Facilities - The Company has a five-year credit agreement with Wells Fargo Bank N.A. which provides a \$35 million revolving line of credit with a \$10 million sublimit for stand-by letters of credit. The amounts outstanding under the credit agreement bear interest at a rate of 1.0% over LIBOR, which may change quarterly based on the Company's ratio of consolidated total debt to consolidated total capital. A commitment fee of 0.15% per annum is payable quarterly on the unused portion of the commitment, which fee may change quarterly based on our ratio of consolidated total debt to consolidated total capital. The credit agreement contains certain conditions and financial covenants, including a minimum tangible net worth. As of September 30, 2020, the tangible net worth covenant would have limited our ability to pay dividends or repurchase stock with borrowed funds to a maximum of \$11.6 million combined.

Cash Requirements - The Company currently expects its fiscal 2021 capital expenditures to be approximately \$3.5 million for replacement equipment which we expect to be fully funded by our cash generated from our operations. On December 4, 2020 the Company's Board of Directors declared a special cash dividend of \$3.00 per share, or approximately \$10 million in the aggregate, on the Company's outstanding common stock. This one-time, special dividend is payable on December 30, 2020, to shareholders of record at the close of business on December 17, 2020.

The Company expects that cash flows from operating activities, cash on hand and the funds available under its revolving credit agreement will be adequate to finance its capital expenditures, any dividends declared and its working capital needs for the next 12 months and the foreseeable future.

OFF-BALANCE SHEET ARRANGEMENTS

Except for the letters of credit described above under "Liquidity and Capital Resources," the Company does not have any off balance sheet arrangements that either have, or are reasonably likely to have, a current or future material effect on its financial condition.

CRITICAL ACCOUNTING POLICIES

The preparation of financial statements in accordance with accounting principles generally accepted in the United States requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities as of the date of the consolidated financial statements and the reported amounts of revenues and expenses during the respective reporting periods. Accounting estimates are considered to be critical if (1) the nature of the estimates and assumptions is material due to the levels of subjectivity and judgment necessary to account for highly uncertain matters or the susceptibility of such matters to change; and (2) the impact of the estimates and assumptions on financial condition or operating performance is material. Actual results could differ from the estimates and assumptions used. Management of the Company considers the following accounting policies critical to the reported operations of the Company:

Accounts Receivable Valuation. The Company is subject to customer credit risk that could affect the collection of outstanding accounts receivable. To mitigate these risks, the Company performs credit reviews on all new customers and periodic credit reviews on existing customers. A detailed analysis of late and slow pay customers is prepared monthly and reviewed by senior management. The overall collectability of outstanding receivables

is evaluated and allowances are recorded as appropriate. Significant changes in customer credit could require increased allowances and affect cash flows.

Property and Equipment and Impairment of Tangible and Intangible Assets. Property and equipment is recorded at cost less accumulated depreciation. Provision for depreciation of property and equipment is computed using the straight-line method based on the following estimated useful lives:

	<u>Years</u>
Buildings and improvements	7-39
Revenue equipment	7-10
Other equipment	3-10

The Company periodically reviews property and equipment for potential impairment whenever events or circumstances indicate the carrying amount of a long-lived asset may not be recoverable. The analysis consists of a review of future anticipated results considering business prospects and asset utilization. If the sum of these future cash flows (undiscounted and without interest charges) is less than the carrying amount of the assets, the Company would record an impairment loss based on the fair value of the assets with the fair value of the assets generally based upon an estimate of the discounted future cash flows expected with regards to the assets and their eventual disposition as the measure of fair value. The Company performs an annual impairment test on goodwill and other intangible assets. Changes in estimates or assumptions could have an impact on the Company's financials.

Claims and Insurance Accruals. The nature of the transportation business subjects the Company to risks arising from workers' compensation, automobile liability, and general liability claims. The Company retains the exposure on liability claims of \$250,000 and \$500,000 for worker's compensation claims and has third party coverage for amounts exceeding the retention up to the amount of the policy limits. The Company expenses during the year an estimate of risk insurance losses based upon independent actuarial analysis, insurance company estimates, and our monthly review of claims reserve changes. In making claim reserve changes we rely upon estimates of our insurance company adjusters, attorney evaluations, and judgment of our management. Our estimates require judgment concerning the nature, severity, comparative liability, jurisdiction, legal and investigative costs of each claim. Claims involving serious injury have greater uncertainty of the eventual cost. In the past, our estimate of the amount of individual claims has increased from insignificant amounts to the full deductible as we learn more information about the claim in subsequent periods. We obtain an independent actuarial analysis at least twice annually to assist in estimating the total loss reserves expected on claims including claim development and incurred but not reported claims. We also retain exposure on employee health benefits up to \$250,000 per covered participant each calendar year plus a \$84,500 aggregate deductible for any claims exceeding \$250,000. We estimate claim liability using historical payment trends and specific knowledge of larger claims. Health claims are expensed as the health services are rendered so there is only a two month lag in payments on average. We are usually aware of the larger claims before closing each accounting period reducing the amount of uncertainty of the estimate. Our accrued insurance liabilities for retiree benefits are recorded by actuarial calculation. Our accrued insurance liabilities for claims as of September 30, 2020, 2019, and 2018 amounted to \$3.1 million, \$2.7 million and \$2.1 million, respectively. Payments made under a captive agreement for each year's loss fund are scheduled in advance using actuarial methodology. The captive agreement provides

that we will share in the underwriting results, good or bad, within a \$250,000 per occurrence layer of loss through retrospective premium adjustments. Including the potential exposure in the captive we have \$4.1 million of estimated insurance liabilities. In the event that actual costs for these claims are different than estimates we will have adjustments in future periods. It is likely that we will experience either gains or losses of 5-10% of prior year estimated insurance liabilities in any year.

Income Taxes. The Company accounts for income taxes under the asset-and-liability method. Deferred tax assets and liabilities represent items that will result in taxable income or a tax deduction in future years for which the related tax expense or benefit has already been recorded in our statement of earnings. Deferred tax accounts arise as a result of timing differences between when items are recognized in the consolidated financial statements compared with when they are recognized in the tax returns. The Company assesses the likelihood that deferred tax assets will be recovered from future taxable income. To the extent recovery is not probable, a valuation allowance is established and included as an expense as part of our income tax provision. No valuation allowance was recorded at September 30, 2020, as all deferred tax assets are considered more likely than not to be realized. Significant judgment is required in determining and assessing the impact of complex tax laws and certain tax-related contingencies on the provision for income taxes. As part of the calculation of the provision for income taxes, we assess whether the benefits of our tax positions are at least more likely than not of being sustained upon audit based on the technical merits of the tax position. For tax positions that are more likely than not of being sustained upon audit, we accrue the largest amount of the benefit that is more likely than not of being sustained in our financial statements. Such accruals require estimates and judgments, whereby actual results could vary materially from these estimates. Further, a number of years may elapse before a particular matter, for which an established accrual was made, is audited and resolved.

CONTRACTUAL OBLIGATIONS

The following table summarizes our contractual obligations as of September 30, 2020:

Contractual Obligations (thousands of dollars)	Total	Payments due by period			
		Less than 1 year	1-3 years	3-5 years	More than 5 years
Operating Leases	\$3,239	1,153	1,784	302	—
Purchase Commitments	340	340	—	—	—
Other Long-Term Liabilities	929	77	154	154	544
Total Obligations	\$4,508	1,570	1,938	456	544

INFLATION

Most of the Company's operating expenses are inflation-sensitive, with inflation generally producing increased costs of operations. During the past three years, inflation has been fairly modest with its impacts mostly related to equipment prices, tire prices and the compensation paid to drivers.

In addition to inflation, fluctuations in fuel prices can affect profitability. Most of the Company's contracts with customers contain fuel surcharge provisions. Although the Company historically has been able to pass through most long-term increases in fuel prices and operating taxes to customers in the form of surcharges and higher rates, there is no guarantee that this will be possible in the future. See "Risk Factors—We may be adversely impacted by fluctuations in the price and availability of fuel."

SEASONALITY

Our business is subject to seasonal trends common in the refined petroleum products delivery industry. We typically face reduced demand for refined petroleum products delivery services during the winter months and increased demand during the spring and summer months. Further, operating costs and earnings are generally adversely affected by inclement weather conditions. These factors generally result in lower operating results during the first and second fiscal quarters of the year and cause our operating results to fluctuate from quarter to quarter. Our fuel efficiency is somewhat lower in colder months.

