AVALON HOLDINGS CORP Form DEF 14A August 11, 2005

Definitive Additional Materials

Soliciting Material Pursuant to 167;240.14a-12

# **UNITED STATES**

# SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

|       | SCHEDULE 14A  |  |  |  |  |  |
|-------|---|--|--|--|--|--|
|       |   |  |  |  |  |  |
|       | Proxy Statement Pursuant to Section 14(a) of the                                |  |  |  |  |  |
|       | Securities Exchange Act of 1934   |  |  |  |  |  |
|       | (Amendment No)  |  |  |  |  |  |
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| Filed | l by the Registrant x Filed by a Party other than the Registrant "              |  |  |  |  |  |
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| Chec  | ck the appropriate box:   |  |  |  |  |  |
|       |   |  |  |  |  |  |
|       | Preliminary Proxy Statement   |  |  |  |  |  |
|       | Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2)) |  |  |  |  |  |
| x     | Definitive Proxy Statement  |  |  |  |  |  |
|       |   |  |  |  |  |  |

## AVALON HOLDINGS CORPORATION

 $(Name\ of\ Registrant\ as\ Specified\ In\ Its\ Charter)$ 

|     |        | (Name of Person(s) Filing Proxy Statement, if other than the Registrant)  |
|-----|--------|---|
|     |        |   |
| Pay | ment o | of Filing Fee (Check the appropriate box):  |
| x   | No f   | fee required.   |
|     | Fee    | computed on table below per Exchange Act Rules 14a-6(i)(4) and 0-11.  |
|     | (1)    | Title of each class of securities to which transaction applies:   |
|     | (2)    | Aggregate number of securities to which transaction applies:  |
|     | (3)    | Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (set forth the amount on which the filing fee is calculated and state how it was determined): |
|     | (4)    | Proposed maximum aggregate value of transaction:  |
|     | (5)    | Total fee paid:   |

|   | Fee j | paid previously with preliminary materials.   |  |  |  |  |  |  |
|---|-------|---|--|--|--|--|--|--|
| Check box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsett was paid previously. Identify the previous filing by registration statement number, or the Form or Schedule and the date of its filing |       |   |  |  |  |  |  |  |
|   | (1)   | Amount Previously Paid:                       |  |  |  |  |  |  |
|   | (2)   | Form, Schedule or Registration Statement No.: |  |  |  |  |  |  |
|   | (3)   | Filing Party:                                 |  |  |  |  |  |  |
|   | (4)   | Date Filed:                                   |  |  |  |  |  |  |
|   |       |   |  |  |  |  |  |  |

## AVALON HOLDINGS

### **CORPORATION**

**Notice of Annual Meeting** 

of Shareholders

**September 14, 2005** 

and

**Proxy Statement** 

Avalon Holdings Corporation · One American Way Warren, Ohio 44484-5555

### NOTICE OF ANNUAL MEETING OF SHAREHOLDERS

### **TO BE HELD SEPTEMBER 14, 2005**

| T- 41  | CL L - 1 J   | -£ A1     | TT-1J:   | C +:         |
|--------|--------------|-----------|----------|--------------|
| 10 the | Shareholders | of Avaion | Holdings | Corporation: |

NOTICE IS HEREBY GIVEN that the Annual Meeting of Shareholders of Avalon Holdings Corporation will be held at the Avalon Golf and Country Club at Squaw Creek, located at 761 Youngstown-Kingsville Road, Vienna, Ohio, on Wednesday, September 14, 2005, at 10:00 A.M., local time, for the following purposes:

- To elect five Directors, two of whom will be Class A Directors elected by the holders of Class A Common Stock, and three of whom
  will be Class B Directors elected by the holders of Class B Common Stock, such Directors to hold office until the next Annual
  Meeting of Shareholders and until their successors are elected and qualified; and
- 2. To transact such other business as may properly come before the meeting and any adjournment thereof;

all in accordance with the accompanying Proxy Statement.

The Board of Directors has fixed the close of business on Wednesday, August 3, 2005, as the record date for the determination of the shareholders entitled to notice of and to vote at such meeting or any adjournment thereof. Only those shareholders of record at the close of business on such date will be entitled to vote at the meeting or any adjournment thereof.

Your prompt action in sending in your proxy will be greatly appreciated. An envelope is provided for your use which requires no postage if mailed in the United States. If you have more than one shareholder account, you are receiving a proxy for each account. Please vote, date, sign and mail all proxies you receive.

