

Edgar Filing: VICOM INC - Form 10-Q

VICOM INC  
Form 10-Q  
August 14, 2001

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

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FORM 10-Q

(MARK ONE) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES  
[X] AND EXCHANGE ACT OF 1934  
FOR THE PERIOD ENDING JUNE 30, 2001

OR

[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES  
AND EXCHANGE ACT OF 1934  
FOR THE TRANSITION PERIOD FROM \_\_\_\_\_ TO \_\_\_\_\_

COMMISSION FILE NUMBER 0-1325

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VICOM, INCORPORATED

(Exact name of registrant as specified in its charter)

MINNESOTA

(State or other jurisdiction of incorporation or organization)

41-1255001

(IRS Employer Identification No.)

9449 SCIENCE CENTER DRIVE, NEW HOPE, MINNESOTA 55428

(Address of principal executive offices)

TELEPHONE (763) 504-3000 FAX (763) 504-3060

www.vicominc.net Internet

(Registrant's telephone number, facsimile number, and Internet address)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities and Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes [X] No [ ]

On June 30, 2001 there were 8,779,229 shares outstanding of the registrant's common stock, par value \$.01 per share, and 279,061 outstanding shares of the registrant's convertible preferred stock.

PART I. FINANCIAL INFORMATION

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### ITEM 1. FINANCIAL STATEMENTS

VICOM, INCORPORATED AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS  
(unaudited)

|  | Three Months Ended |               | Six Months Ended |
|--|--------------------|---------------|------------------|
|  | June 30, 2001      | June 30, 2000 | June 30, 2001    |
| REVENUES .....   | \$ 7,830,229       | \$ 8,687,581  | \$ 18,513,048    |
| COSTS AND EXPENSES   |                    |               |                  |
| Cost of products and services .....                                | 6,048,399          | 6,506,435     | 14,603,448       |
| Selling, general and administrative ...                            | 2,738,537          | 2,853,634     | 5,747,083        |
|  | 8,786,936          | 9,360,069     | 20,350,531       |
| LOSS FROM OPERATIONS .....   | (956,707)          | (672,488)     | (1,837,483)      |
| OTHER EXPENSE  |                    |               |                  |
| Interest expense .....   | (292,677)          | (146,504)     | (524,745)        |
| Miscellaneous income (expenses) .....                              | 307                | (36,146)      | 45,397           |
|  | (292,370)          | (182,650)     | (479,348)        |
| LOSS BEFORE INCOME TAXES .....                                     | (1,249,077)        | (855,138)     | (2,316,831)      |
| INCOME TAX PROVISION .....   | --                 | --            | --               |
| NET LOSS .....   | \$ (1,249,077)     | \$ (855,138)  | \$ (2,316,831)   |
| LOSS ATTRIBUTABLE TO COMMON STOCK                                  |                    |               |                  |
| Net loss .....   | \$ (1,249,077)     | \$ (855,138)  | \$ (2,316,831)   |
| Preferred dividends .....  | (123,147)          | (7,484)       | (175,608)        |
|  | \$ (1,372,224)     | \$ (862,622)  | \$ (2,492,439)   |
| LOSS PER COMMON SHARE-<br>BASIC AND DILUTED .....                  | \$ (.17)           | \$ (.12)      | \$ (.31)         |
| WEIGHTED AVERAGE COMMON SHARES OUTSTANDING-BASIC AND DILUTED ..... |                    |               |                  |
|  | 7,989,569          | 7,335,895     | 7,960,727        |

See notes to condensed consolidated financial statements

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## VICOM, INCORPORATED AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS

|  | JUNE 30, 2001<br>-----<br>(unaudited) |
|--|---------------------------------------|
| ASSETS   |                                       |
| CURRENT ASSETS   |                                       |
| Cash .....   | \$ 761,460                            |
| Accounts receivable, net allowance of \$132,000 and \$159,000 .....  | 4,259,925                             |
| Inventories, net allowance of \$260,000 and \$200,000 .....  | 2,294,084                             |
| Other .....  | 361,102                               |
| Costs and estimated earnings in excess of billings .....   | --                                    |
| TOTAL CURRENT ASSETS .....   | -----<br>7,676,570<br>-----           |
| PROPERTY AND EQUIPMENT .....   | \$ 4,212,109<br>-----                 |
| NONCURRENT ASSETS  |                                       |
| Goodwill, net of accumulated amortization of \$604,216 and \$436,678 ....  | 2,925,310                             |
| Other .....  | 170,291                               |
|  | -----<br>3,095,601<br>-----           |
|  | \$ 14,984,281<br>=====                |
| LIABILITIES AND STOCKHOLDERS' EQUITY   |                                       |
| CURRENT LIABILITIES  |                                       |
| Wholesale financing arrangement .....  | \$ 2,073,253                          |
| Notes and installment obligations payable-current maturities .....   | 443,678                               |
| Accounts payable .....   | 2,418,822                             |
| Other liabilities .....  | 663,400                               |
| Deferred service obligations and revenue .....   | 451,019                               |
| TOTAL CURRENT LIABILITIES .....  | -----<br>6,050,172<br>-----           |
| NOTES AND INSTALLMENT OBLIGATIONS PAYABLE .....  | 3,883,272<br>-----                    |
| COMMITMENTS AND CONTINGENCIES .....  | --                                    |
| STOCKHOLDERS' EQUITY   |                                       |
| Preferred Stock  |                                       |
| 10% Class A cumulative convertible-no par value<br>(issued and outstanding - 69,515 and 0 shares) .....                | 645,876                               |
| 10% Class B cumulative convertible-no par value<br>(issued and outstanding-22,836 and 22,836 shares) .....             | 218,869                               |
| 10% Class C cumulative convertible-no par value<br>(issued and outstanding-147,310 and 150,810 shares) .....           | 1,909,003                             |
| 14% Class D cumulative convertible-no par value<br>(issued and outstanding 40,000 and 72,500 shares) .....             | 417,500                               |
| Common stock-no par value (issued 8,893,058 and 8,137,181 shares;<br>outstanding 8,779,229 and 8,023,352 shares) ..... | 2,107,340                             |
| Subscription receivable .....  | (300,000)                             |
| Options and warrants .....   | 16,503,661                            |

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|                                |               |
|--------------------------------|---------------|
| Unamortized compensation ..... | (1,520,185)   |
| Accumulated deficit .....      | (14,931,227)  |
|                                | -----         |
|                                | 5,050,837     |
|                                | -----         |
|                                | \$ 14,984,281 |
|                                | =====         |

See notes to condensed consolidated financial statements.

VICOM, INCORPORATED AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
(unaudited)

|  |            |
|--|------------|
|  | SIX M      |
|  | -----      |
|  | 200        |
|  | ----       |
| OPERATING ACTIVITIES   |            |
| Net loss .....   | \$ (2,316) |
| Adjustments to reconcile net loss to net cash used by operating activities |            |
| Depreciation .....   | 497        |
| Amortization .....   | 398        |
| Changes in operating assets and liabilities:                               |            |
| Accounts receivable .....  | 1,401      |
| Inventories .....  | 29         |
| Costs, estimated earnings, and billings .....                              | 35         |
| Other assets .....   | (98)       |
| Accounts payable .....   | (221)      |
| Other liabilities .....  | (164)      |
| Due to ENStar, Inc. ....   |            |
| Wholesale line of credit .....   | 39         |
| Deferred service obligations and revenue .....                             | 131        |
|  | -----      |
| Net cash used by operating activities .....                                | (267)      |
|  | -----      |
| INVESTING ACTIVITIES   |            |
| Purchases of property and equipment .....                                  | (1,403)    |
| Purchase acquisition .....   | (50)       |
| Collections on notes receivable .....                                      | 38         |
|  | -----      |
| Net cash used by investing activities .....                                | (1,415)    |
|  | -----      |
| FINANCING ACTIVITIES   |            |
| Decrease in checks issued in excess of deposits .....                      |            |
| Net borrowings under credit arrangements .....                             | 1,545      |
| Proceeds from long-term debt with warrants .....                           | 169        |
| Proceeds from notes and installment obligations payable .....              | (256)      |
| Payments on notes and installment obligations payable .....                | 483        |
| Proceeds from issuance of stock and warrants .....                         | (23)       |
| Stock issuance costs .....   | (460)      |
| Redemption of preferred stock .....  | (175)      |
| Preferred stock dividends .....  |            |
|  | -----      |
| Net cash provided by financing activities .....                            | 1,283      |
|  | -----      |

