

Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

GRISTEDES FOODS INC  
Form 10-Q  
October 17, 2001

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q

(Mark One)

☒ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES  
EXCHANGE ACT OF 1934

For the quarterly period ended September 2, 2001

☐ 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 1-7013

GRISTEDE'S FOODS, INC.

-----  
(Exact Name of Registrant as Specified in its Charter)

Delaware

13-1829183

-----  
(State or Other Jurisdiction of  
Incorporation or Organization)

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

823 Eleventh Avenue, New York, New York 10019

-----  
(Address of Principal Executive Offices)

(212) 956-5803

-----  
(Registrant's Telephone Number, Including Area Code)

N/A

---  
(Former Name, Former Address and Former Fiscal Year,  
if Changed Since Last Report)

Indicate by check mark whether the registrant (1) has filed all reports to be  
filed by Section 13 or 15 (d) of the Securities Exchange Act 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 ☐

At October 16, 2001, registrant had issued and outstanding 19,636,574 shares of  
common stock.

GRISTEDE'S FOODS, INC. AND SUBSIDIARIES

PART I - FINANCIAL INFORMATION

# Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

## Item 1. Financial Statements

Consolidated Balance Sheets as of September 2, 2001 and December 3, 2000	Page 3
Consolidated Statements of Operations for the quarters and nine months ended September 2, 2001 and August 27, 2000	Page 4
Consolidated Statements of Stockholders' Equity for the year ended December 3, 2000 and the nine months ended September 2, 2001	Page 5
Consolidated Statements of Cash Flows for the quarters and nine months ended September 2, 2001 and August 27, 2000	Page 6
Notes to Consolidated Financial Statements	Page 7

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations	Page 11
--	---------

PART II - OTHER INFORMATION	Page 15
-----------------------------	---------

2

## Item 1 Financial Statements

### GRISTEDE'S FOODS, INC. UNAUDITED CONSOLIDATED BALANCE SHEETS

	September 2, 2001	
ASSETS	-----	
CURRENT ASSETS:		
Cash	\$ 354,229	\$
Accounts receivable - net of allowance for doubtful accounts of \$204,162 at September 2, 2001 and \$150,000 at December 3, 2000	6,316,483	
Inventory	32,085,048	
Due from related parties - trade	0	
Due from related parties - other	0	
Prepaid expenses and other current assets	1,713,547	
	-----	
Total current assets	40,469,307	
	-----	
PROPERTY EQUIPMENT:		
Furniture, fixtures and equipment	17,328,067	
Capitalized equipment leases	20,868,004	
Leaseholds and leasehold improvements	51,353,857	
	-----	
	89,549,928	
Less accumulated depreciation and amortization	39,400,644	
	-----	

# Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

Net property and equipment	50,149,284	
Deposits and other assets	1,071,903	
Other assets	3,453,500	
	-----	
TOTAL	\$ 95,143,994	\$
	=====	
LIABILITIES AND STOCKHOLDERS' EQUITY		
CURRENT LIABILITIES:		
Accounts payable, trade	\$ 26,108,179	\$
Accrued payroll, vacation and withholdings	1,674,729	
Accrued expenses and other current liabilities	524,851	
Capitalized lease obligation - current portion	2,891,538	
Current portion of long term debt	2,000,000	
Due to affiliates - current portion	1,457,604	
	-----	
Total current liabilities	34,656,901	
Long-term debt - noncurrent portion	23,963,697	
Due to affiliates	12,803,046	
Capitalized lease obligation - noncurrent portion	8,336,934	
Rent leveling liability	3,747,272	
	-----	
Total liabilities	83,507,850	
	-----	
COMMITMENTS AND CONTINGENCIES		
STOCKHOLDERS' EQUITY:		
Preferred stock, \$50 Par, -share authorized 500,000; none issued	0	
Common stock, \$0.02 par value - shares authorized 25,000,000; outstanding		
19,636,574 shares at September 2, 2001 and December 3, 2000	392,732	
Additional paid-in capital	14,136,674	
Retained earnings/ (deficit)	(2,893,262)	
	-----	
Total stockholders' equity	11,636,144	
	-----	
TOTAL	\$ 95,143,994	\$
	=====	

See accompanying notes.

# Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

	ended September 2, 2001	ended September 2, 2001	A
	-----	-----	---
Sales	\$ 170,403,587	\$ 53,569,511	\$ 1
Cost of sales	103,035,801	32,030,281	---
	-----	-----	---
Gross profit	67,367,786	21,539,230	
Store operating, general and administrative expenses	53,014,750	17,270,249	
Pre-store opening startup costs	165,000	33,000	
Depreciation and amortization	5,085,861	1,762,393	
Non-store operating expenses:			
Administrative payroll and fringes	3,916,850	1,407,421	
General office expense	1,789,646	606,691	
Professional fees	474,044	119,817	
Corporate expense	110,303	21,270	
	-----	-----	---
Total non-store operating expenses	6,290,843	2,155,199	---
	-----	-----	---
Operating income (loss)	2,811,332	318,389	---
	-----	-----	---
Other income (expense):			
Interest expense	(2,656,687)	(786,894)	
Interest income	8,566	1,261	
Other income (expense)	177,329	(3,811)	
	-----	-----	---
Total other expense - net	(2,470,792)	(789,444)	---
	-----	-----	---
Income (loss) before income taxes	340,540	(471,055)	
Provision for income taxes	21,840	1,840	
	-----	-----	---
Net income (loss)	\$ 318,700	\$ (472,895)	\$
	=====	=====	=====
Income (loss) per share, basic and diluted	\$ 0.02	(\$0.02)	\$
	=====	=====	=====
Weighted average number of shares and equivalents outstanding	19,636,574	19,636,574	
	=====	=====	=====

See accompanying notes

# Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

GRISTEDE'S FOODS, INC.  
UNAUDITED CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY  
FOR THE YEAR ENDED DECEMBER 3, 2000  
AND FOR THE NINE MONTHS ENDED SEPTEMBER 2, 2001

	Common stock Shares	Amount	Additional Paid-In Capital	R ea (D
	-----	-----	-----	-----
Balance at November 28, 1999	19,636,574	\$ 392,732	14,136,674	\$(3,
Net loss for the year ended December 3, 2000	-----	-----	-----	-----
Balance at December 3, 2000	19,636,574	\$ 392,732	14,136,674	\$(3,
Net income for the nine months ended September 2, 2001	-----	-----	-----	-----
Balance at September 2, 2001	19,636,574	\$ 392,732	14,136,674	\$(2,
	=====	=====	=====	=====

See accompanying notes.

5

GRISTEDE'S FOODS, INC.  
UNAUDITED CONSOLIDATED STATEMENTS OF CASH FLOWS  
FOR THE NINE MONTHS ENDED SEPTEMBER 2, 2001 AND AUGUST 27, 2000

	39 weeks ended September 2, 2001	39 weeks ended August 27, 2000
	-----	-----
Cash flows from operating activities:		
Net income	\$ 318,700	\$ 459,818
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	5,085,861	4,176,651
Change in allowance for bad debts	54,162	0
Gain on sale of store	(192,177)	0
Changes in operating assets and liabilities:		
Accounts receivable	493,684	(841,947)
Inventory	(1,980,093)	(3,040,205)
Notes receivable	0	562,826

# Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

Due from related parties - trade	879,000	0
Prepaid expenses and other current assets	774,790	(876,069)
Other assets	(827,300)	(300,376)
Accounts payable, trade	(848,219)	1,940,659
Accrued payroll, vacation and withholdings	(722,864)	(439,615)
Accrued expenses and other current liabilities	(818,285)	83,553
Accrued rent leveling	445,479	478,811
Other credits	0	(566,500)
	-----	-----
Net cash provided by operating activities	2,662,738	1,637,606
	-----	-----
Cash flows from investing activities:		
Proceeds from sale of store	225,000	0
Capital expenditures	(3,746,230)	(6,100,617)
	-----	-----
Net cash used in investing activities	(3,521,230)	(6,100,617)
	-----	-----
Cash flows from financing activities:		
Repayments of bank loan	(2,452,381)	(900,000)
Proceeds from bank loans	0	800,000
Repayments of capitalized lease obligations	(1,950,925)	(1,446,031)
Advances from affiliates	5,203,619	5,909,941
	-----	-----
Net cash provided by financing activities	800,313	4,363,910
	-----	-----
NET DECREASE IN CASH	(58,179)	(99,101)
CASH, beginning of period	412,408	298,582
	-----	-----
CASH, end of period	\$ 354,229	\$ 199,481
	=====	=====
Supplemental disclosures of cash flow information:		
Cash paid for interest	\$ 2,871,482	\$ 2,280,972
Cash paid for taxes	\$ 107,142	\$ 93,850
Supplemental schedule of non cash financing activity:		
Assets acquired under capitalized lease obligations	\$ 2,595,099	\$ 3,033,704

See accompanying notes.

## GRISTEDE'S FOODS, INC. AND SUBSIDIARIES NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS

### 1. BASIS OF PRESENTATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Business - On November 4, 1997, Sloan's Supermarkets, Inc. ("Sloan's") changed its name to Gristede's Sloan's, Inc. ("GRI" or the "Company"). On November 10,

## Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

1997, GRI acquired certain assets, net of liabilities, of 29 selected supermarkets and a wholesale distribution business ("The Food Group") controlled by Mr. John Catsimatidis, Chairman and 37% stockholder of Sloan's. The transaction was accounted for as the acquisition of Sloan's by The Food Group pursuant to Emerging Issues Task Force 90-13 as a result of The Food Group obtaining control of Sloan's after the transaction. The assets and liabilities of The Food Group were recorded at their historical cost. Sloan's assets and liabilities were recorded at their fair value to the extent acquired. Consideration for the transaction was based on an aggregate of \$36,000,000 in market value of the Company's common stock and the assumption of \$4,000,000 of liabilities. 16,504,298 shares of common stock were issued on the date of the acquisition based on a market price of \$2.18 per share. On August 16, 1999 the Company changed its name to Gristede's Foods, Inc.

The Company operates 42 supermarkets (the "Supermarkets") and two pharmacy stores. 37 Supermarkets and two pharmacy stores are located in Manhattan, New York, three Supermarkets are located in Westchester County, New York, one Supermarket is located in Brooklyn, New York and one Supermarket is located in Long Island, New York. Three of the Supermarkets are operated under the "Sloan's" name and 39 are operated under the "Gristede's" name. The Company leases all of its store locations.

The Company also owns City Produce Operating Corp., a corporation which operates a warehouse and distribution center primarily for fresh produce on leased premises in the Bronx, New York.

Principles of Consolidation - The consolidated financial statements include the accounts of the Company and its wholly-owned subsidiaries. All material intercompany accounts and transactions have been eliminated in consolidation.

Quarter End - The Company operates using the conventional retail 52/53 week fiscal year. The fiscal quarter ends on the Sunday closest to the end of the quarter. The Company's fiscal year ends on the Sunday closest to November 30.

Inventory - Store inventories are valued principally at the lower of cost or market with cost determined under the retail first in, first out (FIFO) method.

Property and Equipment and Depreciation - Property and equipment is stated at cost. Depreciation of furniture, fixtures and equipment is computed by the straight-line method over the estimated useful lives of the assets.

Leases and Amortization - The Company charges the cost of noncancelable operating lease payments and beneficial leaseholds to operations on a straight-line basis over the lives of the leases.

7

Provision for income taxes - Income taxes reflect Federal and State alternative minimum tax only, as all regular income taxes have been offset by utilization of the Company's net operating loss carry forward.