BY ORDER OF THE BOARD OF DIRECTORS

/s/ Ted Wesolowski

Ted Wesolowski Secretary

Warren, Ohio

August 8, 2005

**IMPORTANT:** 

PLEASE COMPLETE, DATE, SIGN AND RETURN THE ENCLOSED PROXY IN THE RETURN ENVELOPE FURNISHED FOR THAT PURPOSE, WHICH ENVELOPE REQUIRES NO POSTAGE IF MAILED IN THE UNITED STATES, AS PROMPTLY AS POSSIBLE, WHETHER OR NOT YOU PLAN TO ATTEND THE ANNUAL MEETING. IF YOU LATER DESIRE TO REVOKE YOUR PROXY FOR ANY REASON, YOU MAY DO SO IN THE MANNER DESCRIBED IN THE ENCLOSED PROXY STATEMENT.

#### PROXY STATEMENT

### ANNUAL MEETING OF SHAREHOLDERS

#### **SEPTEMBER 14, 2005**

This Proxy Statement is furnished in connection with the solicitation by the Board of Directors of Avalon Holdings Corporation (the Company of proxies in the form enclosed herewith to be voted at the Annual Meeting of Shareholders to be held at the Avalon Golf and Country Club at Squaw Creek, located at 761 Youngstown-Kingsville Road, Vienna, Ohio, on Wednesday, September 14, 2005, at 10:00 A.M., local time, and at any adjournment thereof (the Annual Meeting ), for the purposes set forth in the accompanying Notice of Annual Meeting of Shareholders. This Proxy Statement is being sent to each holder of the issued and outstanding shares of Class A Common Stock, \$.01 par value, ( Class A Common Stock ) and Class B Common Stock, \$.01 par value, ( Class B Common Stock, and together with the Class A Common Stock, the Common Stock ) of the Company entitled to vote at the meeting in order to furnish information relating to the business to be transacted at the meeting. The Company s Annual Report to Shareholders for the fiscal year ended December 31, 2004, including financial statements, is being mailed to shareholders, together with this Proxy Statement and the accompanying form of proxy, beginning on or about August 12, 2005.

Any shareholder giving a proxy will have the right to revoke it at any time prior to the voting thereof by giving written notice to the Secretary of the Company, by voting in person at the Annual Meeting, or by execution of a subsequent proxy provided that such action is taken in sufficient time to permit the necessary examination and tabulation of the subsequent proxy or revocation before the vote is taken. Shares of Common Stock represented by the proxies in the form enclosed, properly executed, will be voted in the manner designated, or if no applicable instructions are indicated, in favor of the Directors named therein. The persons named in the enclosed form of proxy are authorized to vote, in their discretion, upon such other business as may properly come before the meeting and any adjournment thereof. Only those shares represented at the Annual Meeting in person or by proxy shall be counted for purposes of determining the number of votes required for any proposals upon which shareholders of the Company shall be called upon to vote. Abstentions and broker non-votes shall not be counted as votes for or against any matter upon which shareholders of the Company shall be called upon to vote. The Articles of Incorporation of the Company do not permit cumulative voting in the election of Directors.

The Annual Meeting, which is usually held at the end of April, was delayed while the Board of Directors of the Company explored the possibility of delisting the Company s common stock by reducing the number of shareholders of record below 300, thereby eliminating the requirements for compliance with the Sarbanes-Oxley Act. The Company believes compliance with the requirements of the Sarbanes-Oxley Act will be very costly. However, as a result of the Securities and Exchange Commission s (SEC) decision to extend the compliance deadline under Section 404 of the Act (SOX 404) by one year for small public companies and the ongoing review by the SEC of how to minimize the costly impact of SOX 404 on small companies, the Board of Directors decided not to pursue delisting at this time, but intends to review the situation again as future developments warrant.

#### VOTING SECURITIES AND PRINCIPAL HOLDERS THEREOF

The Board of Directors has fixed the close of business on August 3, 2005, as the record date for the determination of shareholders entitled to notice of and to vote at the Annual Meeting. Only shareholders of record at the close of business on that date will be entitled to vote at the meeting or any adjournment thereof. At the Annual Meeting, the holders of Class A Common Stock will be entitled, as a class, to elect two Directors ( Class A Directors ) and the holders of Class B Common Stock will be entitled, as a class, to elect three Directors ( Class B Directors, and together with the Class A Directors, the Directors ).

