

SUTRON CORP
Form 10-Q
August 14, 2014

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

FORM 10-Q

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

For the quarterly period ended June 30, 2014

Commission file number: 0-12227

SUTRON CORPORATION
(Name of registrant as specified in its charter)

VIRGINIA
(State or other jurisdiction
of incorporation or organization)

54-1006352
(I.R.S. Employer
Identification Number)

22400 Davis Drive, Sterling, Virginia 20164
(Address of principal executive offices)

703-406-2800
(Registrant's telephone number)

Securities registered under Section 12(g) of the Act: Common Stock, \$.01 par value

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

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

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

Edgar Filing: SUTRON CORP - Form 10-Q

| | | |
|-------------------------|----------------------------------|-------------------|
| Large accelerated filer | <input type="radio"/> | Accelerated |
| filer | <input type="radio"/> | |
| Non-accelerated filer | <input type="radio"/> | Smaller reporting |
| company | <input checked="" type="radio"/> | |

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

There were 5,066,009 outstanding shares of the issuer's only class of common equity, Common Stock, \$0.01 par value, on August 14, 2014.

Table of Contents

SUTRON CORPORATION
FORM 10-Q QUARTERLY REPORT
FOR THE QUARTER ENDED JUNE 30, 2013

TABLE OF CONTENTS

| | | |
|----------|---|----|
| Part I | Financial Information | |
| Item 1. | <u>Consolidated Financial Statements</u> | 4 |
| | <u>Consolidated Balance Sheets as of June 30, 2014 and December 31, 2013</u> | 4 |
| | <u>Consolidated Statements of Comprehensive Income (Loss) for the Three and Six Months Ended June 30, 2014 and 2013</u> | 5 |
| | <u>Consolidated Statements of Changes in Stockholders' Equity for the Six Months Ended June 30, 2014 and 2013</u> | 6 |
| | <u>Consolidated Statements of Cash Flows for the Six Months Ended June 30, 2014 and 2013</u> | 7 |
| | <u>Notes to Consolidated Financial Statements</u> | 8 |
| Item 2. | <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u> | 11 |
| Item 3. | <u>Quantitative and Qualitative Disclosures About Market Risk</u> | 16 |
| Item 4. | <u>Controls and Procedures</u> | 16 |
| Part II | Other Information | |
| Item 1. | <u>Legal Proceedings</u> | 17 |
| Item 1A. | <u>Risk Factors</u> | 17 |
| Item 2. | <u>Unregistered Sales of Equity Securities and Use of Proceeds</u> | 17 |
| Item 3. | <u>Defaults Upon Senior Securities</u> | 17 |
| Item 4. | <u>Mine Safety Disclosures</u> | 17 |
| Item 5. | <u>Other Information</u> | 17 |
| Item 6. | <u>Exhibits</u> | 17 |
| | <u>Signatures</u> | 18 |

Table of Contents

CAUTIONARY NOTE REGARDING FORWARD LOOKING STATEMENTS

This Quarterly Report on Form 10-Q, including the sections entitled “Management’s Discussion and Analysis of Financial Condition and Results of Operations” and “Quantitative and Qualitative Disclosure About Market Risk” under Items 2 and 3, respectively, of Part I of this report, and the section entitled “Legal Proceedings,” of Part II of this report, may contain forward-looking statements. These statements may relate to, but are not limited to, expectations of future operating results or financial performance, macroeconomic trends that we expect may influence our business, plans for capital expenditures, expectations regarding the introduction of new products, regulatory compliance and expected changes in the regulatory landscape affecting our business, expected impact of litigation, plans for growth and future operations, effects of acquisitions, as well as assumptions relating to the foregoing. Forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified. These risks and other factors include, but are not limited to, those listed under the section entitled “Risk Factors” included on our Annual Report on Form 10-K for the year ended December 31, 2013, filed March 31, 2014 with the SEC. In some cases, you can identify forward-looking statements by terminology such as “may,” “will,” “should,” “could,” “expect,” “plan,” “anticipate,” “believe,” “estimate,” “predict,” “intend,” “potential,” “continue,” “seek,” or the negative of these terms or other comparable terminology. These statements are only predictions. Actual events and/or results may differ materially.

We believe that it is important to communicate our future expectations to our investors. However, there may be events in the future that we are not able to predict accurately or to control and that may cause our actual results to differ materially from the expectations we describe in our forward-looking statements. Except as required by applicable law, including the securities laws of the United States and the rules and regulations of the Securities and Exchange Commission, we do not plan to update publicly or revise any forward-looking statements, whether as a result of any new information, future events or otherwise, other than through the filing of periodic reports in accordance with the Securities Exchange Act of 1934, as amended. Investors and potential investors should not place undue reliance on our forward-looking statements. Before you invest in our common stock, you should be aware that the occurrence of any of the events described in the “Risk Factors” section included on our Annual Report on Form 10-K for the year ended December 31, 2013, filed March 31, 2014 with the SEC and elsewhere in this Quarterly Report on Form 10-Q could harm our business, prospects, operating results and financial condition. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements.