Income (Loss) per share - Per share data are based on the weighted average number of shares of common stock and equivalents outstanding during each quarter. Income per share is computed by the treasury stock method; basic and diluted income per share are the same.

In the opinion of management, the information furnished reflects all adjustments (consisting of normal recurring adjustments), which are necessary for a fair statement of the results of operations for the interim period. The interim figures are not necessarily indicative of the results to be expected for the

## Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

fiscal year.

The Company's Annual Report on Form 10-K for the 12 month period ended December 3, 2000 contains information which should be read in conjunction herewith.

### 2. RELATED PARTY TRANSACTIONS

Under a management agreement dated November 10, 1997, Namdor Inc., a subsidiary of the Company, performs consulting and managerial services for one supermarket owned by a corporation controlled by John Catsimatidis. In consideration of such services, Namdor Inc. is entitled to receive on a quarterly basis a management fee of 1.25% of all sales of merchandise made at the managed supermarket. During the nine months and the quarter ended September 2, 2001, respectively, the management fee income was \$37,122 and \$13,417. For the nine months and the quarter ended August 27, 2000, respectively, the management fee income was \$55,336 and \$12,069. During the first two quarters of the 2000 period there were two additional stores included in this agreement, one of which has since closed and another which has been contributed to the Company and is now included in the Company's operations.

C&S Acquisition Corp. (formerly Red Apple Leasing, Inc.) a corporation wholly owned by John Catsimatidis, leases equipment to the Company. Such leases are primarily for store operating equipment. There were no obligations under capital leases remaining at September 2, 2001, which previously required monthly payments of \$35,114 through March 1, 2001. Obligations under operating leases were \$41,676 per month during the nine months ended September 2, 2001.

Advertising services had been provided to the Company by an affiliated company, MCV Advertising Associates Inc., a company owned by John Catsimatidis. For the nine months and the quarter ended September 2, 2001, respectively, the cost was \$20,448 and \$0, respectively. For the nine months and the quarter ended August 27, 2000, respectively, the costs incurred were \$1,053,899 and \$289,932. During the quarter ended March 4, 2001, the Company began dealing directly with various media and no longer utilizes MCV Advertising Associates Inc.

The Company leases a 25,000 square foot warehouse, its office facilities, four supermarket locations and a pharmacy contained within a supermarket from Red Apple Real Estate, Inc., a company solely owned by John Catsimatidis. For the nine months and the quarter ended September 2, 2001, the

8

Company paid to Red Apple Real Estate, Inc. \$1,151,072 and \$376,950 for rent under such leases. For the nine months and the quarter ended August 27, 2000, respectively, the rent was \$827,075 and \$247,217 for three locations. The lease terms provide for an aggregate of \$1,562,000 per year in lease payments. The leases are "triple net" whereby the tenant pays all real estate taxes, insurance and maintenance.

Wolf, Block, Schorr and Solis-Cohen LLP, a law firm of which Martin Bring, a director of the Company, is a partner, charged fees of approximately \$29,800 and \$2,400, respectively, for rendering legal services to the Company during the nine months and the quarter ended September 2, 2001. For the nine months and the quarter ended August 27, 2000, respectively, the fees were \$205,663 and \$60,244.

Amounts due to affiliates are primarily to United Acquisition Corp., a corporation wholly owned by John Catsimatidis, and represent liabilities in connection with the consummation of the merger, as discussed in Item 13 to the Form 10-K for the year ended December 3, 2000, and additional advances made by the affiliates since the merger. The affiliates have agreed not to demand



## Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

payment of these liabilities in the next fiscal year. Accordingly, the liability has been classified as noncurrent. As part of post-closing adjustments in connection with the Food Group Acquisition, approximately \$4,028,000 in due from affiliates has been offset against the amounts due to affiliates. The net amount due to affiliates at September 2, 2001 and December 3, 2000 was \$14,260,650 (including current portion) and \$12,129,031, respectively; of these amounts \$9,000,000 was subordinated to the Company's banks; the Company has agreed to increase the amount subordinated to the banks at September 2, 2001 to \$12,800,000. The liability does not bear interest.