FORWARD LOOKING STATEMENTS

Certain matters discussed in this report contain forward-looking statements that are subject to risks and uncertainties that could cause actual results to differ materially from those indicated by such forward-looking statements. These forward-looking statements relate to, among other things, capital expenditures, liquidity, capital resources and competition and may be indicated by words or phrases such as "anticipate", "estimate", "plans", "projects", "continuing", "ongoing", "expects", "management believes", "the Company believes", "the Company intends" and similar words or phrases. The following factors and others discussed in the Company's periodic reports and filings with the Securities and Exchange Commission are among the principal factors that could cause actual results to differ materially from the forward-looking statements: freight demand for petroleum products including the impact of the COVID-19 pandemic and "stay home" orders, as well as increased vehicle fuel efficiency, other impacts of the COVID-19 pandemic on our operations and financial results; the increased popularity of electric vehicles recessionary and terrorist impacts on travel in the Company's markets; fuel costs and the Company's ability to recover fuel surcharges; accident severity and frequency; risk insurance markets; driver availability and cost; the impact of future regulations, including regulations regarding the transportation industry and regulations intended to reduce greenhouse gas emissions; cyber-attacks; pandemics; availability and terms of financing; competition in our markets; interest rates, inflation and general economic conditions. However, this list is not a complete statement of all potential risks or uncertainties.

These forward-looking statements are made as of the date hereof based on management's current expectations, and the Company does not undertake an obligation to update such statements, whether as a result of new information, future events or otherwise. Additional information regarding these and other risk factors may be found in the Company's other filings made from time to time with the Securities and Exchange Commission.

(In thousands, except per share amounts)

	<u>2020</u>	<u>2019</u>	<u>2018</u>
Revenues:			
Transportation revenues	\$ 82,503	98,279	103,131
Fuel surcharges	6,210	10,437	10,934
Total revenues	<u>88,713</u>	<u>108,716</u>	<u>114,065</u>
Cost of operations:			
Compensation and benefits	39,426	47,549	48,010
Fuel expenses	10,297	15,805	17,434
Repairs & tires.....	5,940	7,373	7,194
Other operating	3,575	4,811	4,679
Insurance and losses	8,640	9,426	11,729
Depreciation expense	7,383	7,870	8,759
Rents, tags & utilities	2,933	3,406	3,385
Sales, general & administrative	8,936	9,884	9,735
Corporate expenses	2,114	2,270	2,124
Gain on disposition of PP&E.....	(774)	(1,657)	(1,030)
Total cost of operations	<u>88,470</u>	<u>106,737</u>	<u>112,019</u>
Total operating profit	243	1,979	2,046
Interest income and other	135	446	190
Interest expense	(31)	(32)	(39)
Income before income taxes	347	2,393	2,197
Provision for (benefit from) income taxes	90	630	(2,922)
Net income	<u>\$ 257</u>	<u>1,763</u>	<u>5,119</u>
Earnings per common share:			
Net income-			
Basic	\$.08	.53	1.54
Diluted.....	\$.08	.53	1.54
Number of shares (in thousands) used in computing:			
-basic earnings per common share.....	3,369	3,342	3,318
-diluted earnings per common share.....	3,370	3,343	3,320

Consolidated Statements of Comprehensive Income -Years Ended September 30

(In thousands)

	<u>2020</u>	<u>2019</u>	<u>2018</u>
Net income	\$ 257	1,763	5,119
Other comp. income (loss) net of tax:			
Unrealized investment gain (loss), net	—	14	(9)
Loss on retiree health, net	(18)	(51)	(32)
Reclassification adjust for net investment gains realized in net income	(5)	—	—
Tax reform gain on retiree health	—	—	32
Comprehensive income	<u>\$ 234</u>	<u>1,726</u>	<u>5,110</u>

See notes to consolidated financial statements

(In thousands, except share data)

	<u>2020</u>	<u>2019</u>
Assets		
Current assets:		
Cash and cash equivalents	\$ 15,962	21,216
Accounts receivable (net of allowance for doubtful accounts of \$87 and \$133, respectively)	5,005	6,588
Federal and state taxes receivable	—	290
Inventory of parts and supplies	903	949
Prepaid tires on equipment	1,414	1,616
Prepaid taxes and licenses	522	536
Prepaid insurance	2,444	2,895
Prepaid expenses, other	291	334
Total current assets	<u>26,541</u>	<u>34,424</u>
Property, plant and equipment, at cost:		
Land	2,782	2,597
Buildings	5,878	5,847
Equipment	74,544	82,888
	<u>83,204</u>	<u>91,332</u>
Less accumulated depreciation	52,805	57,765
	<u>30,399</u>	<u>33,567</u>
Operating lease right-of-use assets	2,964	—
Goodwill	3,637	3,431
Intangible assets, net	957	701
Other assets, net	171	170
Total assets	<u>\$ 64,669</u>	<u>72,293</u>
Liabilities and Shareholders' Equity		
Current liabilities:		
Accounts payable	\$ 2,679	3,184
Federal and state taxes payable	284	—
Accrued payroll and benefits	3,156	3,906
Accrued insurance	1,210	1,339
Accrued liabilities, other	1,281	398
Operating lease liabilities, current portion	1,065	—
Total current liabilities	<u>9,675</u>	<u>8,827</u>
Operating lease liabilities, less current portion	2,073	—
Deferred income taxes	5,087	6,237
Accrued insurance	1,886	1,339
Other liabilities	900	1,093
Commitments and contingencies (Note 11)		
Shareholders' equity:		
Preferred stock, 5,000,000 shares authorized, of which 250,000 shares are designated Series A Junior Participating Preferred Stock; \$0.01 par value; none issued and outstanding	—	—
Common stock, \$.10 par value; (25,000,000 shares authorized; 3,377,279 and 3,351,329 shares issued and outstanding, respectively)	338	335
Capital in excess of par value	38,670	38,099
Retained earnings	5,935	16,235
Accumulated other comprehensive income, net	105	128
Total shareholders' equity	<u>45,048</u>	<u>54,797</u>
Total liabilities and shareholders' equity	<u>\$ 64,669</u>	<u>72,293</u>

See notes to consolidated financial statements

(In thousands)

Cash flows from operating activities:	<u>2020</u>	<u>2019</u>	<u>2018</u>
Net income	\$ 257	1,763	5,119
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	9,071	8,474	9,469
Non-cash gain of acquisition-related contingent consideration	(340)	—	—
Deferred income taxes	(1,150)	297	(4,105)
Gain on asset dispositions	(774)	(1,645)	(1,043)
Stock-based compensation	574	590	589
Net changes in operating assets and liabilities:			
Accounts receivable	1,583	1,278	(224)
Inventory of parts and supplies	46	(54)	(40)
Prepaid expenses	735	(544)	(1,418)
Other assets	312	(25)	(1)
Accounts payable and accrued liabilities	(939)	(711)	(490)
Income taxes payable and receivable	574	257	(31)
Operating lease assets and liabilities, net	(1,152)	—	—
Long-term insurance liabilities and other long-term liabilities	585	1,124	10
Net cash provided by operating activities	<u>9,382</u>	<u>10,804</u>	<u>7,835</u>
Cash flows from investing activities:			
Purchase of property and equipment	(5,045)	(9,576)	(4,656)
Business acquisition	(1,000)	—	—
Proceeds from the sale of property, plant and equipment	1,966	3,248	2,082
Net cash used in investing activities	<u>(4,079)</u>	<u>(6,328)</u>	<u>(2,574)</u>
Cash flows from financing activities:			
Dividends paid	(10,557)	—	—
(Decrease) Increase in bank overdrafts.....	—	(625)	625
Debt issue cost	—	(9)	—
Proceeds from exercised stock options	—	75	124
Net cash (used in) provided by financing activities	<u>(10,557)</u>	<u>(559)</u>	<u>749</u>
Net increase (decrease) in cash and cash equivalents	(5,254)	3,917	6,010
Cash and cash equivalents at beginning of year	21,216	17,299	11,289
Cash and cash equivalents at end of the year	<u>\$ 15,962</u>	<u>21,216</u>	<u>17,299</u>
Supplemental disclosures of cash flow information:			
Cash paid during the year for:			
Interest	\$ 28	29	33
Income taxes	\$ 658	123	1,427

See notes to consolidated financial statements.