Except for the election of Directors and as otherwise required by the provisions of the Company's Articles of Incorporation or by law, holders of the Class A Common Stock and Class B Common Stock will vote or consent as a single class on all matters with each share of Class A Common Stock having one vote per share and each share of Class B Common Stock having ten votes per share. In the event that the outstanding shares of Class B Common Stock constitute less than 50% of the total voting power of the issued and outstanding shares of Class A Common Stock and Class B Common Stock, the holders of the Class A Common Stock (one vote per share) and Class B Common Stock (ten votes per share) will vote as a single class for the election of Directors. At the close of business on August 3, 2005, the Company had outstanding 3,190,786 shares of Class A Common Stock entitling the holders thereof to 3,190,786 votes in the aggregate and 612,545 shares of Class B Common Stock entitling the holders thereof to 6,125,450 votes in the aggregate.

Each share of Class B Common Stock is convertible at any time, at the option of the shareholder, into one share of Class A Common Stock. Shares of Class B Common Stock are also automatically converted into shares of Class A Common Stock on the transfer of such shares to any person other than the Company, another holder of Class B Common Stock or a Permitted Transferee as defined in the Company s Articles of Incorporation. The Class A Common Stock is not convertible.

The following table sets forth information with respect to beneficial ownership of the Class A Common Stock and Class B Common Stock by each person known to the Company to be the beneficial owner of more than five percent of either class of Common Stock. This information is as of August 2, 2005, unless noted that it is based upon Schedules 13-D, 13-G or Form 4 filed with the Securities and Exchange Commission (the Commission ).

|   | Beneficially Owned as of August 2, 2005 |                     |                     |                     |                                      |                               |
|---|---|---------------------|---------------------|---------------------|--------------------------------------|-------------------------------|
|   | Class A Co                              | mmon Stock          | Class B Con         | nmon Stock          |                                      |                               |
| Name  | Number<br>of<br>Shares                  | Percent of<br>Class | Number of<br>Shares | Percent of<br>Class | Percent of<br>all<br>Common<br>Stock | Percent of Total Voting Power |
| Ronald E. Klingle (1)(2)  | 170,417                                 | 5.3%                | 611,133             | 99.8%               | 20.5%                                | 67.4%                         |
| Advisory Research, Inc. (6)   |   |                     |                     |                     |                                      |                               |
| Advisory Research, Inc. Microcap Value Fund, L.P. (6) 180 North Stetson St. Suite 5500 Chicago, IL 60601              | 472,100                                 | 14.8                |                     |                     | 12.4                                 | 5.1                           |
| Anil C. Nalluri, M.D., Inc.   |   |                     |                     |                     |                                      |                               |
| Profit Sharing Plan and Trust (4)(5)<br>c/o Anil C. Nalluri, M.D., Inc.<br>5500 Market Street<br>Youngstown, OH 44512 | 404,044                                 | 12.7                |                     |                     | 10.6                                 | 4.3                           |
| Lourde John Constable (3)<br>41 Leopard Road, Suite 202<br>Paoli, PA 19301  | 208,046                                 | 6.5                 |                     |                     | 5.5                                  | 2.2                           |
| Constable Group, LLC (3)  | 195,496                                 | 6.1                 |                     |                     | 5.1                                  | 2.1                           |
| Constable Managing Partners, L.P. (3)  Constable Partners, L.P. (3) 41 Leopard Road, Suite 202                        |   |                     |                     |                     |                                      |                               |

## Paoli, PA 19301

Raffles Associates, L.P. (4) 450 Fashion Avenue, Suite 509 New York, New York 10123