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|   |        |
|---|--------|
| INCREASE (DECREASE) IN CASH .....                                       | (400)  |
| CASH  |        |
| Beginning of period .....   | 1,161  |
| End of period .....   | \$ 761 |
|   |        |
| SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION                        |        |
| Interest paid .....   | 378    |
|   |        |
| SUPPLEMENTAL DISCLOSURES OF NON-CASH INVESTING AND FINANCING ACTIVITIES |        |
| Notes payable converted to preferred stock .....                        | 255    |
| Accounts payable converted to preferred stock .....                     | 129    |
| Notes payable converted to stock and warrants issued .....              |        |
| Subscriptions receivable on common stock .....                          | 300    |
| Warrant dividends .....   |        |
| Purchase acquisition  |        |
| Assets acquired .....   | 438    |
| Liabilities assumed .....   | 2      |
| Equity securities consideration .....                                   | 386    |
| Employee stock options issued with unamortized compensation .....       | 1,200  |

See notes to condensed consolidated financial statements

VICOM, INCORPORATED AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(unaudited)

The information furnished in this report is unaudited and reflects all adjustments which are normal recurring adjustments and, which in the opinion of management, are necessary to fairly present the operating results for the interim periods. The operating results for the interim periods presented are not necessarily indicative of the operating results to be expected for the full fiscal year.

CERTAIN FINANCING ACTIVITIES

In the second quarter of fiscal year 2001, Vicom increased equity by \$745,876 via issuance of 69,515 shares and 10,000 shares of its Class A and Class D convertible preferred stock, respectively.

LOSS PER SHARE

Loss per share-basic is determined by dividing net loss plus the preferred stock dividends by the weighted average common shares outstanding. Net loss per common share-diluted is computed by dividing net loss plus the preferred stock dividends by the weighted average common shares outstanding and the common share equivalents (stock options, stock warrants, convertible preferred shares, and issued but not outstanding restricted stock). Common share equivalents are not included in the computations as their effects were anti-dilutive.

FORWARD-LOOKING STATEMENTS

From time to time, the Company may publish forward-looking statements relating to such matters as anticipated financial performance, business prospects, product pricing, management for growth, integration of acquisitions,

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technological developments, new products, and similar matters. The Private Securities Litigation Reform Act of 1995 provides a safe harbor for forward-looking statements including those made in this statement. In order to comply with the terms of the Private Securities Litigation Reform Act, the Company notes that a variety of factors could cause the Company's actual results and experience to differ materially from the anticipated results or Company's forward-looking statements.

The risks and uncertainties that may affect the operations, performance, developments and results of the Company's business include the following: national and regional economic conditions; pending and future legislation affecting IT and telecommunications industries; market acceptance of the Company's products and services; the Company's products and services; the Company's continued ability to provide integrated communication solutions for customers in a dynamic industry; and other competitive factors.

Because these and other factors could affect the Company's operating results, past financial performance should not necessarily be considered as a reliable indicator of future performance and anticipated future period results.

### ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATION

#### GENERAL

Vicom is the parent corporation of three wholly-owned subsidiaries, Corporate Technologies USA, Inc. (CTU), MultiBand, Inc. (MultiBand) and Vicom Midwest Telecommunications Systems, Inc. (VMTS), (collectively, the "Company"). VMTS was not active as of June 30, 2001. Vicom incorporated MultiBand in February 2000 to provide voice, data and video services to residential multi-dwelling units (MDUs).

Vicom has provided clients with telecommunications products and services since its inception in 1975. As of June 30, 2001, CTU was providing telephone equipment and service to approximately 1,000 customers, with approximately 10,000 telephones in service. In addition, CTU provides computer products and services to approximately 3,500 customers. The telecommunications systems we distribute are intended to provide customers with flexible, cost-effective alternatives as compared to systems available from major telephone companies, including those formerly comprising the Bell System, and from other interconnected telephone companies. As of June 30, 2001, MultiBand provided services to approximately 370 customers.

Vicom and CTU provide a full range of voice, data and video communications systems and service, system integration, training and related communication sales and support activities for commercial, professional and institutional customers, most of which are located in Minnesota, North Dakota, South Dakota and Nebraska. Vicom purchases products and equipment from NEC America, Inc. ("NEC"), Cisco Systems, Inc., Nortel Networks Corp., ECI Telecommunications, Inc. ("ECI"), and other manufacturers of communications and electronic products and equipment. We use these products to design telecommunications systems to fit our customers' specific needs and demands.