(In thousands, except share amounts)

	Common Stock		Capital in Excess of Par Value	Retained Earnings	Accumulated Other Comprehensive Income, net	Total Stockholders' Investment
	Shares	Amount				
Balance as of October 1, 2017	3,303,802	\$ 330	\$ 36,726	\$ 9,353	\$ 174	\$ 46,583
Exercise of stock options	5,801	1	123			124
Stock-based compensation			221			221
Shares granted to Directors	18,863	2	366			368
Net income				5,119		5,119
Unrealized loss on investment, net					(9)	(9)
Loss on retiree health, net					(32)	(32)
Tax reform gain on retiree health					32	32
Balance as of September 30, 2018	<u>3,328,466</u>	<u>\$ 333</u>	<u>\$ 37,436</u>	<u>\$ 14,472</u>	<u>\$ 165</u>	<u>\$ 52,406</u>
Exercise of stock options	4,000		75			75
Stock-based compensation			227			227
Shares granted to Directors	18,863	2	361			363
Net income				1,763		1,763
Unrealized gain on investment, net					14	14
Loss on retiree health, net					(51)	(51)
Balance as of September 30, 2019	<u>3,351,329</u>	<u>\$ 335</u>	<u>\$ 38,099</u>	<u>\$ 16,235</u>	<u>\$ 128</u>	<u>\$ 54,797</u>
Stock-based compensation			239			239
Shares granted to Directors	25,950	3	332			335
Cash dividends (\$3.15 per share).....				(10,557)		(10,557)
Net income				257		257
Loss on retiree health, net					(18)	(18)
Reclassification adjustment of realized gain, net					(5)	(5)
Balance as of September 30, 2020	<u>3,377,279</u>	<u>\$ 338</u>	<u>\$ 38,670</u>	<u>\$ 5,935</u>	<u>\$ 105</u>	<u>\$ 45,048</u>

1. Accounting Policies.

DESCRIPTION OF BUSINESS - The business of the Company, conducted through our wholly owned subsidiary, Florida Rock & Tank Lines, Inc., is to transport petroleum and other liquids and dry bulk commodities. We do not own any of the products we haul, rather, we act as a third party carrier to deliver our customers' products from point A to point B predominately using Company employees driving Company owned tractors and tank trailers. Approximately 86% of our business consists of hauling liquid petroleum products (mostly gas and diesel fuel) from large scale fuel storage facilities to our customers' retail outlets (e.g. convenience stores, truck stops and fuel depots) where we off-load the product into our customers' fuel storage tanks for ultimate sale to the retail consumer. The remaining 14% of our business consists of hauling our customers' dry bulk commodities such as cement, lime and various industrial powder products and liquid chemicals. Our operations are comprised of one reportable segment.

PRINCIPLES OF CONSOLIDATION - The consolidated financial statements were prepared in accordance with U.S. generally accepted accounting principles ("GAAP") and include the accounts, certain assets, liabilities, and expenses of Patriot and its wholly owned subsidiaries that comprise the Company. All significant intercompany transactions within the consolidated entity have been eliminated.

CASH AND CASH EQUIVALENTS - The Company considers all highly liquid debt instruments with maturities of three months or less at time of purchase to be cash equivalents. Bank overdrafts consist of outstanding checks not yet presented to a bank for settlement, net of cash held in accounts with right of offset. The Company considers all Treasury bills available for sale regardless of maturity and other highly liquid debt instruments with maturities of three months or less at time of purchase to be cash equivalents. Treasury bills of \$5,983,000 and \$17,298,000 at September 30, 2019 and September 30, 2018, respectively, have been reclassified as cash equivalents in these financial statements.

INVENTORY - Inventory of parts and supplies is valued at the lower of cost (first-in, first-out) or market.

TIRES ON EQUIPMENT - The value of tires on tractors and trailers is accounted for as a prepaid expense and amortized over the life of the tires as a function of miles driven.

REVENUE AND EXPENSE RECOGNITION - Transportation revenue, including fuel surcharges, is recognized when the services have been rendered to customers or delivery has occurred, the pricing is fixed or determinable and collectibility is reasonably assured. Transportation expenses are recognized as incurred.

The Company adopted ASU No. 2014-09, "Revenue from Contracts with Customers" on October 1, 2018. Management has identified that a legally enforceable contract with its customers is executed by both parties at the point of pickup of the shipper's product, as evidenced by the bill of lading. Although the Company may have master agreements with

its customers, these master agreements only establish terms. There is no financial obligation to the shipper until the Company takes possession of the load and there are no significant performance obligations after delivery. Revenue is recognized for each individual load and the amount of revenue in progress at the end of each quarter is insignificant. There is no significant amount of judgment or uncertainty in recording revenue. The Company's adoption of this guidance did not result in a material impact on its financial statements.

ACCOUNTS RECEIVABLE - Accounts receivable are recorded net of discounts and provisions for estimated allowances. We estimate allowances on an ongoing basis by considering historical and current trends. We record estimated bad debts expense as a selling, general and administrative expense. We estimate the net collectibility of our accounts receivable and establish an allowance for doubtful accounts based upon this assessment. Specifically, we analyze the aging of accounts receivable balances, historical bad debts, customer concentrations, customer credit-worthiness, current economic trends and changes in customer payment terms. Any trade accounts receivable balances written off are charged against the allowance for doubtful accounts. The Company has not experienced any significant credit-related losses in the past three years.

PROPERTY AND EQUIPMENT - Property and equipment is recorded at cost less accumulated depreciation. Provision for depreciation of property and equipment is computed using the straight-line method based on the following estimated useful lives:

	<u>Years</u>
Building and improvements	7-39
Revenue equipment	7-10
Other equipment	3-10

The Company recorded depreciation expenses for 2020, 2019 and 2018 of \$7,780,000, \$8,317,000 and \$9,298,000, respectively. Gains and losses upon disposition are reflected in operating results in the period of disposition. Direct internal and external costs to implement computer systems and internal-use software are capitalized. Capitalized costs are depreciated over the estimated useful life of the system or software, generally 5 years, beginning when site installation or module development is complete and ready for use.

IMPAIRMENT OF LONG-LIVED ASSETS - The Company periodically reviews its long-lived assets, which include property and equipment and purchased intangible assets subject to amortization, for potential impairment whenever events or circumstances indicate the carrying amount of a long-lived asset may not be recoverable. The analysis consists of a review of future anticipated results considering business prospects and asset utilization. If the sum of these future cash flows (undiscounted and without interest charges) is less than the carrying amount of the assets, the Company would record an impairment loss based on the fair value of the assets with the fair value of the assets generally based upon an estimate of the discounted future cash flows expected with regards to the assets and their eventual disposition.

GOODWILL – Goodwill represents the excess of the purchase price over the estimated fair value of the net assets acquired in the acquisition of a business. Goodwill is not amortized, but rather is tested for impairment annually and when events or changes in circumstances indicate that the fair value of a reporting unit with goodwill has been reduced below carrying value. The impairment test requires allocating goodwill and other assets and liabilities to reporting units. The Company's operations are comprised of one operating segment and therefore one reporting unit. The fair value of each reporting unit is determined and compared to the book value of the reporting unit. If the fair value of the reporting unit is less than the book value, including goodwill, then the recorded goodwill is impaired to its implied fair value with a charge to operating expense.

INSURANCE - The Company has a \$250,000 to \$500,000 self-insured retention per occurrence in connection with certain of its workers' compensation, automobile liability, and general liability insurance programs ("risk insurance"). The Company is also self-insured for its employee health insurance benefits and carries stop loss coverage for losses over \$250,000 per covered participant per year plus a \$84,500 aggregate. The Company has established an accrued liability for the estimated cost in connection with its portion of its risk and health insurance losses incurred and reported. Claims paid by the Company are charged against the liability. Additionally, the Company maintains an accrued liability for incurred but not reported claims based on historical analysis of such claims. Payments made under a captive agreement for each year's loss fund are scheduled in advance using actuarial methodology. The captive agreement provides that we will share in the underwriting results, good or bad, within a \$250,000 per occurrence layer of loss through retrospective premium adjustments. The method of calculating the accrual liability is subject to inherent uncertainty. If actual results are less favorable than the estimates used to calculate the liabilities, the Company would have to record expenses in excess of what has been accrued.

