TAYLOR DEVICES INC
Form 10QSB
April 14, 2005

SECURITIES AND EXCHANGE COMMISSION<br>WASHINGTON, DC 20549<br>FORM 10 QSB<br>QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE<br>SECURITIES EXCHANGE ACT OF 1934

For quarter ended February 28, 2005

Commission File Number 03498

TAYLOR DEVICES, INC.
(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

## NEW YORK

(State or other Jurisdiction of incorporation or organization)

## 90 TAYLOR DRIVE, NORTH TONAWANDA, NEW YORK 14120-0748

## Address of principal executive offices

## Registrant's Telephone Number - 7166940800

Check whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Exchange Act during the last 12 months and (2) has been subject to the filing requirements for the past 90 days.

Yes X No_
State the number of shares outstanding of each of the Issuer's classes of common equity as of the latest practicable date.

CLASS
Common Stock
(2 1/2 cents par value)

Outstanding at April 13, 2005
3,102,057

TAYLOR DEVICES, INC.
Condensed Consolidated Balance Sheets February 28, 2005 ..... 3 and May 31, 2004

Condensed Consolidated Statements of Income for the three and nine months ended February 28, 2005 and February 29, 2004

Condensed Consolidated Statements of Cash Flows for the
nine months ended February 28, 2005 and February 29, 2004

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| (Unaudited) |  |
| :---: | :---: |
| February 28, | May 31, |
| 2005 | 2004 |

Assets

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## Current assets:

| Cash and cash equivalents | $\mathbf{3 2 , 2 8 3}$ | $\$ 8,390$ |
| :--- | ---: | ---: |
| Accounts receivable, net | $\mathbf{1 , 5 7 0 , 7 3 8}$ | $1,440,054$ |
| Inventory | $\mathbf{5 , 2 2 9 , 8 9 9}$ | $4,560,755$ |
| Costs and estimated earnings in excess of billings | $\mathbf{2 , 3 3 0 , 5 0 3}$ | $1,537,999$ |
| Other current assets | $\mathbf{9 4 8 , 3 0 7}$ | 843,347 |
| Total current assets | $\mathbf{1 0 , 1 1 1 , 7 3 0}$ | $8,470,545$ |
|  | $\mathbf{5 1 4 , 4 6 8}$ | 464,985 |
| intenance and other inventory, net | $\mathbf{3 , 5 5 0 , 0 3 7}$ | $3,679,831$ |
| perty and equipment, net | $\mathbf{4 4 4 , 9 4 3}$ | 435,321 |
| liment in affiliate, at equity | $\mathbf{1 9 1 , 1 6 5}$ | 173,434 |
| ngible and other assets | $\mathbf{\$ 1 4 , 8 1 2 , 3 4 3}$ | $\$ 13,224,116$ |

## Liabilities and Stockholders' Equity

## Current liabilities:

| Short-term borrowings and current portion of long-term debt | $\mathbf{1 , 9 7 7 , 3 3 5}$ | $\$ 364,054$ |
| :--- | ---: | ---: |
| Payables - trade | $\mathbf{7 2 9 , 0 6 8}$ | 904,179 |
| Accrued commissions | $\mathbf{4 7 3 , 6 7 5}$ | 488,236 |
| Billings in excess of costs and estimated earnings | $\mathbf{3 1 9 , 6 6 6}$ | - |
| Other current liabilities | $\mathbf{2 9 6 , 2 2 1}$ | 464,247 |
| Total current liabilities | $\mathbf{3 , 7 9 5 , 9 6 5}$ | $2,220,716$ |
| Long-term liabilities | $\mathbf{1 , 0 4 1 , 2 6 7}$ | $1,220,838$ |
| Payables - affiliate | $\mathbf{5 9 9 , 9 5 2}$ | 775,716 |
| Minority stockholder's interest | $\mathbf{4 4 1 , 9 6 8}$ | 418,723 |
| Stockholders' Equity: |  |  |
| Common stock and additional paid-in capital | $\mathbf{4 , 2 7 3 , 4 1 3}$ | $3,972,887$ |
| Retained earnings | $\mathbf{5 , 5 5 2 , 7 4 7}$ | $5,508,205$ |
|  | $\mathbf{9 , 8 2 6 , 1 6 0}$ | $9,481,092$ |
| Treasury stock - at cost | $\mathbf{8 9 2 , 9 6 9}$ | $(892,969)$ |
| Total stockholders' equity | $\mathbf{8 , 9 3 3 , 1 9 1}$ | $8,588,123$ |
|  | $\mathbf{1 4 , 8 1 2 , 3 4 3}$ | $\$ 13,224,116$ |

