

Echo Global Logistics, Inc.
Form 10-Q
August 02, 2011
UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-Q

Quarterly Report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the quarterly period ended June 30, 2011

Transition Report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the transition period from _____ to _____

Commission File Number 001-34470

ECHO GLOBAL LOGISTICS, INC.
(Exact Name of Registrant as Specified in its Charter)

Delaware
(State or Other Jurisdiction of
Incorporation or Organization)

20-5001120
(I.R.S. Employer Identification No.)

600 West Chicago Avenue
Suite 725
Chicago, Illinois 60654
Phone: (800) 354-7993
(As (including zip code) and telephone number (including area code)
of registrant's principal executive offices)

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes: No:

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes: No:

Indicate by check mark whether the Registrant is an a large accelerated filer, an accelerated filer, or non-accelerated filer. See definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer: Accelerated filer: Non-accelerated filer: Smaller reporting company

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(Do not check if a smaller
reporting company)

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes: No:

As of August 2, 2011, the Registrant had 22,152,433 shares of Common Stock, par value \$0.0001 per share, outstanding.

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PART I. FINANCIAL INFORMATION

Item 1. Consolidated Financial Statements

Echo Global Logistics, Inc.
Consolidated Statements of Income
(Unaudited)

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2010	2011	2010	2011
REVENUE	\$109,904,864	\$151,504,471	\$199,008,888	\$280,950,042
COSTS AND EXPENSES:				
Transportation costs	\$89,856,074	\$122,217,914	\$161,915,561	\$226,137,530
Selling, general, and administrative expenses	15,212,579	22,556,589	28,547,696	42,545,862
Depreciation and amortization	1,710,660	2,030,337	3,393,246	3,978,391
INCOME FROM OPERATIONS	3,125,551	4,699,631	5,152,385	8,288,259
Interest income	12,744	33,317	25,207	66,316
Interest expense	(10,885)	(5,321)	(33,727)	(11,017)
Other, net	(45,270)	(130,676)	(84,607)	(194,317)
OTHER EXPENSE	(43,411)	(102,680)	(93,127)	(139,018)
INCOME BEFORE PROVISION FOR INCOME TAXES	3,082,140	4,596,951	5,059,258	8,149,241
INCOME TAX EXPENSE	(1,156,107)	(1,701,637)	(1,897,254)	(3,012,528)
NET INCOME	\$1,926,033	\$2,895,314	\$3,162,004	\$5,136,713
Basic net income per share	\$0.09	\$0.13	\$0.15	\$0.23
Diluted net income per share	\$0.09	\$0.13	\$0.14	\$0.23
See accompanying notes.				

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Consolidated Balance Sheets

	December 31, 2010	June 30, 2011 (Unaudited)
Assets		
Current assets:		
Cash and cash equivalents	\$43,218,164	\$41,573,200
Accounts receivable, net of allowance for doubtful accounts of \$2,786,776 and \$2,985,490, respectively	60,316,454	79,189,362
Income taxes receivable	—	408,951
Prepaid expenses	8,063,892	6,797,084
Other current assets	396,613	1,520,971
Total current assets	111,995,123	129,489,568
Property and equipment, net	9,638,800	10,164,134
Intangible assets:		
Goodwill	32,597,577	33,398,441