INCOME TAXES - Deferred tax assets and liabilities are recognized based on differences between financial statement and tax bases of assets and liabilities using presently enacted tax rates. Deferred income taxes result from temporary differences between pre-tax income reported in the financial statements and taxable income. The Company recognizes liabilities for uncertain tax positions based on a two-step process. The first step is to evaluate the tax position for recognition by determining if the weight of available evidence indicates that it is more likely than not that the position will be sustained on audit. The second step is to estimate and measure the tax benefit as the largest amount that is more than 50% likely to be realized upon ultimate settlement. It is inherently difficult and subjective to estimate such amounts, as the amounts rely upon the determination of the probability of various possible outcomes. The Company reevaluates these uncertain tax positions on a quarterly basis. This evaluation is based on factors including, but not limited to, changes in facts or circumstances, changes in tax law and expiration of statutes

of limitations, effectively settled issues under audit, and audit activity. Such a change in recognition or measurement would result in the recognition of a tax benefit or an additional charge to the tax provision. It is the Company's policy to recognize as additional income tax expense the items of interest and penalties directly related to income taxes.

STOCK BASED COMPENSATION – The Company accounts for compensation related to share based plans by recognizing the grant date fair value of stock options and other equity-based compensation issued to Company employees over the requisite employee service period using the straight-line attribution model. In addition, compensation expense must be recognized for the change in fair value of any awards modified, repurchased or cancelled after the grant date. The fair value of each grant is estimated on the date of grant using the Black-Scholes option-pricing model. The assumptions used in the model and related impact are discussed in Footnote 6.

PENSION PLAN - The Company has a defined benefit plan for certain key employees, See note 9 discussion of MSP Plan, and accounts for its pension plan following the requirements of FASB ASC Topic 715, "Compensation – Retirement Benefits", which requires an employer to: (a) recognize in its statement of financial position the funded status of a benefit plan; (b) measure defined benefit plan assets and obligations as of the end of the employer's fiscal year (with limited exceptions); and (c) recognize as a component of other comprehensive income, net of tax, the gains or losses and prior service costs or credits that arise but are not recognized as components of net periodic benefit costs pursuant to prior existing guidance.

EARNINGS PER COMMON SHARE - Basic earnings per common share are based on the weighted average number of common shares outstanding during the periods. Diluted earnings per common share are based on the weighted average number of common shares and potential dilution of securities that could share in earnings. The differences between basic and diluted shares used for the calculation are the effect of employee and director stock options and restricted stock.

USE OF ESTIMATES - The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Certain accounting policies and estimates are of more significance in the financial statement preparation process than others. The most critical accounting policies and estimates include the economic useful lives and salvage values of our vehicles and equipment, provisions for uncollectible accounts receivable, estimates of exposures related to our insurance claims plans, and estimates for taxes. To the extent that actual, final outcomes are different than these estimates, or that additional facts and circumstances result in a revision to

these estimates, earnings during that accounting period will be affected.

ENVIRONMENTAL - Environmental expenditures that benefit future periods are capitalized. Expenditures that relate to an existing condition caused by past operations, and which do not contribute to current or future revenue generation, are expensed. Liabilities are recorded for the estimated amount of expected environmental assessments and/or remedial efforts. Estimation of such liabilities includes an assessment of engineering estimates, continually evolving governmental laws and standards, and potential involvement of other potentially responsible parties.

COMPREHENSIVE INCOME - Comprehensive income consists of net income and other comprehensive income (loss). Other comprehensive income (loss) refers to expenses, gains, and losses that are not included in net income, but rather are recorded directly in shareholder's equity.

RECENTLY ISSUED ACCOUNTING STANDARDS - In May 2014, the FASB issued ASU No. 2014-09, "Revenue from Contracts with Customers" which replaces existing revenue recognition standards and significantly expand the disclosure requirements for revenue arrangements. The new standard requires an entity to recognize revenue when it transfers promised goods or services to customers in an amount that reflects the consideration the entity expects to receive in exchange for those goods or services. This update also requires additional disclosure about the nature, amount, timing, and uncertainty of revenue and cash flows arising from customer contracts, including significant judgments and changes in judgments and assets recognized from costs incurred to obtain or fulfill a contract. It may be adopted either retrospectively or on a modified retrospective basis to new contracts and existing contracts with remaining performance obligations as of the effective date. Management has identified that a legally enforceable contract with its customers is executed by both parties at the point of pickup of the shipper's product, as evidenced by the bill of lading. Although the Company may have master agreements with its customers, these master agreements only establish terms. There is no financial obligation to the shipper until the Company takes possession of the load. Revenue is recognized for each individual load and the amount of revenue in progress at the end of each quarter is insignificant. There is no significant amount of judgment or uncertainty in recording revenue. The Company adopted this standard on October 1, 2018, and its adoption of this guidance did not result in a material impact on its financial statements.

In February 2016, the FASB issued ASU No. 2016-02, "Leases", which requires lessees to recognize a right-to-use asset and a lease liability for the obligation to make lease payments measured at the present value of the lease payments for all leases with terms greater than twelve months. The provisions of this update and additional guidance in subsequent ASUs became effective for us beginning October 1, 2019. In July 2018, the FASB issued ASU No. 2018-11, "Leases" which

provides an optional transition method allowing entities to initially apply the new leases standard at the adoption date and recognize a cumulative-effect adjustment to the opening balance of retained earnings in the period of adoption, with no restatement of comparative prior periods required. We adopted the standard using this optional transition method. Upon adoption as of October 1, 2019, the Company recognized \$3,873,000 in operating lease right-of-use assets, a reduction of \$231,000 of other long-term liabilities related to straight-lined leases and \$4,104,000 in operating lease liabilities.

2. Related Party Agreements.

The Company provides FRP Holdings, Inc. (FRP) certain services including the services of certain shared executive officers. FRP may be considered a related party due to common significant shareholder ownership and shared common officers. A written agreement exists outlining the terms of such services and the boards of the respective companies amended and extended this agreement for one year effective April 1, 2020.

The consolidated statements of income reflect charges and/or allocation to FRP Holdings, Inc. for these services of \$1,283,000, \$1,398,000, and \$1,441,000 for fiscal 2020, 2019 and 2018, respectively. Included in the charges above are amounts recognized for corporate executive stock-based compensation expense. These charges are reflected as a reduction to Patriot corporate expenses.

We employ an allocation method to allocate said expenses and thus we believe that the allocations to FRP are a reasonable approximation of the costs related to FRP's operations, but any such related-party transactions cannot be presumed to be carried out on an arm's-length basis.

3. Debt.

On December 28, 2018 the Company entered into a First Amendment to the 2015 Credit Agreement (the "Credit Agreement") with Wells Fargo Bank, N.A. ("Wells Fargo"), effective December 14, 2018. The Credit Agreement modifies the Company's prior Credit Agreement with Wells Fargo, dated January 30, 2015. The Credit Agreement establishes a five year revolving credit facility with a maximum facility amount of \$35 million, with a separate sublimit for standby letters of credit. The credit facility limit may be increased to \$50 million upon request by the Company, subject to the lender's discretion and the satisfaction of certain conditions. The interest rate under the Credit Agreement will be a maximum of 1.50% over LIBOR, which may be reduced quarterly to 1.25% or 1.0% over LIBOR if the Company meets a specified ratio of consolidated total debt to consolidated total capital. A commitment fee of 0.144% per annum is payable quarterly on the unused portion of the commitment but the amount may be reduced to 0.1145% or 0.086% if the Company meets a specified ratio of consolidated total debt to consolidated total capital. As of September 30, 2020, we had no outstanding debt borrowed on this revolver, \$3,040,000 in commitments under letters of credit and \$31,960,000 available for additional borrowings. The letter of credit fee is 1%, the commitment fee is 0.086% and the applicable interest rate for borrowings

would have been 1.149% on September, 2020.

This credit agreement contains certain conditions, affirmative financial covenants and negative covenants including a minimum tangible net worth. The Company was in compliance with all of its loan covenants as of September 30, 2020.