#### SELECTED CONSOLIDATED FINANCIAL DATA AS A PERCENTAGE OF REVENUES

THREE MONTHS ENDED

SIX MONTHS

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|   | JUNE 30, 2001<br>-----<br>(unaudited) | JUNE 30, 2000<br>-----<br>(unaudited) | JUNE 30, 2001<br>-----<br>(unaudited) |
|---|---------------------------------------|---------------------------------------|---------------------------------------|
| REVENUES                                      | 100.0%                                | 100.0%                                | 100.0%                                |
| COST OF PRODUCTS AND SERVICES                 | 77.2%<br>-----                        | 74.9%<br>-----                        | 78.9%<br>-----                        |
| GROSS MARGIN                                  | 22.8%                                 | 25.1%                                 | 21.1%                                 |
| SELLING, GENERAL & ADMINISTRATIVE<br>EXPENSES | 35.0%<br>-----                        | 32.8%<br>-----                        | 31.0%<br>-----                        |
| LOSS FROM OPERATIONS                          | -12.2%                                | -7.7%                                 | -9.9%                                 |
| OTHER EXPENSES, NET                           | -3.7%<br>-----                        | -2.1%<br>-----                        | -2.6%<br>-----                        |
| LOSS BEFORE INCOME TAXES                      | -15.9%                                | -9.8%                                 | -12.5%                                |
| INCOME TAX PROVISION                          | 0.0%<br>-----                         | 0.0%<br>-----                         | 0.0%<br>-----                         |
| NET LOSS                                      | -15.9%<br>=====                       | -9.8%<br>=====                        | -12.5%<br>=====                       |

The following table sets forth, for the period indicated, the gross margin percentages for Vicom, Incorporated, CTU, and MultiBand.

|                     | THREE MONTHS ENDED                    |                                       | SIX                                   |
|---------------------|---------------------------------------|---------------------------------------|---------------------------------------|
|                     | JUNE 30, 2001<br>-----<br>(unaudited) | JUNE 30, 2000<br>-----<br>(unaudited) | JUNE 30, 2001<br>-----<br>(unaudited) |
| VICOM, INCORPORATED | 0.0%                                  | 5.0%                                  | 54.7%                                 |
| CTU                 | 23.7%                                 | 17.8%                                 | 21.4%                                 |
| MULTIBAND           | -63.6%                                | 0.0%                                  | -35.1%                                |

RESULTS OF OPERATIONS

REVENUES

Revenues decreased 9.9% to \$7,830,229 in the quarter ended June 30, 2001, as compared to \$8,687,581 for the quarter ended June 30, 2000.

Revenues for Vicom, Incorporated decreased 100% to \$0.00 in the second quarter of fiscal 2001, as compared to \$1,715,142 in the second quarter of

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fiscal 2000. This decrease is due to the fact that all sales operations have been transferred to CTU.

Revenues for Corporate Technologies increased 13.3% to \$7,794,443 as compared to \$6,881,229 in the second quarter of fiscal 2000. This increase is the result of the added sales transferred from Vicom, Incorporated.

MultiBand revenues in the quarter ended June 30, 2001 were \$35,786. Revenues for MultiBand were non-existent in the second quarter of fiscal 2000 as MultiBand was not yet operational.

Revenues for the six month period ended June 30, 2001 increased 0.6% to \$18,513,048 from \$18,405,878 for the second quarter of fiscal 2000.

### GROSS MARGIN

The Company's gross margin decreased 18.31% or \$399,316 to \$1,781,830 for the quarter ended June 30, 2001, as compared to \$2,181,146 for the similar quarter last year. For the quarter ended June 30, 2001, as a percent of total revenues, gross margin was 22.76% as compared to 25.11% for the similar period last year. This decrease in gross margin is primarily due to greater sales of lower margin computer equipment rather than higher margin telephone equipment.

Gross margin for Vicom, Inc. decreased 100.0% or \$564,459 to (\$2,278) for the quarter ended June 30, 2001, as compared to \$562,181 the second quarter of fiscal 2000. This decrease is a result of sales operations transferred to CTU.

Gross margin for CTU increased by 9.47%, or \$156,333, to \$1,806,855 for the quarter ended June 30, 2001, as compared to \$1,650,522 in the second quarter of fiscal 2000. This increase is due to the aforementioned transfer of operations, which includes substantial telephone equipment sales that traditionally have higher gross margins than computer sales, which were previously the core of CTU.

Gross margin for MultiBand for the quarter ended June 30, 2001 was \$(22,747). MultiBand was not operational in the second quarter of fiscal 2000.

For the six month period ended June 30, 2001, the Company's gross margin decreased 4.48% or \$183,335 to \$3,909,600, as compared to \$4,092,935 for the similar period last year primarily due to greater sales of lower margin computer equipment rather than higher margin telephone equipment.