See notes to condensed consolidated financial statements.

| Condensed Consolidated Statements of Income | (Unaudited) |  | (Unaudited) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | For the three months ended |  | For the nine months ended |  |
|  | $\begin{gathered} \text { February } 28, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { February } 29, \\ 2004 \end{gathered}$ | $\begin{gathered} \text { February } 28, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { February } 29, \\ 2004 \end{gathered}$ |
| Sales, net | \$ 2,619,488 | \$ 3,372,094 | \$ 7,720,634 | \$ 9,715,617 |
| Cost of goods sold | 1,937,083 | 2,297,773 | 5,387,173 | 7,178,943 |
| Gross profit | 682,405 | 1,074,321 | 2,333,461 | 2,536,674 |
| Selling, general and administrative expenses | 701,495 | 926,928 | 2,149,215 | 2,938,929 |
| Operating income (loss) | $(19,090)$ | 147,393 | 184,246 | $(402,255)$ |
| Other expense, net | $(35,719)$ | $(21,275)$ | $(104,781)$ | $(36,936)$ |
| Income (loss) before provision for income taxes, equity in net income of affiliate and minority stockholder's interest | $(54,809)$ | 126,118 | 79,465 | $(439,191)$ |
| Provision for income taxes (benefit) | (16,700) | 71,000 | 21,300 | $(156,500)$ |
| Income (loss) before equity in net income of affiliate and minority stockholder's interest | $(38,109)$ | 55,118 | 58,165 | $(282,691)$ |
| Equity in net income of affiliate | 1,804 | 5,738 | 9,622 | 33,212 |
| Income (loss) before minority stockholder's interest | $(36,305)$ | 60,856 | 67,787 | $(249,479)$ |
| Minority stockholder's interest | $(6,240)$ | $(4,994)$ | $(23,245)$ | $(13,233)$ |
| Net income (loss) | \$ (42,545) | \$ 55,862 | \$ 44,542 | \$ (262,712) |
| Basic and diluted earnings (loss) per common share | \$ (0.01) | \$ 0.02 | \$ 0.01 | \$ (0.09) |
| See notes to condensed consolidated financial statements. |  |  |  |  |

## Condensed Consolidated Statements of Cash Flows

| (Unaudited) |  |  |
| :--- | ---: | ---: |
| For the nine months ended | February 28, | February 29, |
| Cash flows from operating activities: | $\mathbf{2 0 0 5}$ |  |
| Net income (loss) | $\mathbf{4 4 , 5 4 2}$ | $\$(262,712)$ |
| Adjustments to reconcile net income (loss) to net cash flows from |  |  |
| operating activities: | $\mathbf{2 6 6 , 2 9 2}$ | 259,148 |
| Depreciation and amortization | $\mathbf{1 6 , 0 0 0}$ | $\mathbf{( 9 , 6 2 2 )}$ |
| Bad debts expense | $\mathbf{2 3 , 2 4 5}$ | $(33,212)$ |
| Equity in net income of affiliate | $\mathbf{( 1 4 6 , 6 8 4 )}$ | $1,909,413$ |
| Gain on settlement of officer life insurance policies | $\mathbf{( 7 1 8 , 6 2 7 )}$ | 631,508 |
| Minority stockholder's interest | $\mathbf{( 7 9 2 , 5 0 4 )}$ | $2,702,145$ |
| Changes in other assets and liabilities: | $\mathbf{( 1 1 2 , 4 0 6 )}$ | $(336,294)$ |
| Accounts receivable | $\mathbf{( 1 7 5 , 1 1 1 )}$ | $(518,430)$ |
| Inventory | $\mathbf{( 1 4 , 5 6 1 )}$ | $(1,066,609)$ |
| Costs and estimated earnings in excess of billings | $\mathbf{3 1 9 , 6 6 6}$ | $(126,730)$ |
| Other current assets | $\mathbf{( 1 6 8 , 0 2 6 )}$ | $(519,077)$ |
| Payables - trade | $(\mathbf{1 , 4 6 7 , 7 9 6 )}$ | $2,598,663$ |


| Acquisition of property and equipment | $(\mathbf{1 3 0 , 1 9 8 )}$ | $(58,671)$ |
| :--- | :---: | :---: |
| Proceeds from settlement of officer life insurance policies | - | 263,398 |
| Other investing activities | $(\mathbf{1 6 , 5 8 5})$ | 157,506 |
|  | Net cash flows from (for) investing activities | $(\mathbf{1 4 6 , 7 8 3})$ |