Table of Contents

PART I. FINANCIAL INFORMATION

Item 1. Financial Statements

SUTRON CORPORATION
CONSOLIDATED BALANCE SHEETS

| | (Unaudited) June 30, 2014 | (Audited) December 31, 2013 |
|--|---------------------------------|-----------------------------------|
| ASSETS | | |
| Current Assets: | | |
| Cash and cash equivalents | \$ 7,751,469 | \$ 8,283,092 |
| Restricted cash and cash equivalents | 856,619 | 850,279 |
| Accounts receivable, net | 6,815,994 | 5,863,636 |
| Inventory, net | 5,381,433 | 4,876,641 |
| Prepaid items and other assets | 675,586 | 446,749 |
| Income taxes receivable | 114,060 | 106,897 |
| Deferred income taxes | 967,668 | 664,558 |
| Total Current Assets | 22,562,829 | 21,091,852 |
| Property and Equipment, Net | 1,728,419 | 1,532,144 |
| Other Assets | | |
| Goodwill | 4,452,152 | 4,452,152 |
| Intangibles, net of amortization | 814,981 | 907,495 |
| Deferred tax assets | 50,353 | 77,357 |
| Other Assets | 105,430 | 81,885 |
| Total Assets | \$ 29,714,164 | \$ 28,142,885 |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | |
| Current Liabilities: | | |
| Accounts payable | \$ 1,189,988 | \$ 1,170,446 |
| Accrued payroll | 537,524 | 468,454 |
| Deferred Rent | 143,910 | 139,146 |
| Deferred revenue | 1,075,592 | 686,029 |
| Other accrued expenses | 3,088,090 | 1,520,261 |
| Billings in excess of costs and estimated earnings | 329,445 | 388,687 |
| Total Current Liabilities | 6,364,549 | 4,373,023 |
| Long-Term Liabilities: | | |
| Deferred rent | 682,657 | 751,245 |
| Deferred income taxes | - | - |
| Total Liabilities | 7,047,206 | 5,124,268 |
| Stockholders' Equity | | |
| Common stock, 12,000,000 shares authorized; 5,066,009 issued and outstanding at June 30, 2014 and December 31, 2013 | 50,660 | 50,660 |
| Additional paid-in capital | 5,393,582 | 5,340,277 |
| Retained earnings | 17,487,544 | 17,869,256 |
| Accumulated other comprehensive loss | (264,828) | (241,576) |

Edgar Filing: SUTRON CORP - Form 10-Q

| | | |
|--|---------------|---------------|
| Total Stockholders' Equity | 22,666,958 | 23,018,617 |
| Total Liabilities and Stockholders' Equity | \$ 29,714,164 | \$ 28,142,885 |

See accompanying notes to consolidated financial statements.

Table of Contents

SUTRON CORPORATION
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)
(Unaudited)

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|--|-----------------------------|--------------|---------------------------|---------------|
| | 2014 | 2013 | 2014 | 2013 |
| Revenue | \$ 7,615,540 | \$ 6,343,240 | \$ 12,514,885 | \$ 12,798,350 |
| Cost of goods sold | 4,689,578 | 3,987,068 | 8,027,129 | 7,796,037 |
| Gross profit | 2,925,962 | 2,356,172 | 4,487,756 | 5,002,313 |
| Operating expenses: | | | | |
| Selling, general and administrative expenses | 1,924,213 | 1,467,134 | 3,584,062 | 3,101,137 |
| Research and development expenses | 716,167 | 976,254 | 1,585,117 | 1,946,393 |
| Total operating expenses | 2,640,380 | 2,443,388 | 5,169,179 | 5,047,530 |
| Operating income (loss) | 285,582 | (87,216) | (681,423) | (45,217) |
| Interest and other income, net | 17,660 | 6,046 | 20,533 | 9,249 |
| Income (loss) before income taxes | 303,242 | (81,170) | (660,890) | (35,968) |
| Income tax expense (benefit) | 97,477 | (28,000) | (279,178) | (13,000) |
| Net income (loss) | \$ 205,765 | \$ (53,170) | \$ (381,712) | \$ (22,968) |
| Net income (loss) per share: | | | | |
| Basic income (loss) per share | \$ 0.04 | \$ (0.01) | \$ (0.08) | \$ 0.00 |
| Diluted income (loss) per share | \$ 0.04 | \$ (0.01) | \$ (0.08) | \$ 0.00 |
| Comprehensive income: | | | | |
| Net income (loss) | \$ 205,765 | \$ (53,170) | \$ (381,712) | \$ (22,968) |
| Foreign currency translation adjustments | 4,780 | (60,344) | (23,252) | (56,317) |
| Comprehensive income (loss) | \$ 210,545 | \$ (113,514) | \$ (404,964) | \$ (79,285) |

See accompanying notes to consolidated financial statements.