Due from related parties - trade, represents amounts due from affiliated companies for merchandise shipped from the Company's subsidiary City Produce Operating Corp. in the ordinary course of business and for which payments are made to such subsidiary on a continuous basis, as well as management fees receivable for administrative and managerial services performed for the affiliated companies by the Company. For the nine months and the quarter ended September 2, 2001, merchandise sales to affiliates were approximately \$1,507,000 and \$426,000, respectively. This affiliate purchased its merchandise from a third party prior to 2000.

On February 6, 1998, the Company agreed to purchase substantially all of the assets and assumed certain of the liabilities of a supermarket located at 1644 York Avenue, New York City, that was owned by a corporation controlled by John Catsimatidis. On March 1, 2000 the Company and the affiliate determined to restructure the transaction by rescinding the purchase effective as of February 6, 1998, and entering into an operating agreement which gives the Company full control of the supermarket and the right to operate the supermarket for the account of the Company. The operating agreement terminates on December 2, 2001, but the term shall be extended for additional one year periods unless either party shall give notice of termination not later than 90 days prior to the end of the then current term of the agreement. Under the operating agreement, the Company shall pay to the affiliate \$1 per annum, plus such other consideration as may be approved by the Company's directors (excluding John Catsimatidis). Pursuant to the operating agreement the Company or any designee of the Company, also has the option until December 31, 2005 to purchase the supermarket for \$2,778,000, which price is the fair market price of the supermarket established on October 11, 1999 by the Company's directors (excluding John Catsimatidis).

In May 2000, another affiliate and the Company entered into a similar operating agreement for a store owned by the affiliate. As consideration, the affiliate receives \$1 per annum, plus such other consideration as may be approved by the Company's directors (excluding John Catsimatidis). The operating agreement terminates on May 10, 2002, but the term shall be extended for additional one

9

year periods unless either party shall give notice of termination not later than 90 days prior to the end of the then current term of the agreement. Pursuant to the operating agreement, the Company, or any designee of the Company, also has the option until December 31, 2005 to purchase the supermarket for the fair market price of the supermarket as established by the Company's directors (excluding John Catsimatidis) using a valuation criterion similar to that issued for valuing the store at 1644 York Avenue, New York City. It is management's opinion that the fair market value of this store is approximately \$3 million.

The affiliates' intention in entering into these two operating agreements where the Company enjoys full benefits of ownership for the nominal consideration of \$1 per annum per store was to effect post closing adjustments in connection with the Food Group acquisition. If the option to purchase the supermarkets is

## Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

exercised, the excess of the purchase price over the net book value of the assets will be shown as a charge to equity.

During fiscal 1999 Mr. John Catsimatidis issued a limited \$600,000 guarantee of the collection of all accounts receivable acquired pursuant to the Food Group acquisition and agreed not to permit the level of the Company's liability due to the affiliate to fall below \$600,000, prior to the issuance of the fiscal year ended December 3, 2000 audited financial statements. In fiscal 2000 such limited guarantee and commitment regarding the level of the Company's liability to the affiliate was extended until prior to the issuance of the fiscal year ending December 2, 2001 audited financial statements, in the amount of \$700,000.

### 3. LITIGATION

Reference is made to Item 3 (2) contained in the Company's Annual Report on Form 10-K for the year ended December 3, 2000 to the matter captioned: Ansoumana v. various defendants. On April 2, 2001, The Court certified a Rule 23(b)(3) class, with no sub-classes. This certification is on appeal before the Second Circuit Court of Appeals. To date, approximately 60 employees of The Great American Delivery Service Company have opted into the class action. Management expects the matter will be resolved in the near future. The Company will vigorously defend the fact that these workers are employees of Great American, and not employees of the Company.