4. Leases.

The Company leases certain assets under operating leases, which primarily consist of real estate leases for the corporate office and some of our terminal locations and 30 full-service leased 2019 model year tractors. Certain operating leases provide for renewal options, which can vary by lease and are typically offered at their fair rental value. The Company has not made any residual value guarantees related to its operating leases. Operating leases with an initial term of more than 12 months are included in our Consolidated Balance Sheets as discounted liabilities and corresponding right-of-use assets consisting of the following (in thousands):

	Asset (Liability) Balance September 30, 2020
Right-of-use-assets	\$ 2,964
Lease liabilities, current	\$ (1,065)
Lease liabilities, long-term	\$ (2,073)

As the Company's operating leases do not provide an implicit rate, the Company utilized its incremental borrowing rate determined by obtaining a quote from their lender and applied to the individual leases. The assumptions underlying the calculation of the Company's right-of-use assets and lease liabilities are disclosed below.

	September 30, 2020	
	Weighted-average Remaining lease term	Weighted-average Discount rate
Revenue equipment and other leases	2.9 years	3.50%
Real estate leases	3.4 years	3.25%

Future minimum annual lease payments for assets under operating leases as of September 30, 2020 are as follows (in thousands):

Fiscal Year	Total
2021	\$ 1,153
2022	987
2023	797
2024	295
2025	7
Thereafter	—
Total future minimum lease payments	\$ 3,239
Less: Imputed Interest	(257)
Present value of operating lease liabilities	\$ 2,982

Aggregate expense under operating leases was \$1,216,000, \$1,549,000 and \$1,274,000 for 2020, 2019 and 2018, respectively. Certain operating leases include rent escalation provisions, which are recognized as expense on a straight-line basis.

5. Earnings Per Share.

Basic earnings per common share are based on the weighted average number of common shares outstanding during the periods. Diluted earnings per common share are based on the weighted average number of common shares and potential dilution of securities that could share in earnings. The differences between basic and diluted shares used for the calculation are the effect of employee and director stock options.

The following details the computations of the basic and diluted earnings per common share (dollars and shares in thousands, except per share amounts):

	Years Ended September 30		
	2020	2019	2018
Common shares:			
Weighted average common shares outstanding during the period - shares used for basic earnings per common share	3,369	3,342	3,318
Common shares issuable under share based payment plans which are potentially dilutive	<u>1</u>	<u>1</u>	<u>2</u>
Common shares used for diluted earnings per common share	<u>3,370</u>	<u>3,343</u>	<u>3,320</u>
Net income	<u>\$ 257</u>	<u>1,763</u>	<u>5,119</u>
Earnings per common share			
Basic	<u>\$.08</u>	<u>.53</u>	<u>1.54</u>
Diluted	<u>\$.08</u>	<u>.53</u>	<u>1.54</u>

For 2020 and 2019, 380,829 and 181,983 shares, respectively, attributable to outstanding stock options were excluded from the calculation of diluted earnings per share because their inclusion would have been anti-dilutive.

6. Stock-Based Compensation Plans.

PARTICIPATION IN FRP PLANS - Prior to the Company's spin-off from FRP Holdings, Inc. (FRP) in January 2015, the Company's directors, officers and key employees previously were eligible to participate in FRP's 2000 Stock Option Plan and the 2006 Stock Option Plan under which options for shares of common stock were granted to directors, officers and key employees.

POST SPIN-OFF PATRIOT INCENTIVE STOCK PLAN - As part of the spin-off transaction, the Board of Directors of the Company adopted the Patriot Transportation Holding, Inc. Incentive Stock Plan. ("Patriot Plan") in January, 2015. In exchange for all outstanding FRP options held on January 30, 2015, existing Company directors, officers and key employees holding option grants in the FRP Stock Option Plan(s) were issued new grants in the Patriot and FRP Plans based upon the relative value of Patriot and FRP immediately following the completion of the spin-off with the same remaining terms. All related compensation expense has been allocated to

the Company (rather than FRP) and included in corporate expenses. The number of common shares available for future issuance in the Patriot Plan was 163,400 at September 30, 2020.

On January 30, 2020, the Company paid an extraordinary dividend of \$3.00 per share to all shareholders of record. In accordance with Section 4.2 of the 2006 Stock Incentive Plan, Section 11 of the 2014 Equity Incentive Plan, and Section 409A of the Internal Revenue Code, the Company has adjusted the terms of all stock option grants outstanding and the stock appreciation rights as of the close of business on January 30, 2020.

Patriot utilizes the Black-Scholes valuation model for estimating fair value of stock compensation for options awarded to officers and employees. Each grant is evaluated based upon assumptions at the time of grant or modification. The revised assumptions due to the revaluation are dividend yield of 4.16%, expected volatility between 22% and 30%, risk-free interest rate of 1.5 to 1.7% and expected life of 0.8 to 6.9 years.

The dividend yield of 4.16% was based on the anticipated regular quarterly dividend at the date of modification for the extraordinary dividend. Expected volatility is estimated based on historical experience over a period equivalent to the expected life in years. The risk-free interest rate is based on the U.S. Treasury constant maturity interest rate at the date of grant or modification with a term consistent with the expected life of the options granted. The expected life calculation is based on the observed and expected time to exercise options by the employees.

In December 2016, the Company approved and issued a long-term performance incentive to an officer in the form of stock appreciation rights. As adjusted for the extraordinary dividend the Company granted 132,286 stock appreciation rights. The adjusted market price of the grant was \$16.82, and the executive will get a cash award at age 65 based upon the stock price at that date compared to the adjusted market price of \$16.82 but in no event will the award be less than \$500,000. The Company is expensing the fair value of the award over the 9.1 year vesting period to the officer's attainment of age 65, with periodic adjustments to the liability estimate based upon changes in the assumptions used to calculate the estimated liability. The accrued liability under this plan as of September 30, 2020 and 2019 was \$342,000 and \$252,000, respectively.

The annual director stock grant was 25,950 shares in fiscal 2020 at \$12.90, 18,863 shares in fiscal 2019 at \$19.25, and 18,863 shares in fiscal 2018 at \$19.53, based on the market prices indicated on the date of the grants.

The Company recorded the following stock compensation expense in its consolidated statements of income (in thousands):

	<u>Years Ended September 30</u>		
	<u>2020</u>	<u>2019</u>	<u>2018</u>
Stock option grants	\$ 239	227	221
Annual director stock award	<u>335</u>	<u>363</u>	<u>368</u>
	<u>\$ 574</u>	<u>590</u>	<u>589</u>

A summary of Company stock options is presented below (in thousands, except share and per share amounts):

<u>Options</u>	<u>Number Of Shares</u>	<u>Weighted Average Exercise Price</u>	<u>Weighted Average Remaining Term (yrs)</u>	<u>Weighted Average Grant Date Fair Value (000's)</u>
Outstanding at				
October 1, 2017	150,255	\$ 22.16	6.3	\$ 1,259
Granted	33,960	18.57		240
Exercised	(5,801)	21.44		(53)
Forfeited	<u>(5,319)</u>	22.03		<u>(48)</u>
Outstanding at				
September 30, 2018	173,095	\$ 21.49	6.3	\$ 1,398
Granted	29,920	20.10		240
Exercised	(4,000)	18.84		(31)
Forfeited	<u>(10,000)</u>	18.24		<u>(76)</u>
Outstanding at				
September 30, 2019	189,015	\$ 21.49	6.3	\$ 1,531
Term Adjustment	148,877			
Granted	68,865	18.40		275
Forfeited	<u>(6,035)</u>	23.99		<u>(57)</u>
Outstanding at				
September 30, 2020(a)	400,722	\$ 14.96	6.6	\$ 1,749
Exercisable at				
September 30, 2020	191,597	\$ 16.09	4.8	\$ 1,002
Vested during				
twelve months ended				
September 30, 2020	39,070			\$ 204

(a) The Company stock option intrinsic values were adjusted as of January 30, 2020, the date of the extraordinary dividend. Stock option activity, including the weighted average exercise price, was not retroactively adjusted.