199,400 6.2

5.2

2.1

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- (1) Includes 14,296 shares of Class B Common Stock owned by Mr. Klingle s spouse, the beneficial ownership of which is disclaimed. Includes 1,067 shares of Class A Common Stock held by Mr. Klingle in the Avalon Holdings Corporation Participating Companies Profit Sharing Plan and Trust (including 397 shares held by Mr. Klingle s spouse, the beneficial ownership of which Mr. Klingle disclaims). Mr. Klingle has sole voting power and sole investment power over 170,020 shares of Class A Common Stock and 596,837 shares of Class B Common Stock.
- (2) Ronald E. Klingle is an employee, executive officer and director of the Company. The address for Mr. Klingle is c/o Avalon Holdings Corporation, One American Way, Warren, Ohio 44484-5555.
- (3) Each named security holder, except Mr. Constable, has shared voting power and shared investment power over all of the shares listed. Under the rules of the Commission, Mr. Constable is deemed to be the beneficial owner of the shares owned by Constable Group, LLC, Constable Managing Partners, L.P., and Constable Partners, L.P. Mr. Constable has sole voting power and sole investment power over 12,550 shares and shared voting power and investment power over 195,496 shares. This information is based upon Schedule 13-D filed with the Commission on June 3, 2005.
- (4) Each named security holder has sole voting power and sole investment power over all of the shares listed.
- (5) Based upon information contained in Schedule 13-D filed with the Commission on October 18, 2004.
- (6) Based upon the Form 4 s filed with the Commission on August 2, 2005, 472,100 shares are owned directly by Advisory Research Microcap Value Fund, L.P. and indirectly owned by Advisory Research, Inc.

#### ELECTION OF DIRECTORS

It is intended that the proxies will be voted for the election of the five nominees named below to hold office as Directors until the next succeeding annual shareholders—meeting and until their respective successors are duly elected and qualified. Specifically, the holders of Class A Common Stock are entitled, as a class, to elect two Class A Directors and the holders of Class B Common Stock are entitled, as a class, to elect three Class B Directors. It is the intention of the persons named in the enclosed forms of proxy to vote such proxies as specified and if no specification is made, to vote such proxies for the election as Directors of the nominees for Class A Directors and Class B Directors listed below. All such nominees have consented to serve if elected. While management has no reason to believe that any of the nominees will not be available to serve as a Director, if for any reason any of them should become unavailable, the proxies will be voted for such substitute nominees as may be designated by the Board of Directors. The two nominees for Class A Directors receiving the greatest number of votes from the holders of shares of Class A Common Stock eligible to be cast at the meeting will be elected Class B Directors.

Set forth below is certain information about the nominees for Class A Directors and Class B Directors:

|                                 | Director |  |        |
|---------------------------------|----------|--|--------|
| Name Age                        | Since    | Title  | Term   |
|                                 |          |  |        |
| Nominees for Class A Directors: |          |  |        |
| Thomas C. Kniss 50              | 2003     | Director   | 1 year |
| Stephen L. Gordon 64            | 1998     | Director   | 1 year |
| Nominees for Class B Directors: |          |  |        |
| Ronald E. Klingle 58            | 1998     | Chairman of the Board, Chief Executive Officer and a | 1 year |
|                                 |          | Director   |        |
| Ted Wesolowski 53               | 2002     | Secretary and Director                               | 1 year |
| Robert M. Arnoni 49             | 1998     | Director   | 1 year |

Set forth below is information concerning each nominee for election as a director, including such nominee s principal occupation.

Thomas C. Kniss has been a director of the Company since November 2003. Mr. Kniss has been a certified public accountant since 1979 and was a founder of the certified public accounting firm of Kniss Kletzli & Associates, P.C. in 1992. Mr. Kniss received his Bachelor of Science degree in Accounting from Saint Vincent College in 1977.

Stephen L. Gordon has been a director of the Company since June 1998. He has been a partner in the law firm of Beveridge & Diamond, P.C. since 1982. Mr. Gordon received his Bachelor of Arts degree from Rutgers University and his Doctor of Jurisprudence degree from the University of Pennsylvania.

Ronald E. Klingle has been a director and Chairman of the Board of the Company since June 1998. He was Chief Executive Officer from June 1998 until December 2002. He resumed the position of Chief Executive Officer on March 15, 2004. Mr. Klingle has over 30 years of environmental experience and received his Bachelor of Engineering degree in Chemical Engineering from Youngstown State University. Mr. Klingle is the spouse of Frances R. Klingle who is the Chief Administrative Officer of the Company.

Ted Wesolowski, has been a director of the Company since April 2002. Mr. Wesolowski was Chief Executive Officer and President of the Company from January 2003 until March 15, 2004. Mr. Wesolowski resigned as Chief Executive Officer and President on March 15, 2004, but has continued to serve as Secretary of the Company and as a director subsequent to his resignation. Prior to serving as Chief Executive Officer and President of the Company, Mr. Wesolowski was a co-founder of Babst, Calland, Clements & Zomnir, P.C., and had been with the Pittsburgh, Pennsylvania-based law firm since its inception in 1986. Mr. Wesolowski returned to his position with the law firm after his resignation from the Company. He received his Bachelor of Science degree from The Pennsylvania State University and his Doctor of Jurisprudence degree from The University of Pittsburgh.