### 4. IMPACT OF THE TERRORIST ATTACKS OF SEPTEMBER 11, 2001

The Company has two stores in the World Trade Center area of Manhattan, which were forced to close as a result of the terrorist attacks of September 11, 2001. One store reopened for business on October 1, 2001, the other is being rehabilitated. The Company has suffered property damage losses, including inventory, fixtures and facilities and loss of revenue. While it is too early to determine all damages and losses, management believes the above losses are substantially covered by its insurance, including business interruption.

### 5. AMENDED BANK FACILITY

The current portion of long term debt on the unaudited consolidated balance sheet at September 2, 2001 reflects the new amortization requirement of the approved bank facility, to be effective as of September 1, 2001, for which the Company has received commitments from a group of its existing banks and is due to close within 30 days.

10

## GRISTEDE'S FOODS, INC. AND SUBSIDIARIES

### PART I

#### ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS FOR THE NINE MONTHS AND THE QUARTERS ENDED SEPTEMBER 2, 2001 AND AUGUST 27, 2000

##### RESULTS OF OPERATIONS

The following table sets forth items from the Company's Consolidated Statements of Operations as a percentage on sales.

39 weeks

13 weeks

39 weeks

# Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

	ended 9/2/01 -----	ended 9/2/01 -----	ended 8/27/00 -----
Sales	100.0	100.0	100.0
Cost of sales	60.5	59.8	60.6
	-----	-----	-----
Gross profit	39.5	40.2	39.4
Store operating, general and administrative expenses	31.1	32.2	31.2
Pre-store opening startup costs	0.1	0.1	0.3
Depreciation and amortization	3.0	3.3	2.7
Non-store operating expense	3.7	4.0	3.2
	-----	-----	-----
Operating income	1.6	0.6	2.0
Other income (expense)	-1.4	-1.5	-1.7
	-----	-----	-----
Income (loss) from operations before income taxes	0.2	-0.9	0.3
Provisions for income taxes	0.0	0.0	0.0
	-----	-----	-----
Net income (loss)	0.2	-0.9	0.3
	-----	-----	-----

Sales for the nine months and for the quarter ended September 2, 2001 were \$170,403,587 and \$53,569,511, respectively, as compared to sales for the nine months and for the quarter ended August 27, 2000 of \$157,351,974 and \$51,334,157, respectively. The increase in sales during the 2001 periods was primarily the result of the Company's remodeling program, which is continuing and two new stores which opened during the second and third quarters of the 2000 period.

Gross profit for the nine months and for the quarter ended September 2, 2001 were \$67,367,786 and \$21,539,230, respectively, or 39.5% and 40.2% of sales, respectively, as compared with \$61,928,325 and \$19,792,150, respectively, or

11

39.4% and 38.6% of sales for the nine months and for the quarter ended August 27, 2000. The increase in gross profit as a percentage of sales, during the 2001 three-month period, was primarily due to the reduced number of new store openings compared to the prior year period, which reflected promotional pricing.

Store operating, general and administrative expenses for the nine months and for the quarter ended September 2, 2001 were \$53,014,750 and \$17,270,249, respectively, or 31.1% and 32.2% of sales, respectively, as compared with \$49,061,828 and \$16,545,457, respectively, or 31.2% and 32.2% of sales for the nine months and for the quarter ended August 27, 2000.

Pre-store opening startup costs for the nine months and for the quarter ended September 2, 2001 were \$165,000 and \$33,000, respectively, or 0.1% and 0.1% of sales, as compared with \$452,981 and \$30,758 or 0.3% and 0.1% of sales for the nine months and for the quarter ended August 27, 2000. The decrease in pre-store opening startup costs in the 2001 nine month period was due to the fact that fewer stores were remodeled or new stores opened as compared to the same period in 2000. The stores remodeled required less pre-opening advertising and store set-up labor costs.