The following table summarizes information concerning stock options outstanding at September 30, 2020:

Range of Exercise Prices per Share	Shares Under Option	Weighted Average Exercise Price	Weighted Average Remaining Life
Non-exercisable:			
\$12.00 – \$15.00	183,455	13.66	8.6
\$15.01 - \$18.76	<u>25,669</u>	<u>15.90</u>	<u>5.9</u>
	209,124	\$13.94	8.3 Years
Exercisable:			
\$12.00 - \$15.00	69,901	13.69	4.1
\$15.01 - \$18.76	91,390	16.35	5.6
\$18.77 - \$23.46	<u>30,307</u>	<u>20.83</u>	<u>3.7</u>
	<u>191,598</u>	<u>\$16.09</u>	<u>4.8</u> Years
Total (a)	<u>400,722</u>	<u>\$14.96</u>	<u>6.6</u> Years

(a) The Company stock option intrinsic values were adjusted as of January 30, 2020, the date of the extraordinary dividend. Stock option activity, including the weighted average exercise price, was not retroactively adjusted.

There were no exercisable or outstanding in-the-money options based on the Company's market closing price of \$8.95 on September 30, 2020.

The realized tax benefit from option exercises during fiscal 2020 was \$11,000 which pertained to FRP options exercised that were granted to persons employed by Patriot. The unrecognized compensation expense of Patriot options granted as of September 30, 2020 was \$540,000, which is expected to be recognized over a weighted-average period of 3.2 years.

7. Income Taxes.

Fiscal 2018 net income included \$3,444,000 due to a deferred tax benefit resulting from revaluing the company's net deferred tax liabilities per the Tax Cuts and Jobs Act of 2017. As the Company has a September 30 fiscal year-end, the lower corporate income tax rate was phased in, resulting in a U.S. statutory federal rate of approximately 24.28% for our fiscal year ending September 30, 2018, and 21% for fiscal years 2019 and 2020. The effective tax rate including the effect of state income taxes, but not including excess tax benefits from stock option exercises was 30.5% for fiscal 2018 and 27.5% for fiscal 2019 and 2020. The tax rate for any year could be higher due to the impact of net worth taxes, permanent differences, and penalties and interest on lower than projected book income.

The provision for or benefit from income taxes for continuing operations for fiscal years ended September 30 consists of the following (in thousands):

	2020	2019	2018
Current:			
Federal	\$952	227	865
State	<u>280</u>	<u>92</u>	<u>304</u>
	1,232	319	1,169
Deferred	<u>(1,142)</u>	<u>311</u>	<u>(4,091)</u>
Total	<u>\$90</u>	<u>630</u>	<u>(2,922)</u>

A reconciliation between the amount of tax shown above and the amount computed at the statutory Federal income tax rate follows (in thousands):

	2020	2019	2018
Amount computed at statutory Federal rate	\$75	474	532
State income taxes (net of Federal income tax benefit)	14	146	131
Excess tax benefits from stock option exercises	—	—	(170)
Gain on rate change due to Tax Cut and Jobs Act of 2017	—	—	(3,444)
Other, net	<u>1</u>	<u>10</u>	<u>29</u>
Provision for income taxes	<u>\$90</u>	<u>630</u>	<u>(2,922)</u>

In this reconciliation, the category "Other, net" consists of changes in permanent tax differences related to non-deductible expenses, goodwill tax amortization, interest and penalties, and adjustments to prior year estimates.

The types of temporary differences and their related tax effects that give rise to deferred tax assets and deferred tax liabilities at September 30, are presented below (in thousands):

	2020	2019
Deferred tax liabilities:		
Property and equipment	\$6,303	7,178
Prepaid expenses	<u>520</u>	<u>624</u>
Gross deferred tax liabilities	6,823	7,802
Deferred tax assets:		
Insurance liabilities	711	599
Employee benefits and other	<u>1,024</u>	<u>966</u>
Gross deferred tax assets	<u>1,735</u>	<u>1,565</u>
Net deferred tax liability	<u>\$5,088</u>	<u>6,237</u>

The Company has no unrecognized tax benefits.

Tax returns in the U.S. and various states are subject to audit by taxing authorities. As of September 30, 2020, the earliest tax year that remains open for audit in the United States is 2015. We do not have any material unpaid assessments.

8. Accrued Insurance.

The Company has established an accrued liability for the estimated cost in connection with its portion of its risk and health insurance losses incurred and reported. Payments

made under a captive agreement for each year's risk loss fund are scheduled in advance using actuarial methodology. Captive insurance assets available to us to settle risk insurance liabilities are not reported on our balance sheet as we do not control or consolidate the captive.

The accrued insurance liability at September 30 is summarized as follows (in thousands):

	<u>2020</u>	<u>2019</u>
Accrued insurance, current portion	\$1,210	1,339
Prepaid insurance claims	(1,182)	(1,607)
Accrued insurance, non-current	<u>1,886</u>	<u>1,339</u>
Total accrued insurance reported on the Company's balance sheet	\$1,914	1,071
Captive agreement assets	<u>2,233</u>	<u>3,143</u>
Gross insurance liability estimate	<u>\$4,147</u>	<u>4,214</u>

9. Employee Benefits.

The Company and certain subsidiaries and related entities (FRP) have a savings/profit sharing plan for the benefit of qualified employees. The savings feature of the plan incorporates the provisions of Section 401(k) of the Internal Revenue Code under which an eligible employee may elect to save a portion (within limits) of their compensation on a tax deferred basis. Patriot contributes to a participant's account an amount equal to 50% (with certain limits) of the participant's contribution. Additionally, the Company may make an annual discretionary contribution to the plan as determined by the Board of Directors, with certain limitations. The plan provides for deferred vesting with benefits payable upon retirement or earlier termination of employment. The Company's cost was \$534,000 in 2020, \$780,000 in 2019 and \$784,000 in 2018.

The Company has a Management Security Plan (MSP) for certain key employees. The accruals for future benefits are based upon the remaining years to retirement of the participating employees and other actuarial assumptions. The expense for fiscal 2020, 2019 and 2018 was \$19,000, \$20,000 and \$22,000, respectively. The accrued benefit related to the Company under this plan as of September 30, 2020 and 2019 was \$518,000 and \$567,000, respectively.

The Company provides certain health benefits for retired employees. Employees may become eligible for those benefits if they were employed by the Company prior to December 10, 1992, meet the service requirements and reach retirement age while working for Patriot. The plan is contributory and unfunded. The Company accrues its allocated estimated cost of retiree health benefits over the years that the employees render service. The accrued postretirement benefit obligation for this plan related to the Company as of September 30, 2020 and 2019 was \$236,000 and \$221,000, respectively. The net periodic postretirement benefit credit or cost allocated to the Company was (\$12,000), (\$58,000) and (\$32,000) for fiscal 2020, 2019 and 2018, respectively. The discount rate used in determining the Net Periodic Postretirement Benefit Cost was 3.0% for 2020, 3.7% for 2019 and 3.7% for 2018. The discount rate used in determining the Accumulated Postretirement Benefit Obligation (APBO) was 3.0% for 2020,

3.73% for 2019, and 3.73% for 2018. No medical trend is applicable because the Company's share of the cost is frozen.

10. Fair Value Measurements.

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value hierarchy prioritizes the inputs to valuation techniques used to measure fair value into three broad levels. Level 1 means the use of quoted prices in active markets for identical assets or liabilities. Level 2 means the use of values that are derived principally from or corroborated by observable market data. Level 3 means the use of inputs are those that are unobservable and significant to the overall fair value measurement.

During fiscal year 2018 and 2019, the Company invested in treasury bills with maturities at time of purchase of 3 months to 1 year. The unrealized gains on these investments of \$14,000 in 2019 and the unrealized loss was \$13,000 in 2018. The unrealized gains and losses are recorded as part of comprehensive income and based on the market value (Level 1). The amortized cost of the investments was \$5,977,000 and the carrying amount and fair value was \$5,983,000 as of September 30, 2019.

At September 30, 2020 and September 30, 2019, the carrying amount reported in the consolidated balance sheets for cash and cash equivalents, accounts receivable, accounts payable and other financial instruments approximate their fair value based upon the short-term nature of these items.

11. Contingent Liabilities.

The Company is involved in litigation on a number of matters and is subject to certain claims which arise in the normal course of business. The Company has retained certain self-insurance risks with respect to losses for third party liability and property damage. There is a reasonable possibility that the Company's estimate of vehicle and workers' compensation liability may be understated or overstated but the possible range cannot be estimated. The liability at any point in time depends upon the relative ages and amounts of the individual open claims. In the opinion of management none of these matters are expected to have a material adverse effect on the Company's financial condition, results of operations or cash flows.