Robert M. Arnoni has been a director of the Company since June 1998. He is currently President of the Arnoni Development Company, Inc. From 1985 to August 1996, Mr. Arnoni was President and Chief Executive Officer of The Arnoni Group, a management company for various solid waste collection, transportation and disposal operations. Mr. Arnoni has over 20 years experience in the solid waste industry.

#### STOCK OWNERSHIP OF MANAGEMENT

The following table sets forth information as of August 2, 2005, with respect to beneficial ownership of the Class A Common Stock and Class B Common Stock by: (i) the Company s directors, including nominees, and certain named officers of the Company, and (ii) all executive officers and directors, including nominees, as a group. See Voting Securities and Principal Holders Thereof.

### Beneficially Owned as of August 2, 2005

|  | Class A Common Stock |                     | Class B Con         | nmon Stock       | Percent of             | Percent of               |  |
|--|----------------------|---------------------|---------------------|------------------|------------------------|--------------------------|--|
| Name   | Number of Shares     | Percent of<br>Class | Number of<br>Shares | Percent of Class | all<br>Common<br>Stock | Total<br>Voting<br>Power |  |
| Ronald E. Klingle (1)(3)                           | 170,417              | 5.3%                | 611,133             | 99.8%            | 20.5%                  | 67.4%                    |  |
| Thomas C. Kniss                                    | ,                    |                     | ,                   |                  |                        |                          |  |
| Robert M. Arnoni                                   | 20,200               | *                   |                     |                  | *                      | *                        |  |
| Stephen L. Gordon                                  |                      |                     |                     |                  |                        |                          |  |
| Ted Wesolowski                                     |                      |                     |                     |                  |                        |                          |  |
| Frank Lamanna (2)                                  | 12                   | *                   |                     |                  | *                      | *                        |  |
| Frances R. Klingle (2)                             | 397                  | *                   | 14,296              | 2.3              | *                      | 1.5                      |  |
| All executive officers, directors and nominees for |                      |                     |                     |                  |                        |                          |  |
| directors as a group (8 persons) (4)               | 190,629              | 6.0%                | 611,133             | 99.8%            | 21.1%                  | 67.6%                    |  |

<sup>\*</sup> Less than one percent.

- (1) Mr. Klingle is an employee, executive officer and director of the Company.
- (2) Each of these individuals is an employee and executive officer of the Company.
- (3) Includes 14,296 shares of Class B Common Stock owned by Mr. Klingle s spouse, the beneficial ownership of which is disclaimed. Includes 1,067 shares of Class A Common Stock held in the Avalon Holdings Corporation Participating Companies Profit Sharing Plan and Trust (including 397 shares held by Mr. Klingle s spouse, the beneficial ownership of which Mr. Klingle disclaims). Mr. Klingle has sole voting power and sole investment power over 170,020 shares of Class A Common Stock and 596,837 shares of Class B Common Stock.
- (4) In determining the number of shares held by executive officers and directors as a group, shares beneficially owned by more than one executive officer or director have been counted only once.

#### MEETINGS AND COMMITTEES OF THE BOARD

The Board of Directors has established four standing committees to assist in the discharge of its responsibilities. These are the Executive, Audit, Option Plan and Compensation Committees. The Board as a whole nominates directors for election. During 2004, the Board of Directors had six meetings.

Each incumbent Director acted pursuant to all written consents without formal meeting and attended at least 75% of the total number of meetings of the Board of Directors and the committees of the Board on which the respective Directors served during 2004.

The Executive Committee, subject to the restrictions of the Ohio General Corporation Law, may exercise the authority of the Board of Directors in the management of the business and affairs of the Company during intervals between meetings of the Board. During 2004, the Executive Committee held no meetings. The Executive Committee consists of three members, as follows: Messrs. Klingle (Chairman), Wesolowski and Arnoni.

The Audit Committee is responsible for recommending the firm of independent accountants to be engaged to audit the Company s financial statements, reviewing the scope and results of the audit with the independent accountants, reviewing with management and the independent accountants the Company s interim and year-end operating results, considering the adequacy of the internal accounting controls and procedures of the Company and reviewing the non-audit services to be performed by the independent accountants. During 2004, the Audit Committee held five meetings. The Audit Committee consists of three members, as follows: Messrs. Kniss (Chairman), Arnoni and Gordon. The Board of Directors has determined that each member of the Audit Committee is independent as defined by the Securities and Exchange Commission and American Stock Exchange. The Board of Directors has identified Mr. Kniss as the Audit Committee financial expert. The Company has adopted a formal written Audit Committee Charter. The Audit Committee reviews and reassesses the adequacy of the formal written charter on an annual basis.