For the six month period ended June 30, 2001, as a percent of total revenues, gross margin was 21.12% for as compared to 22.24% for the similar period last year due to the aforementioned sales.

### SELLING, GENERAL AND ADMINISTRATIVE EXPENSES

Selling, general and administrative expenses decreased 4.03% to \$2,738,532 in the quarter ended June 30, 2001, compared to \$2,853,634 in the prior year quarter. This decrease in selling, general and administrative expenses was, as a percentage of revenues, 1.47% for the quarter ended June 30, 2001 and 1.32% for the similar period a year ago. This decrease is primarily attributable to reductions in payroll.

For the six month period ended June 30, 2001, these expenses increased 2.16% to \$5,747,083, as compared to \$5,625,315 for the same period in 2000. As a



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percentage of revenues, selling, general and administrative expenses are 31.04% for the period ended June 30, 2001, as compared to 30.71% for the same period last year.

### INTEREST EXPENSE

Interest expense was \$292,677 for the quarter ended June 30, 2001, versus \$146,504 for the similar period a year ago, reflecting an increased Company debt load due to acquisition related debt and increased borrowings.

Interest expense was \$524,745 for the six months ended June 30, 2001, and \$313,151 for the same period last year.

### NET LOSS

In the second quarter of fiscal 2001, the Company incurred a net loss of \$1,249,077 compared to a net loss of \$855,138 for the second fiscal quarter of 2000. The six-month period ended June 30, 2001, resulted in a net loss of \$2,316,831 compared to a net loss of \$2,042,365 for the same period last year.

### LIQUIDITY AND CAPITAL RESOURCES

Available working capital at June 30, 2001 increased approximately 1,300,000 over June 30, 2000.

The Company also experienced a significant increase in accounts payable and other payables related to wholesale financing at June 30, 2001 versus June 30, 2000.

Inventories and accounts receivable at June 30, 2001 decreased slightly from June 30, 2000.

Current maturities of notes and installment obligations payable at June 30, 2001 decreased materially from June 30, 2000 generally due to replacement with longer term debt.

Management of the Company believes that, for the near future, cash generated by sales of stock, and existing credit facilities, in aggregate, are adequate to meet the anticipated liquidity and capital resource requirements of its CTU business. Significant continuation of the Company's MultiBand's build-out is highly dependent on securing additional financing for future projects. Management believes that while future build-out financing is available, there is no guarantee that said financing will be obtained. The Company slowed the rate of its MultiBand build-out in the second quarter of fiscal year 2001, however, to reflect a reduced raising of funds in that quarter and to increase its focus on marketing those properties already built.

In May 2001, CTU purchased certain assets of Red River Computers, Inc., for total consideration of \$438,154, paid primarily with Company stock.

### CAPITAL EXPENDITURES

The Company used \$1,403,953 for capital expenditures during the six months ended June 30, 2001, as compared to \$259,588 in the similar period last year. Of the total year-to-date expenditures 1,194,657 were incurred during the first quarter of 2001. These year-to-date 2001 expenditures were primarily for construction-in-process items, which totaled \$1,160,201 and related to the continued build-out of MultiBand (see LIQUIDITY AND CAPITAL RESOURCES). For the similar period last year, substantially all capital expenditures consisted of equipment acquired for internal use.

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### IMPACT OF YEAR 2000

The Company has experienced no significant system problems since January 1, 2000. In addition, the Company is not aware of any material problems being experienced by its suppliers and business partners. The Company believes it has adequately addressed the Year 2000 issue related to its internal systems and that it did not and will not have a material impact on its business, financial condition or its results of operations.

### ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURE ABOUT MARKET RISK

Vicom is not subject to any material interest rate risk as any current lending agreements are at a fixed rate of interest.

### PART II. OTHER INFORMATION

#### ITEM 1. LEGAL PROCEEDINGS

As of June 30, 2001, the Company was not engaged in any legal proceedings whose anticipated results would have a material adverse impact.

#### ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

##### (a) Exhibits

None.

##### (b) Reports on Form 8-K.

None.

### 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.

|                       |             |   |
|-----------------------|-------------|---|
|                       | VICOM, INC. |   |
|                       | Registrant  |   |
| Date: August 14, 2001 | By:         | /s/ James L. Mandel<br>James L. Mandel<br>CHIEF EXECUTIVE OFFICER   |
| Date: August 14, 2001 | By:         | /s/ Steven M. Bell<br>Steven M. Bell<br>CHIEF EXECUTIVE OFFICER<br>(PRINCIPAL FINANCIAL AND ACCOUNTING OFFICER) |