12. Concentrations.

MARKET - The Company primarily serves customers in the petroleum industry in the Southeastern U.S. Significant economic disruption or downturn in this geographic region or within these industries could have an adverse effect on our financial statements.

CUSTOMERS - During fiscal 2020, the Company's ten largest customers accounted for approximately 62.0% of our revenue and one of these customers accounted for 21.1% of our revenue. Accounts receivable from the ten largest customers was \$3,121,000 and \$4,264,000 at September 30, 2020 and September 30, 2019 respectively. The loss of one or more of our major customers could have a material adverse effect on

the Company's revenues and income.

DEPOSITS - Cash and cash equivalents are comprised of cash and an FDIC insured investment account at Wells Fargo Bank, N.A. The balance in the cash account may exceed FDIC limits.

13. Unusual or Infrequent Items Impacting Results.

The Company recorded gains due to the reversal of the estimated contingent liability related to the Danfair acquisition. The earned payout liability, estimated to be \$425,000 on the date of acquisition, was later determined to be approximately \$85,000 based upon the total revenues for the 12 months following the acquisition. Changes in the estimated earned payout liability, up to the total contractual amount, were reflected in our results of operations in the periods in which they are identified. The Company recorded gains during the third and fourth quarters in 2020 of \$150,000 and \$190,000, respectively.

First quarter 2019 net income included \$634,000, or \$.19 per share, from gains on real estate sales. Second quarter 2019 net income included \$179,000 or \$.05 per share, from a gain of \$247,000 on the insurance settlement for hurricane damages and losses sustained at our Panama City, Florida location.

First quarter 2018 net income included \$3,041,000, or \$.92 per share, due to a deferred tax benefit resulting from revaluing the company's net deferred tax liabilities per the Tax Cuts and Jobs Act of 2017.

Fourth quarter 2018 net income included \$403,000, or \$.12 per share, due to a deferred tax benefit resulting from finalizing the revaluation of the company's net deferred tax liabilities per the Tax Cuts and Jobs Act of 2017.

14. Goodwill and Intangible Assets.

The changes in gross carrying amounts of goodwill are as follows (in thousands):

	<u>Goodwill</u>
October 1, 2017	\$ 3,431
No activity	—
September 30, 2018	3,431
No activity	—
September 30, 2019	3,431
Danfair Transport acquisition	206
September 30, 2019	<u>\$ 3,637</u>

The Company assesses goodwill for impairment on an annual basis in the fourth quarter, or more frequently if events or changes in circumstances indicate that the asset might be impaired.

The Company reviews intangible assets, including customer value, trade name and non-compete agreements, for impairment, whenever events or changes in circumstances indicate that the carrying amount of such assets may not be recoverable. Recoverability of long-lived assets is measured by a comparison of the carrying amount of the asset group to the future undiscounted net cash flows expected to be generated by those assets. If such assets are considered to

be impaired, the impairment charge recognized is the amount by which the carrying amounts of the assets exceeds the fair value of the assets.

The gross amounts and accumulated amortization (including impairment) of identifiable intangible assets are as follows (in thousands):

	September 30, 2020		September 30, 2019	
	Gross Amount	Accumulated Amortization	Gross Amount	Accumulated Amortization
Amortizable intangible assets:				
Customer value	4,440	3,492	4,004	3,303
Trade name	72	72	72	72
Non-compete	74	66	62	62
	<u>\$ 4,586</u>	<u>\$ 3,630</u>	<u>\$ 4,138</u>	<u>\$ 3,437</u>

Amortization expense for intangible assets was \$193,000 for 2020 and it is included in sales, general and administrative expense. The trade names are amortized on a straight-line basis over the estimated useful life of three and a half years. Customer values are amortized based on the straight-line basis over the estimated remaining useful lives of ten to eleven years. Non-compete agreements are amortized based on a straight-line basis over the term of the non-compete agreement, typically three to five years.

Estimated amortization expense for the five succeeding years follows (in thousands):

	<u>Amount</u>
2021	\$ 201
2022	201
2023	197
2024	133
2025	44
Total	<u>\$ 776</u>

15. Business Acquisition.

The Company acquired certain assets of Danfair Transport out of Americus, GA on November 4, 2019.

The Company has accounted for this acquisition in accordance with the provisions of ASC 805, Business Combinations (ASC 805). The Company has allocated the purchase price of the business based upon the fair value of the assets acquired and liabilities assumed as follows (in thousands):

Consideration:	
Fair value of consideration transferred	<u>(1,425)</u>
Acquisition related costs expensed	\$ 38
Recognized amounts of identifiable assets acquired and liabilities assumed:	
Property and equipment	\$ 759
Prepaid tires	25
Customer relationships	436
Non-compete agreement	12
Vacation liability assumed	(13)
Total identifiable net assets assumed	\$ 1,219
Goodwill	206
Total	<u>\$ 1,425</u>

The goodwill recorded resulting from the acquisition is tax deductible. The earned payout liability, estimated to be \$425,000 on the date of acquisition, was later determined to be approximately \$85,000 based upon the total revenues for the 12 months following the acquisition. Changes in the estimated earned payout liability, up to the total contractual amount, were reflected in our results of operations in the periods in which they are identified. During fiscal year 2020 the Company recorded gains of \$340,000 on the contingent consideration. The potential range of the earned payout was zero to \$800,000.

16. Subsequent Event.

On December 4, 2020 the Company's Board of Directors declared a special cash dividend of \$3.00 per share, or approximately \$10 million in the aggregate, on the Company's outstanding common stock. This one-time, special dividend is payable on December 30, 2020, to shareholders of record at the close of business on December 17, 2020.

Management's Responsibility for the Financial Statements

Management of the Company is responsible for the preparation and integrity of the consolidated financial statements appearing in our Annual Report on Form 10-K. The financial statements were prepared in conformity with accounting principles generally accepted in the United States appropriate in the circumstances and, accordingly, include certain amounts based on our best judgments and estimates. Financial information in this Annual Report on Form 10-K is consistent with that in the financial statements.

Management of the Company is responsible for establishing and maintaining a system of internal controls and procedures to provide reasonable assurance regarding the reliability of financial reporting and the preparation of the consolidated financial statements. Our internal control system is supported by a program of internal audits and appropriate reviews by management, written policies and guidelines, careful selection and training of qualified personnel, and a written Code of Business Conduct adopted by our Company's Board of Directors, applicable to all officers and employees of our Company and subsidiaries.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements and, even when determined to be effective, can only provide reasonable assurance with respect to financial statement preparation and presentation. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Management's Report on Internal Control Over Financial Reporting

Management of the Company is responsible for establishing and maintaining adequate internal control over financial reporting as such term is defined in Rule 13a-15(f) under the Securities Exchange Act of 1934 ("Exchange Act"). Management assessed the effectiveness of the Company's internal control over financial reporting as of September 30, 2019. In making this assessment, management used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (2017 Framework) ("COSO") in Internal Control—Integrated Framework. Based on this assessment, management believes that the Company maintained effective internal control over financial reporting as of September 30, 2019.

The Company's independent auditors, Hancock Askew & Co., LLP, a registered public accounting firm, are appointed by the Audit Committee of the Company's Board of Directors, subject to ratification by our Company's shareowners. Hancock Askew & Co., LLP has audited and reported on the consolidated financial statements of Patriot Transportation Holding, Inc. The report of the independent auditors is contained in this annual report.

Audit Committee's Responsibility

The Audit Committee of our Company's Board of Directors, composed solely of Directors who are independent in accordance with the requirements of the Nasdaq Stock Market listing standards, the Exchange Act, and the Company's Corporate Governance Guidelines, meets with the independent auditors, management and internal auditors periodically to discuss internal controls and auditing and financial reporting matters. The Audit Committee reviews with the independent auditors the scope and results of the audit effort. The Audit Committee also meets periodically with the independent auditors and the chief internal auditor without management present to ensure that the independent auditors and the chief internal auditor have free access to the Audit Committee. Our Audit Committee's Report can be found in the Company's Proxy Statement.

The Shareholders and Board of Directors
Patriot Transportation Holding, Inc.