The Compensation Committee is responsible for reviewing and establishing the compensation arrangements for employees of the Company, including the salaries and bonuses of top management. During 2004, the Compensation Committee held one meeting. The Compensation Committee consists of three members, as follows: Messrs. Klingle (Chairman), Wesolowski and Arnoni.

The Option Plan Committee determines grants of options to purchase shares under the Company s 1998 Long-Term Incentive Plan (the Plan ) based on recommendations made by the Company s Compensation Committee. During 2004, the Option Plan Committee held no meetings. The Option Plan Committee consists of three members, as follows: Messrs. Kniss (Chairman), Arnoni and Gordon.

Avalon Holdings Corporation is a controlled company as defined by the American Stock Exchange company guide because over 50% of the voting power of the Company is held by Mr. Klingle. As such, the Company does not have a Nominating Committee and the members of the Company s Compensation Committee are not all independent.

## **Compensation Committee Interlocks and Insider Participation**

Ronald E. Klingle served as Chairman of the Compensation Committee and was an executive officer of the Company during 2004. Furthermore, during 2004, Mr. Klingle was an executive officer and/or director of various directly or indirectly wholly owned subsidiaries of the Company.

No members of the Compensation Committee serve on a compensation committee or other board committees performing equivalent functions for any other entity other than a directly or indirectly wholly owned subsidiary of the Company.

#### AUDIT COMMITTEE REPORT

The Audit Committee reviews the Company s financial reporting process on behalf of the Board of Directors. In fulfilling its responsibilities, the Audit Committee has reviewed and discussed the audited financial statements contained in the 2004 Annual Report on SEC Form 10-K with the Company s management and independent auditors. Management is responsible for the financial statements and the reporting process, including the system of internal controls. The independent auditors are responsible for expressing an opinion on the conformity of those audited financial statements with accounting principals generally accepted in the United States of America.

The Audit Committee discussed with the Company s independent auditors, Grant Thornton LLP, the matters required to be discussed by Statement on Auditing Standards No. 61, Communication with Audit Committees, as amended. In addition, the Audit Committee has discussed with Grant Thornton LLP, their independence from the Company and its management including the matters in the written disclosures required by Independence Standards Board Standard No. 1, Independence Discussions with Audit Committees.

In reliance on the reviews and discussions referred to above, the Audit Committee recommended to the Board of Directors (and the Board approved) that the audited financial statements be included in the Company s Annual Report on SEC Form 10-K for the year ended December 31, 2004, for filing with the Securities and Exchange Commission.

### **AUDIT COMMITTEE**

Thomas C. Kniss (Chairman)

Stephen L. Gordon

Robert M. Arnoni

### **Board Committee Reports on Executive Compensation**

Compensation Committee Report. The Company maintains a cash compensation program which is designed to motivate, retain and attract management and is comprised of salaries and bonuses. Under the Company s program, the cash compensation of executive officers of the Company is dependent, in part, on discretionary bonuses which take into account the past performance and potential of the executive officer.

Mr. Klingle is the Chairman of the Board and Chairman of the Compensation Committee. Ongoing executive officer compensation is determined subjectively, in that the Chairman of the Compensation Committee provides recommendations to the Compensation Committee for the proposed remuneration of the Company's officers based on his evaluation of those individuals performance, any change in their responsibilities and their potential to contribute to the success of the Company. No specific weights have been assigned to these factors by the Committee. The basis upon which the compensation of the Chief Executive Officer of the Company for the last completed fiscal year was determined was generally the same as for other executive officers.

Avalon is a controlled company because over 50% of the voting power is held by Mr. Klingle. Although the Company s executive compensation program is established by the Compensation Committee of the Board of Directors, which is currently composed of the below-named directors, from time to time the Compensation Committee and the Board of Directors as a whole discuss, generally, the reasonableness of the amounts of compensation received by the Chief Executive Officer and the other executive officers.