## Cash flows from financing activities:

Net short-term borrowings and repayments

| on long-term debt | 1,433,710 | $(3,771,012)$ |
| :---: | :---: | :---: |
| Payables - affiliate | $(175,764)$ | 297,464 |
| Proceeds from issuance of common stock | 300,526 | 178,805 |
| Acquisition of treasury stock | - | $(11,586)$ |
| Net cash flows from (for) financing activities | 1,558,472 | $(3,306,329)$ |
| Net decrease in cash and cash equivalents | $(56,107)$ | $(345,433)$ |
| and cash equivalents - beginning | 88,390 | 417,166 |
| Cash and cash equivalents - ending | \$ 32,283 | \$ 71,733 |

TAYLOR DEVICES, INC.

## Notes to Condensed Consolidated Financial Statements

1 The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America for interim financial information and with the instructions to Form 10-QSB and Regulation S-B. Accordingly, they do not include all of the information and footnotes required by accounting principles generally accepted in the United States of America for complete financial statements. In the opinion of the Company, the accompanying unaudited condensed consolidated financial statements contain all adjustments (consisting of only normal recurring accruals) necessary to present fairly the financial position as of February 28, 2005 and May 31, 2004, the results of operations for the three and nine months ended February 28, 2005 and February 29, 2004, and cash flows for the nine months ended February 28, 2005 and February 29, 2004. These financial statements should be read in conjunction with the audited financial statements and notes thereto contained in the Company's Annual Report to Shareholders for the year ended May 31, 2004.
2. There is no provision nor shall there be any provisions for profit sharing, dividends, or any other benefits of any nature at any time for this fiscal year.
3. For the three and nine month period ended February 28, 2005, the net income or loss was divided by $3,033,761$, which is net of the Treasury shares, to calculate the net income per share. For the three and nine month period ended February 29, 2004, the loss was divided by $2,939,923$, which is net of the Treasury shares, to calculate the loss per share.
4. The results of operations for the nine month period ended February 28,2005 are not necessarily indicative of the results to be expected for the full year.
5. Significant Equity Investee: The Company owns approximately a $23 \%$ equity investment in Tayco Developments, Inc. (Developments). For the nine months ended February 28, 2005, Tayco Developments, Inc. had revenues of $\$ 332,000$ and net income of $\$ 50,000$. For the nine months ended February 29, 2004, Tayco Developments, Inc. had revenues of $\$ 443,000$ and net income of $\$ 74,000$. The carrying amount of the investment in Tayco Developments, Inc. as of February 28, 2005 and May 31, 2004 was $\$ 445,000$ and $\$ 435,000$.
6. The May 31, 2004 financial statements have been reclassified to conform with the presentation adopted for the February 28, 2005 financial statements.

TAYLOR DEVICES, INC.

Item 2. Management's Discussion and Analysis or Plan of Operation

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## Cautionary Statement

The Private Securities Litigation Reform Act of 1995 provides a "safe harbor" for forward-looking statements. Information in this Item 2, "Management's Discussion and Analysis or Plan of Operation," and elsewhere in this 10-QSB that does not consist of historical facts, are "forward-looking statements." Statements accompanied or qualified by, or containing, words such as "may," "will," "should," "believes," "expects," "intends," "plans," "projects," "estimates," "predicts," "potential," "outlook," "forecast," "anticipates," "presume," and "assume" constitute forward-looking statements, and as such, are not a guarantee of future performance. The statements involve factors, risks and uncertainties, the impact or occurrence of which can cause actual results to differ materially from the expected results described in such statements. Risks and uncertainties can include, among others, fluctuations in general business cycles and changing economic conditions; changing product demand and industry capacity; increased competition and pricing pressures; advances in technology that can reduce the demand for the Company's products, as well as other factors, many or all of which may be beyond the Company's control. Consequently, investors should not place undue reliance on forward-looking statements as predictive of future results. The Company disclaims any obligation to release publicly any updates or revisions to the forward-looking statements herein to reflect any change in the Company's expectations with regard thereto, or any changes in events, conditions or circumstances on which any such statement is based.