Opinion on the Financial Statements

We have audited the accompanying consolidated balance sheets of Patriot Transportation Holding, Inc. (the "Company") as of September 30, 2020 and 2019, the related consolidated statements of income, comprehensive income, shareholders' equity, and cash flows for the years ended September 30, 2020, 2019 and 2018, and the related notes to the consolidated financial statements (collectively, the "consolidated financial statements"). In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Company as of September 30, 2020 and 2019, and the results of their operations and their cash flows for the years ending September 30, 2020, 2019 and 2018, in conformity with accounting principles generally accepted in the United States of America.

Change in Accounting Principle

As discussed in Note 1 to the consolidated financial statements, the Company has changed its method of accounting for leases as of October 1, 2019 due to the adoption of Accounting Standards Update No. 2016-02, Leases (Topic 842), as amended.

Basis for Opinion

These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the Company's consolidated financial statements based on our audit. We are a public accounting firm registered with the Public Company Accounting Oversight Board (United States) (PCAOB) and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audit in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement, whether due to error or fraud. The Company is not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. As part of our audit, we are required to obtain an understanding of internal control over financial reporting, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion.

Our audit included performing procedures to assess the risks of material misstatement of the consolidated financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements. Our audit also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. We believe that our audit provides a reasonable basis for our opinion..

**Hancock Askew & Co., LLP**

We have served as the Company's auditor since 2006.
Savannah, Georgia
December 11, 2020

Directors

Thompson S. Baker II (1)
Chairman of the Board of the Company
Senior Vice President, Vulcan Materials

Edward L. Baker (1)
Chairman Emeritus

John E. Anderson (2)(3)(4)
Former President and Chief Executive
Officer of Patriot Transportation Holding, Inc.

Luke E. Fichthorn III (2)(3)(4)
Private Investment Banker,
Twain Associates

Charles D. Hyman (2)(3)(4)
President/Founder
Charles D. Hyman & Company

Officers

Robert E. Sandlin
President and Chief Executive Officer

Matthew C. McNulty
Vice President, Secretary and Chief Financial Officer

John D. Klopfenstein
Controller, Treasurer and Chief Accounting Officer

James N. Anderson IV
Vice President of Safety and Risk Management

(1) Member of the Executive Committee

(2) Member of the Audit Committee

(3) Member of the Compensation Committee

(4) Member of the Nominating Committee

Patriot Transportation Holding, Inc.

200 West Forsyth Street, 7th Floor
Jacksonville, Florida, 32202
Telephone: (904) 396-5733

Annual Meeting

Due to the social distancing guidelines from the CDC, this year our Annual Shareholders meeting will be held virtually at 11:00 a.m. Eastern Standard Time on Wednesday, February 3, 2021. All shareholders are cordially invited to attend the Annual Shareholders meeting via a weblink titled "2021 Annual Shareholders Meeting" which will be posted on our website at www.patriottrans.com under *Investor Relations*.

Transfer Agent

American Stock Transfer & Trust Company
59 Maiden Lane
Plaza Level
New York, NY 10038
Telephone: 1-800-937-5449

General Counsel

Nelson Mullins Riley & Scarborough LLP
Jacksonville, Florida

Independent Registered Certified

Public Accounting Firm

Hancock Askew & Co., LLP
Savannah, Georgia

Common Stock Listed

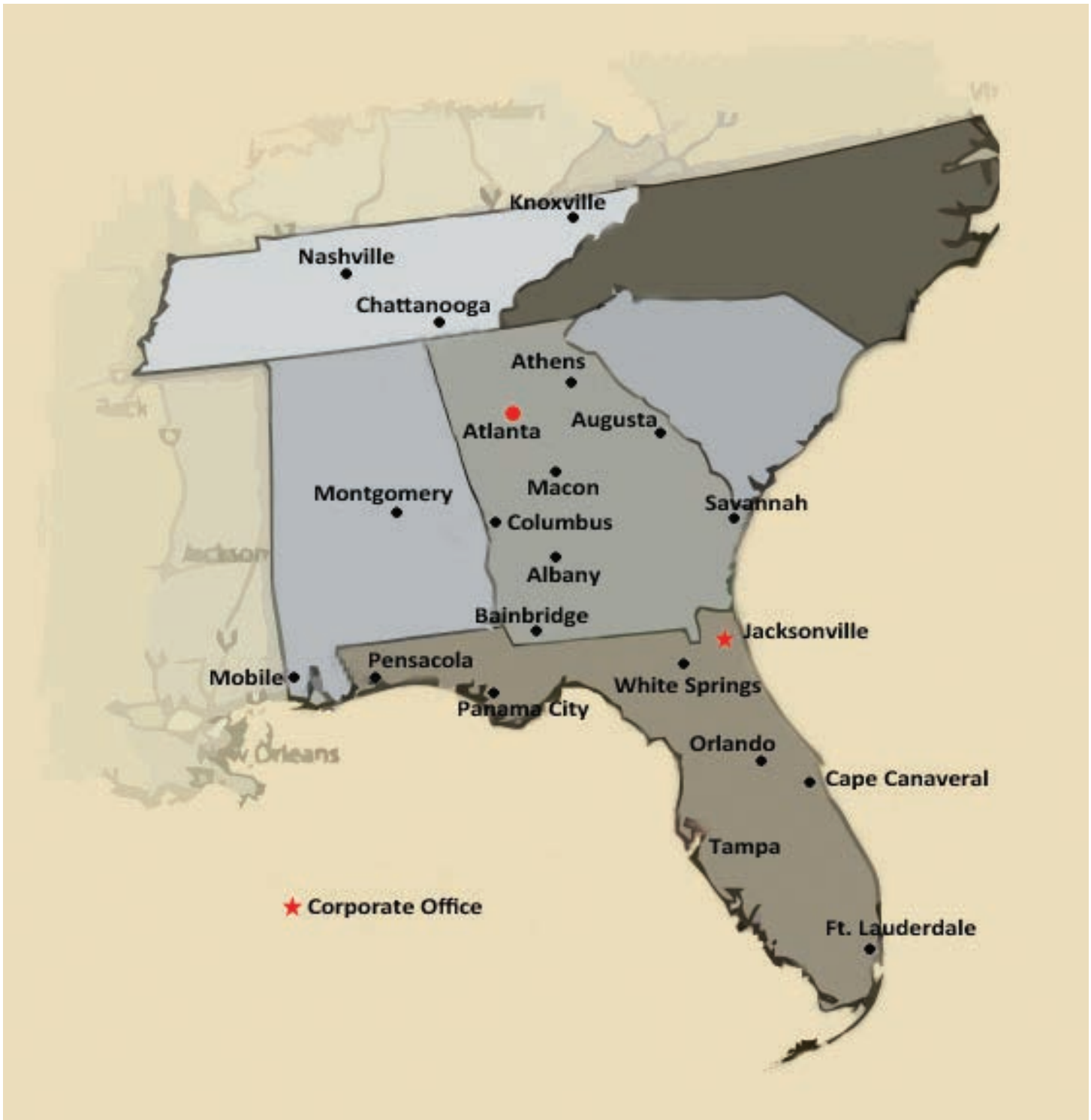
The Nasdaq Stock Market
(Symbol: PATI)

Form 10-K

Shareholders may receive without charge a copy of Patriot Transportation Holding, Inc.'s annual report on Form 10-K for the fiscal year ended September 30, 2019 as filed with the Securities and Exchange Commission by writing to the Treasurer at 200 West Forsyth Street, 7th Floor, Jacksonville, Florida 32202. The most recent certifications by our Chief Executive Officer, Chief Financial Officer and Chief Accounting Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 are filed as exhibits to our Form 10-K.

Company Website

The Company's website may be accessed at www.patriottrans.com. All of our filings with the Securities and Exchange Commission can be accessed through our website promptly after filing. This includes annual reports on Form 10-K, proxy statements, quarterly reports on Form 10-Q, current reports filed or furnished on Form 8-K and all related amendments.



Safely Delivering Our Customers' Products On Time and Accurately



Bulk Fuel



Dry Bulk



Chemical

NASDAQ: PATI
PATRIOT TRANSPORTATION HOLDING, INC.
200 W. FORSYTH STREET, 7TH FLOOR
JACKSONVILLE, FLORIDA 32202