The Compensation Committee recommended and the Board of Directors approved a discretionary contribution to the Company s 401(k) Profit Sharing Plan for 2004 in the amount of two percent of each participant s cash compensation subject to Internal Revenue Code limitations.

Section 162(m) of the Internal Revenue Code addresses the nondeductibility for federal income tax purposes of certain compensation in excess of \$1 million paid to an employee during the taxable year. As it is highly unlikely that any executive officer or other employee of the Company will be awarded compensation in excess of \$1 million in the foreseeable future, the Compensation Committee has not established a policy with respect to the nondeductibility of such employee compensation.

The Compensation Committee believes that the Chief Executive Officer, as well as the other executive officers of the Company, are dedicated to achieving significant improvements in the Company s long-term financial performance and that the compensation policies, plans and programs implemented by the Company contribute to achieving this management focus.

#### COMPENSATION COMMITTEE

Ronald E. Klingle (Chairman)

Ted Wesolowski

Robert M. Arnoni

### COMPENSATION OF DIRECTORS AND EXECUTIVE OFFICERS

## **Compensation of Executive Officers**

The following information sets forth the compensation of the Company s Chief Executive Officer and the Company s four most highly compensated executive officers other than the Chief Executive Officer who were serving as executive officers as of December 31, 2004; in each case for services rendered in all capacities to the Company and its subsidiaries during the fiscal year ended December 31, 2004.

## SUMMARY COMPENSATION TABLE (1)

|   | Annual Compensation (2) |                    |                  |                              | Long Term Compensation        |                              |                 |                                  |
|---|-------------------------|--------------------|------------------|------------------------------|-------------------------------|------------------------------|-----------------|----------------------------------|
|   |                         |                    |                  |                              | Awards                        |                              | Payouts         |                                  |
| Name and Principal Position                         | Year                    | Salary             | Bonus            | Other Annual<br>Compensation | Restricted<br>Stock<br>Awards | Options/<br>SARs<br>(Shares) | LTIP<br>Payouts | All Other<br>Compensation<br>(3) |
| Ronald E. Klingle                                   | 2004                    | \$ 160,000         | \$ 260,000       |                              |                               |                              |                 | \$ 4,100                         |
| Chairman of the Board, and Chief Executive Officer  | 2003<br>2002            | 160,000<br>160,000 | 20,000<br>50,000 |                              |                               |                              |                 | 3,600<br>6,800                   |
| Ted Wesolowski(4)                                   | 2004                    | 49,886             | 9,863            | 186                          |                               |                              |                 |                                  |
| Former Chief Executive Officer and Former President | 2003<br>2002            | 250,000            | 50,000           | 537                          |                               |                              |                 | 2,511                            |
| Frances R. Klingle                                  | 2004                    | 95,000             | 57,500           |                              |                               |                              |                 | 3,050                            |
| Chief Administrative Officer                        | 2003<br>2002            | 95,000<br>95,000   | 10,000           |                              |                               |                              |                 | 1,900<br>4,200                   |
| Frank Lamanna                                       | 2004                    | 92,500             | 7,500            |                              |                               |                              |                 | 2,000                            |
| Chief Financial Officer and Treasurer               |                         |                    |                  |                              |                               |                              |                 |                                  |
| Kenneth J. McMahon                                  | 2004                    | 130,000            | 97,535           |                              |                               |                              |                 | 4,100                            |
| Chief Executive Officer,                            | 2003                    | 130,000            | 40,000           |                              |                               |                              |                 | 3,400                            |
|   | 2002                    | 130,000            | 50,000           |                              |                               |                              |                 | 6,800                            |
| American Waste Management Services, Inc.            |                         |                    |                  |                              |                               |                              |                 |                                  |
| Timothy C. Coxson(5)                                | 2004                    | 124,000            | 75,000           |                              |                               |                              |                 | 3,320                            |
| Former Chief Financial                              | 2003                    | 145,000            | 30,000           |                              |                               |                              |                 | 3,500                            |
| Officer and Former Treasurer                        | 2002                    | 130,000            | 50,000           |                              |                               |                              |                 | 6,800                            |
| Jeffrey M. Grinstein(6)                             | 2004                    | 83,000             | 50,000           |                              |                               |                              |                 | 3,320                            |
| Former General Counsel                              | 2003<br>2002            | 145,000<br>130,000 | 30,000<br>50,000 |                              |                               |                              |                 |                                  |
| and Former Secretary                                |                         |                    |                  |                              |                               |                              |                 |                                  |