Non-store operating expenses for the nine months and for the quarter ended

## Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

September 2, 2001 were \$6,290,843 and \$2,155,199 respectively, or 3.7% and 4.0% of sales, as compared with \$5,107,679 and \$1,779,311 or 3.2% and 3.5% of sales for the nine months and for the quarter ended August 27, 2000. Administrative payroll and fringes were 2.3% and 2.6% of sales for the nine months and for the quarter ended September 2, 2001 as compared with 2.1% of sales for the nine months and for the quarter ended August 27, 2000. General office expenses were 1.1% and 1.1% of sales for the nine months and for the quarter ended September 2, 2001 as compared with 0.8% and 0.8% of sales for the nine months and for the quarter ended August 27, 2000. The increase during the 2001 period was primarily due to additional back office costs in relation to the increased sales. Professional fees were 0.3% and 0.2% of sales for the nine months and for the quarter ended September 2, 2001 as compared with 0.2% of sales for the nine months and for the quarter ended August 27, 2000. Corporate expenses were 0.1% of sales for the nine months and for the quarter ended September 2, 2001 and for the nine months and for the quarter ended August 27, 2000.

Interest expense was \$2,656,687 and \$786,894 or 1.6% and 1.5% of sales for the nine months and for the quarter ended September 2, 2001 as compared with \$2,669,186 and \$865,884 or 1.7% of sales for the nine months and for the quarter ended August 27, 2000. The decrease in the 2001 nine month period was primarily attributable to lower interest rates, partially offset by increased borrowings under capital leases for equipment financing.

Other income (expense) was \$177,329 and (\$3,811) or 0.1% and 0.0% of sales for the nine months and for the quarter ended September 2, 2001 as compared with \$0 for the nine months and for the quarter ended August 27, 2000. This was attributable to the closure of a store and the sale of its lease in the 2001 period.

As a result of the items reviewed above the net income (loss) before provision for income taxes for the nine months and for the quarter ended September 2, 2001 was \$318,700 and \$(472,895), as compared to \$459,818 and \$(942,562) for the nine months and for the quarter ended August 27, 2000.

12

### LIQUIDITY AND CAPITAL RESOURCES

#### Liquidity:

The consolidated financial statements of the Company indicate that at September 2, 2001 current assets exceed current liabilities by \$5,812,406 and stockholders' equity was \$11,636,144. Management believes that cash flows generated from operations, supplemented by bank financing, financing from third party leasing companies and/or additional financing from the Company's majority shareholder, will be sufficient to pay the Company's obligations, provide for its capital expenditure program and meet its other cash requirements.

The current portion of long term debt on the unaudited consolidated balance sheet at September 2, 2001 reflects the new amortization requirement of the approved bank facility, to be effective as of September 1, 2001, for which the Company has received commitments from a group of its existing banks and is due to close within 30 days.

#### Debt and Debt Service:

On November 10, 1997, the Company completed its financial arrangements with a group of banks for a credit facility in the aggregate amount of \$25,000,000. Under the credit agreement the Company obtained a term loan in the amount of \$12,000,000 to refinance prior bank debt, an improvement term loan line of

## Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

credit in the amount of \$8,000,000 to finance capital improvements to its Supermarkets and a revolving line of credit in the amount of \$5,000,000 to provide working capital. During fiscal 1999, the credit facility was amended and the revolving line of credit increased to \$14,000,000. Recently, a group of the Company's existing banks agreed to amend and increase the Company's credit facility to an aggregate total of \$32,500,000, as follows: (i) the new revolving line of credit will be \$17,000,000 with a maturity of November, 2004; (ii) the new term loan will be \$15,500,000, with a maturity of December, 2006. The banks also agreed to change certain financial covenants in the credit agreement.

Borrowings under the facility bear interest at a spread over either the prime rate of the bank acting as agent for the group of banks or a LIBOR rate, with the spread dependent on the ratio of the Company's funded debt to EBITDA ratio, as defined in the credit agreement. The average interest rate on amounts outstanding under the facility during the nine months and the quarter ended September 2, 2001 was 8.49% and 7.16% per annum, respectively.