## Results of Operations

A summary of the period to period changes in the principal items included in the consolidated statements of income is shown below:

## Comparison of the nine months ended February 28, 2005 and February 29, 2004



Sales under certain fixed-price contracts, requiring substantial performance over several periods prior to commencement of deliveries, are accounted for under the percentage-of-completion method of accounting whereby revenues are recognized based on estimates of completion prepared on a ratio of cost to total estimated cost basis. Costs include all material and direct and indirect charges related to specific contracts.

Adjustments to cost estimates are made periodically and any losses expected to be incurred on contracts in progress are charged to operations in the period such losses are determined. However, any profits expected on contracts in progress are recognized over the life of the contract.

For financial statement presentation purposes, the Company nets progress billings against the total costs incurred on uncompleted contracts. The asset, "costs and estimated earnings in excess of billings," represents revenues recognized in excess of amounts billed. The liability, "billings in excess of costs and estimated earnings," represents billings in excess of revenues recognized.

For the nine months ended February 28, 2005 (All figures being discussed are for the nine months ended February 28, 2005 as compared to the nine months ended February 29, 2004.)

|  | Nine months ended |  | Change |  |
| :---: | :---: | :---: | ---: | :---: |
|  | February 28, | February 29, | Increase / <br> (Decrease) | Percent <br> Change |
| Net Revenue | $\$ 7,721,000$ | $\$ 9,716,000$ | $\$(1,995,000)$ | $-21 \%$ |
| Cost of sales | $5,387,000$ | $7,179,000$ | $(1,792,000)$ | $-25 \%$ |
| Gross profit | $\$ 2,334,000$ | $\$ 2,537,000$ | $\$(203,000)$ | $-8 \%$ |

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The Company's consolidated results of operations showed a $21 \%$ decrease in net revenues with an increase in net income to $\$ 45,000$ from a net loss of $\$ 263,000$. Gross profit decreased by $8 \%$. Revenues recorded in the current period for long-term construction projects dropped by $28 \%$ of the level recorded in the prior year. However, the current year's projects contributed a gross profit margin of $30 \%$ as compared to $21 \%$ in the prior year's period. The overall gross profit as a percentage of net revenues for the period was $30 \%$ as compared to $26 \%$ for the same period in the prior year. Management continues to reduce spending on the overhead portion of cost-of-sales, as the level of sales has decreased, in its effort to improve profitability.

## Selling, General and Administrative Expenses

|  | Nine months ended |  | Change |  |
| ---: | :---: | :---: | :---: | :---: |
|  | February 28, | February 29, | Increase / <br> (Decrease) | Percent <br> Change |
| Outside Commissions | $\$ 2005$ | 305,000 | $\$ 695,000$ | $\$(390,000)$ |
| Royalties | 122,000 | 205,000 | $(83,000)$ | $-56 \%$ |
| Other SG\&A | $1,722,000$ | $2,039,000$ | $(317,000)$ | $-40 \%$ |
| Total SG\&A | $\$ 2,149,000$ | $\$ 2,939,000$ | $\$(790,000)$ | $-16 \%$ |
|  |  |  |  |  |
| ...as a percentage of net revenues | $28 \%$ | $30 \%$ |  |  |

Selling, general and administrative expenses decreased by approximately $27 \%$ from the prior year primarily due to lower levels of commission expense, which is directly related to the level of sales for the period. Commission expense was also higher in the prior year period due to higher commission rates on a few of the large, long-term construction projects in production at that time. Royalty expense is just over half of the amount recorded in the prior year period. There were fewer long-term construction projects that are subject to the royalty during the current year. These reductions, combined with decreases in expenses for personnel by $\$ 151,000$, consulting by $\$ 93,000$, insurance by $\$ 39,000$ and advertising by $\$ 26,000$, contributed to the savings over the prior year.

The above factors resulted in operating income of $\$ 184,000$ for the nine months ended February 28, 2005 as compared to an operating loss of $\$ 402,000$ in the same period of the prior year.

Interest expense increased by $\$ 20,000$ from the same period of the prior year. Included in this year's interest expense is $\$ 25,000$ on an unsecured promissory note payable to Developments. The average level of use of the Company's operating line of credit remained the same when comparing this year to last; however, the interest rates on the line increased from $3.75 \%$ to $5.25 \%$ between the periods. The line of credit is used primarily to fund the production of larger projects that do not allow for advance payments or progress payments. Interest rates on some of the long-term debt has similarly increased. The principal balance on this debt has reduced during the periods, as scheduled.

Other expense, net of $\$ 105,000$ in the current year is primarily interest expense. Other expense, net of $\$ 37,000$ in the prior year period includes interest expense of $\$ 98,000$ and income of $\$ 54,000$ for the excess of proceeds from the life insurance policies on the Company's founder, Paul H . Taylor, over the net of the cash surrender value of the policies and loans against the policies.

For the three months ended February 28, 2005 (All figures being discussed are for the three months ended February 28, 2005 as compared to the three months ended February 29, 2004.)

|  | Three months ended |  | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | February 28, | February 29, | Increase / <br> (Decrease) | Percent Change |
| Net Revenue | $\$ 2,619,000$ | $\$ 3,372,000$ | $\$(753,000)$ | $-22 \%$ |
| Cost of sales | $1,937,000$ | $2,298,000$ | $(361,000)$ | $-16 \%$ |
| Gross profit | $\$ 682,000$ | $\$ 1,074,000$ | $\$(392,000)$ | $-36 \%$ |
|  |  |  |  |  |
| of net revenues | $26 \%$ | $32 \%$ |  |  |

The Company's consolidated results of operations showed a $22 \%$ decrease in net revenues with a decrease in net income from $\$ 56,000$ to a net loss of $\$ 43,000$. Gross profit decreased by $36 \%$. Revenues recorded in the current period for long-term construction projects dropped by $13 \%$ of the level recorded in the prior year. These current year's projects contributed a gross profit margin of $24 \%$ as compared to $34 \%$ in the prior year's period. The overall gross profit as a percentage of net revenues for the quarter was $26 \%$ as compared to $32 \%$ for the same period in the prior year. The Company continues to reduce spending on the overhead portion of cost-of-sales, as the level of sales has decreased, in its effort

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to improve profitability. The level of sales during that last three quarters has been consistently lower than the comparative quarters in the prior fiscal year. As discussed below, the Company's backlog of sales orders is up $15 \%$ over the prior year-end. Management is optimistic that this will have a positive impact on the level of sales in the fourth quarter.

## Selling, General and Administrative Expenses

|  | Three months ended |  | Change |  |
| ---: | :---: | :---: | :---: | :---: |
|  | February 28, | February 29, | Increase / <br> $($ Decrease) | Percent <br> Change |
| Outside Commissions | $\mathbf{2 0 0 5}$ | 124,000 | $\$ 227,000$ | $\$(103,000)$ |
| Royalties | 30,000 | 44,000 | $(14,000)$ | $-45 \%$ |
| Other SG\&A | 547,000 | 656,000 | $(109,000)$ | $-17 \%$ |
| Total SG\&A | $\$ 701,000$ | $\$ 927,000$ | $\$(226,000)$ | $-24 \%$ |
|  |  |  |  |  |

Selling, general and administrative expenses decreased by approximately $24 \%$ from the prior year primarily due to lower levels of commission expense, which is directly related to the level of sales for the period. Commission expense was also higher in the prior year period due to higher commission rates on a few of the large, long-term construction projects in production at that time. Royalty expense is $32 \%$ less than the amount recorded in the prior year period. There were fewer long-term construction projects that are subject to the royalty during the current quarter. These reductions, combined with decreases in expenses for personnel by $\$ 56,000$ and consulting by $\$ 18,000$, contributed to the savings over the prior year.

The above factors resulted in an operating loss of $\$ 19,000$ for the three months ended February 28, 2005 as compared to operating income of $\$ 147,000$ in the same period of the prior year.

Due to higher interest rates, a higher level of use of the Company's operating line of credit during the quarter and interest on an unsecured promissory note payable to Developments, interest expense increased by approximately $\$ 21,000$ from the same period of the prior year. The line of credit is used primarily to fund the production of larger projects that do not allow for advance payments or progress payments. Interest expense is included in other income (expense), net.

## Capital Resources, Line of Credit and Long-Term Debt

The Company's primary liquidity relates to the working capital needs. These are primarily inventory, accounts receivable, costs and estimated earnings in excess of billings, accounts payable, accrued commissions, billings in excess of costs and estimated earnings, and debt service. The Company's primary sources of liquidity have been from operations and from bank financing.

Capital expenditures for the nine months ended February 28, 2005 were $\$ 130,000$ compared to $\$ 59,000$ in the same period of the prior year. Approximately $\$ 90,000$ of the current year expenditures was for production, assembly and testing equipment and improvements; approximately $\$ 30,000$ was for engineering software and hardware upgrades. There are no material commitments for capital expenditures as of February 28 , 2005.