The credit facility contains covenants, representations and events of default typical of credit facility agreements, including a requirement restricting outstandings under the revolving line of credit to be less than a borrowing base, as defined in the credit agreement, and financial covenants which require the Company to meet, among other things, a minimum tangible net worth, debt service coverage ratios and fixed charge coverage ratios, and which limit transactions with affiliates. The facility is secured by equipment, inventories and accounts receivable.

The Company's majority shareholder, through affiliates, has contributed in excess of \$15,500,000 (including current portion) through September 2, 2001, in the form of assumed liabilities, unsecured non-interest bearing demand loans and trade payables, with \$9,000,000 subordinated to its banks; the Company has agreed to increase the amount subordinated to the banks at September 2, 2001 to \$12,800,000.

Pursuant to a financing agreement with a bank, an affiliate provides the Company with lease financing, primarily for store operating equipment. The bank has agreed to increase the financing arrangement by \$2,750,000, which will permit the affiliate to provide such amount of additional lease financing to the Company.

The current portion of long term debt on the unaudited consolidated balance sheet at September 2, 2001 reflects the new approved bank facility for which the Company has received commitments from its banks.

13

### Capital Expenditures:

The Company has not incurred any material commitments for capital expenditures, although it anticipates spending approximately \$8 million to \$9 million on its store remodeling and expansion program in fiscal 2001. Such amount is subject to adjustment based on the availability of funds.

### Cash Flows:

Cash provided by operating activities amounted to \$1.4 million in fiscal 2001 compared to \$1.6 million in the prior year. The change in cash flow from operating activities was primarily due to cash provided by operating assets and liabilities and a smaller net income. Cash used for investing activities was \$3.5 million in 2001 compared to \$6.1 million in 2000, resulting from reduced capital expenditures. Cash provided by financing activities was \$2.1 million in

## Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

2001 compared with \$4.4 million in 2000 reflecting the bank financing drawn upon in 2000, the additional proceeds provided by an affiliate, offset by repayments of bank loans and capital leases.

### Recent Accounting Pronouncements:

In June 1998, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 133, "Accounting for Derivative Instruments and Hedging Activities" ("SFAS No. 133"). SFAS No. 133 represents a comprehensive framework of accounting rules that standardizes the accounting for all derivatives. SFAS No. 133 applies to all entities and to all types of derivatives, and is effective as amended in fiscal year 2001. The adoption of SFAS 133 is not expected to materially affect the financial statements of the Company.

In June 2001, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 142, "Accounting and Reporting for acquired goodwill and other intangible assets ("SFAS No. 142"). SFAS No. 142 requires that goodwill and intangible assets with indefinite useful lives not be amortized, but rather tested, at least annually, for impairment. In addition, intangible assets that have finite useful lives will continue to be amortized over their useful lives. SFAS No. 142 is required to be applied starting with fiscal years beginning after December 15, 2001, and the adoption of which is not expected to materially affect the financial statements of the Company.

14

## GRISTEDE'S FOODS INC. AND SUBSIDIARIES

### PART II - OTHER INFORMATION

#### Item 1. Legal Proceedings

None.

#### Item 2. Change in Securities And Use of Proceeds

None.

#### Item 3. Defaults Upon Senior Securities

None.

#### Item 4. Submission of Matters to a Vote of Security Holders

None.

#### Item 5. Other Information

None.

#### Item 6. Exhibits and Reports on Form 8-K

##### (a) Exhibits

None.

(b) No Current Reports on Form 8-K were filed for the quarter for which this report is being filed.

Edgar Filing: GRISTEDES FOODS INC - Form 10-Q

15

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.

Gristede's Foods, Inc.

By: /s/ John A. Catsimatidis

-----  
John A. Catsimatidis  
Chairman of the Board and  
Chief Executive Officer

Dated: October 17, 2001

By: /s/ Gary Pokrassa

-----  
Gary Pokrassa  
Chief Financial Officer

Dated: October 17, 2001

16