The Company has reduced the amount of its line of credit from $\$ 7,500,000$ to $\$ 5,000,000$ during the year as the excess amount was not being utilized. There is a $\$ 1,749,000$ balance outstanding as of February 28, 2005. This is up from the $\$ 144,000$ balance outstanding as of May 31 , 2004. The outstanding balance on the line of credit will fluctuate as the Company's various long-term projects progress.

Principal maturities of long-term debt for the remainder of the current fiscal year and the subsequent five years are as follows: 2005-\$49,000; 2006-\$231,000; 2007-\$241,000; 2008-\$232,000; 2009-\$138,000; and 2010-\$72,000.

## Inventory and Maintenance Inventory

February 28, 2005

| February 28, 2005 |  |  |
| ---: | ---: | ---: |
| Raw Materials | $\$ 485,000$ |  |
| Work in process | $4,357,000$ |  |
| Finished goods | 389,000 |  |
| Inventory | $5,231,000$ | $91 \%$ |
| Maintenance and other inventory | 514,000 | $9 \%$ |
| Total | $\$ 5,745,000$ | $100 \%$ |


| May 31, 2004 |  |
| ---: | :---: |
| $\$ 291,000$ |  |
| $3,946,000$ |  |
| 324,000 |  |
| $4,561,000$ | $91 \%$ |
| 465,000 | $9 \%$ |
| $\$ 5,026,000$ | $100 \%$ |

## Increase

\$ 194,000 67\% 411,000 10\%
65,000 20\%
670,000 15\%
49,000 11\%
\$719,000 14\%

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$\begin{array}{lll}\text { Inventory turnover } & 1.3 & 1.8\end{array}$
NOTE: Inventory turnover is annualized for the nine-month period ending February 28, 2005.
Inventory, at $\$ 5,231,000$ as of February 28,2005 , is higher by approximately $15 \%$ over the prior year-end. Of this, approximately $83 \%$ is work in process, $8 \%$ is finished goods, and $9 \%$ is raw materials.

Maintenance and other inventory represent stock that is estimated to have a product life cycle in excess of twelve months. This stock represents certain items that the Company is required to maintain for service of products sold and items that are generally subject to spontaneous ordering. This inventory is particularly sensitive to technical obsolescence in the near term due to its use in industries characterized by the continuous introduction of new product lines, rapid technological advances and product obsolescence. Management of the Company has recorded an allowance for potential inventory obsolescence. The provision for potential inventory obsolescence was $\$ 42,000$ for the nine-month period ended February 28, 2005 and $\$ 135,000$ for the same period last year. The Company continues to rework slow-moving inventory, where applicable, to convert it to product to be used on customer orders.

## Accounts Receivable, Costs and Estimated Earnings in Excess of Billings, and Billings in Excess of Costs and Estimated Earnings February 28, 2005 <br> Accounts receivable <br> Costs and estimated earnings in excess of billings <br> Less: Billings in excess of costs and estimated earnings Net <br> \$1,571,000 <br> 2,331,000 <br> 320,000 \$3,582,000 <br> May 31, 2004 <br> $\$ 1,440,000$ $1,538,000$ <br> \$2,978,000 <br> Increase /(Decrease) <br> \$ 131,000 9\% 793,000 52\% <br> 320,000 <br> \$ 604,000 20\%

The Company combines the totals of accounts receivable, the asset "costs and estimated earnings in excess of billings", and the liability, "billings in excess of costs and estimated earnings", to determine how much cash the Company will eventually realize from revenue recorded to date. As the accounts receivable figure rises in relation to the other two figures, the Company can anticipate increased cash receipts within the ensuing 30-60 days.

Accounts receivable of $\$ 1,571,000$ as of February 28, 2005 includes approximately $\$ 160,000$ of amounts retained by customers on long-term construction projects. The Company expects to collect all of these amounts, including the retainage, during the next twelve months.

As noted above, the current asset, "costs and estimated earnings in excess of billings," represents revenues recognized in excess of amounts billed. Whenever possible, the Company negotiates a provision in sales contracts to allow the Company to bill and collect from the customer, payments in advance of shipments. Unfortunately, provisions such as this are often not possible in certain governmental contracts and contracts with foreign customers. The $\$ 2,331,000$ balance in this account at February 28, 2005 is a $52 \%$ increase from the prior year-end. This increase results from work commencing on several long-term construction projects that were not in process at May 31, 2004. There are no progress billings to the customer permitted on some of these projects. The Company expects to bill the entire amount during the next twelve months.

As noted above, the current liability, "billings in excess of costs and estimated earnings", represents billings to customers in excess of revenues recognized. The $\$ 320,000$ balance in this account at February 28, 2005 is an increase from the zero balance at the end of the prior year. This increase is due to advance payments received on three long-term construction projects that are in very early stages of production. Final delivery of product under these contracts is expected to occur during the next twelve months.

The Company's backlog of sales orders at February 28, 2005 is $\$ 7.5$ million, up from the backlog at the end of the prior year of $\$ 6.5$ million. $\$ 1.9$ million of the current backlog is on projects already in progress. $\$ 0.9$ million of the current backlog is for a long-term project that was also included in the backlog at May 31, 2004. Work on this project has not started as the customer has not obtained the necessary letter of credit to assure payment for the project. The Company has submitted several bids, which are still pending, to work on long-term construction projects around the world. If the Company is successful in its efforts to win the bids, it will have a positive impact on the sales order backlog.

Accounts payable, at $\$ 729,000$ as of February 28,2005 , is approximately $\$ 175,000$ less than the prior year-end. This reduction is primarily due to three factors: 1) less purchasing volume -- due to lower sales volume; 2) increased efforts to cut costs; and 3) increased emphasis on taking advantage of early payment discounts negotiated with suppliers.

Commission expense on applicable sales orders is recognized at the time revenue is recognized. The commission is paid following receipt of payment from the customers. Accrued commissions as of February 28, 2005 are $\$ 474,000$. This is slightly less than the $\$ 488,000$ accrued at the prior year-end. The Company expects the current accrued amount to be paid during the next twelve months. Other accrued expenses decreased by $\$ 168,000$ from the prior year-end to $\$ 296,000$, primarily because of the Company's annual remittance in January of sales tax collected on sales to customers within the State of California.

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The Company paid $\$ 204,000$ to Developments during the nine months ended February 28, 2005 to reduce the principal balance on the note payable.

Goodwill represents the excess of purchase price paid over fair value of net assets acquired. In accordance with Statement of Financial Accounting Standards No. 142, "Goodwill and Other Intangible Assets", the Company stopped amortizing goodwill effective June 1, 2002. The Company assesses for the potential impairment of goodwill at least annually by determining whether its carrying amount exceeds its implied fair value. The Company completed its assessment of goodwill for the year ended May 31, 2004 and determined that an impairment charge was not warranted.

Management believes that the Company's cash flows from operations and borrowing capacity under the bank line of credit will be sufficient to fund ongoing operations, capital improvements and share repurchases for the next twelve months.

TAYLOR DEVICES, INC.

## Item 3. Controls and Procedures

(a) Evaluation of disclosure controls and procedures.

The Company's principal executive officer and principal financial officer have evaluated the Company's disclosure controls and procedures as of February 28, 2005 and have concluded that as of the evaluation date, the disclosure controls and procedures were adequate to ensure that material information relating to the Company was made known to the officers by others within the Company.
(b) Changes in internal controls.

There have been no changes in the Company's internal controls over financial reporting that occurred during the fiscal quarter that have materially affected, or are reasonably likely to materially affect, the Company's control over financial reporting.

TAYLOR DEVICES, INC.

## Part II - Other Information

ITEM 1 Legal Proceedings
None except for routine litigation incidental to the Company's business.
ITEM 2 Unregistered Sales of Equity Securities and Use of Proceeds
(a) The Company sold no equity securities during the fiscal quarter ended February 28, 2005 that were not registered under the Securities Act.
(b) Use of proceeds following effectiveness of initial registration statement:

Not Applicable
(c) Repurchases of Equity Securities

## Period

|  |  |
| :---: | :---: |
|  |  |
|  |  |
| (a) Total | (b) |
| Number of | Average |
| Shares | Price Paid |
| Purchased | Per Share |


| (c) Total Number | Number (or |
| :---: | :---: |
| of Shares | Approximate Dollar |
| Purchased | Value) of Shares |
| as Part of | that May Yet |
| Publicly | Be Purchased Under |
| Announced Plans | the Plans or |
| or Programs | Programs |

December 1, 2004 -
December 31, 2004

January 1, 2005 -
January 31, 2005

February 1, 2005 -
February 28, 2005

Total
\$160,802 (1)
(1) In 1998, the Company initiated a plan to purchase shares of its outstanding common stock through open market purchases, with an initial deposit to the program of $\$ 225,000$. Additional deposits of $\$ 435,000$ have been made to the plan, with expenditures of $\$ 499,198$. To date, a total of 164,696 shares have been purchased at an average price per share of $\$ 3.03$.

| (d) | Under the terms of the Company's credit arrangements with its major lender, the Company is <br> prohibited from issuing cash dividends. In addition, the credit arrangements require the Company <br> to maintain net working capital of at least $\$ 2,000,000$ and tangible net worth of at last $\$ 6,000,000$, <br> as such terms are defined in the credit documents. On February 28, 2005, under such definitions <br> the Company's net working capital and tangible net worth were significantly in excess of such <br> limits. |
| :--- | :--- | :--- | :--- |

## ITEM 3 Defaults Upon Senior Securities

None
ITEM 4 Submission of Matters to Vote of Securities Holders
None

|  | ITEM 5 | (a) | The total number of shares of the Company outstanding during the quarter increased by 80,054 due <br> to the exercise of stock options by Directors and key employees under the 2001 Taylor Devices, <br> Inc. Stock Option Plan. |
| :--- | :--- | :--- | :--- |


| (b) | Material changes to the procedures by which Security Holders may recommend nominees to the <br> Registrant's Board of Directors |
| :--- | :--- | :--- |
| On February 9, 2005, the Board of Directors of the Company established a standing Nominating |  |
| Committee comprised of three Directors, Messrs. Randall L. Clark, Donald B. Hofmar, Chairman, |  |
| and Joseph P. Gastel, all of whom are independent within the meaning of the applicable NASD |  |
| rules. The Nominating Committee is responsible for recommending candidates to fill any vacancy, |  |
| or newly created directorship on the Board, and for recommending the slate of nominees to stand |  |
| for election by shareholders at each annual meeting. The Board also adopted a Nominating |  |
| Committee Charter ("Charter") to guide the Nominating Committee in its deliberations and its |  |
| selection of qualified nominees, including any candidates proposed by shareholders. The |  |
| Nominating Committee is required to meet as a body when and as needed to discharge its function |  |
| under the Charter, and to report and make recommendations to the entire Board as to proposed |  |
| nominees. The report, at minimum, must include the name of each candidate, his or her |  |
| qualifications, and the reasons for selection. |  |$\left|\begin{array}{ll}\text { The Charter requires that in order to be considered by the Nominating Committee as a nominee, }\end{array}\right|$


| 20 | News from Taylor Devices, Inc. Shareholder Letter, Spring 2005. |
| :---: | :---: |
| 31(i) | Rule 13a-14(a) Certification of Chief Executive Officer. |
| 31(ii) | Rule 13a-14(a) Certification of Chief Financial Officer. |
| 32(i) | Section 1350 Certification of Chief Executive Officer |
| 32(ii) | Section 1350 Certification of Chief Financial Officer |
| 99 | Nominating Committee Charter |

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## Report of Independent Registered Public Accounting Firm

The Board of Directors and Stockholders
Taylor Devices, Inc.

We have reviewed the accompanying condensed consolidated balance sheet of Taylor Devices, Inc. and Subsidiary as of February 28, 2005, the related condensed consolidated statements of income for the three and nine months ended February 28, 2005 and February 29, 2004 and cash flows for the nine months ended February 28, 2005 and February 29, 2004. These interim financial statements are the responsibility of the Company's management.

We conducted our review in accordance with standards of the Public Company Accounting Oversight Board (United States). A review of interim financial information consists principally of applying analytical procedures and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with standards of the Public Company Accounting Oversight Board, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying interim condensed consolidated financial statements referred to above for them to be in conformity with accounting principles generally accepted in the United States of America.

We have previously audited, in accordance with standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheet as of May 31, 2004, and the related consolidated statements of income, changes in stockholders' equity, and cash flows for the year then ended (not presented herein); and in our report dated August 4, 2004, we expressed an unqualified opinion on those financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of May 31, 2004 is fairly stated, in all material respects, in relation to the balance sheet from which it has been derived.

Lumsden \& McCormick, LLP
Buffalo, New York
March 25, 2005

TAYLOR DEVICES, INC.

## Signatures

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

## TAYLOR DEVICES, INC.

(Registrant)

| By: | $\frac{\mathrm{s} / \text { Douglas P. Taylor }}{\text { Douglas P. Taylor }}$ | Date: April 13, 2005 |
| ---: | :--- | ---: |
|  |  |  |
|  | President <br> Chairman of the Board of Directors <br> (Principal Executive Officer) |  |