Table of Contents

SUTRON CORPORATION
CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY
(Unaudited)

| | Common Shares | Stock Par Value | Additional Paid-In Capital | Retained Earnings | Accumulated Other Comprehensive Loss | Total |
|--|------------------|--------------------|----------------------------------|----------------------|---|--------------|
| Balances, December 31, 2012 | 5,039,632 | \$50,397 | \$5,185,325 | \$17,073,351 | \$ (182,603) | \$22,126,470 |
| Net loss | - | - | - | (22,968) | - | (22,968) |
| Foreign currency translation adjustment | - | - | - | - | (56,317) | (56,317) |
| Amortization of stock based compensation | - | - | 80,080 | - | - | 80,080 |
| Exercise of stock options | 7,252 | 72 | 17,854 | - | - | 17,926 |
| Balances, June 30, 2013 | 5,046,884 | \$50,469 | \$5,283,259 | \$17,050,383 | \$ (238,920) | \$22,145,191 |
| Balances, December 31, 2013 | 5,066,009 | \$50,660 | \$5,340,277 | \$17,869,256 | \$ (241,576) | \$23,018,617 |
| Net loss | - | - | - | (381,712) | - | (381,712) |
| Foreign currency translation adjustment | - | - | - | - | (23,252) | (23,252) |
| Amortization of stock based compensation | - | - | 53,305 | - | - | 53,305 |
| Exercise of stock options | - | - | - | - | - | - |
| Balances, June 30, 2014 | 5,066,009 | \$50,660 | \$5,393,582 | \$17,487,544 | \$ (264,828) | \$22,666,958 |

See accompanying notes to consolidated financial statements.

Table of Contents

SUTRON CORPORATION
CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited)

| | Six Months Ended | |
|--|------------------|------------------|
| | 2014 | June 30, 2013 |
| Cash Flows from Operating Activities: | | |
| Net (loss) | \$ (381,712) | \$ (22,968) |
| Noncash items included in net (loss): | | |
| Depreciation | 227,123 | 192,680 |
| Amortization of intangibles | 92,514 | 67,170 |
| Deferred income taxes | (276,106) | 36,000 |
| Stock based compensation | 53,305 | 80,080 |
| Tax benefit from stock options exercised | - | (12,996) |
| Change in current assets and liabilities, net of the impact of acquisitions: | | |
| Accounts receivable | (952,358) | 256,599 |
| Inventory | (504,792) | (435,285) |
| Prepaid expenses and other assets | (228,836) | (58,632) |
| Income tax receivable | (7,163) | (61,449) |
| Accounts payable | 19,541 | (151,510) |
| Accrued expenses | 1,636,899 | 138,976 |
| Deferred revenues | 389,563 | 25,582 |
| Billings in excess of costs and estimated earnings | (59,242) | 233,196 |
| Deferred rent | (63,824) | (120,221) |
| Net Cash (Used) Provided by Operating Activities | (55,088) | 167,222 |
| Cash Flows from Investing Activities: | | |
| Restricted cash and cash equivalents | (6,340) | (8,057) |
| Purchase of property and equipment | (423,398) | (164,747) |
| Other assets | (23,545) | 4,418 |
| Business acquisition | - | (1,214,330) |
| Net Cash Used by Investing Activities | (453,283) | (1,382,716) |
| Cash Flows from Financing Activities: | | |
| Tax benefit from stock options exercised | - | 12,996 |
| Proceeds from stock options exercised | - | 4,930 |
| Net Cash Provided by Financing Activities | - | 17,926 |
| Effect of exchange rate changes on cash and cash equivalents | (23,252) | (56,317) |
| Net (decrease) in cash and cash equivalents | (531,623) | (1,253,885) |
| Cash and Cash Equivalents, beginning of period | 8,283,092 | 7,576,374 |
| Cash and Cash Equivalents, end of period | \$ 7,751,469 | \$ 6,322,489 |

See accompanying notes to consolidated financial statements.

Table of Contents

SUTRON CORPORATION
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

1. Organization

Sutron Corporation (the “Company”) was incorporated on December 30, 1975, under the General Laws of the Commonwealth of Virginia. The Company operates from its headquarters located in Sterling, Virginia. The Company has several branch offices located throughout the United States and a branch office in India.

The Company is a leading provider of real-time data collection and control products, systems and applications software and professional services in the hydrological, meteorological, air quality and oceanic monitoring markets. We design, manufacture, market and sell products, systems, and software as well as provide services that enable government and commercial entities to monitor and collect hydrological, meteorological, air quality and oceanic data for the management of critical water resources, for early warning of potentially disastrous floods, storms or tsunamis, for the optimization of hydropower plants, emissions monitoring, for the supply of critical aviation information and for other environmental applications. We provide real-time data collection and control products consisting primarily of dataloggers, satellite transmitters/loggers, water level and meteorological sensors and tide monitoring systems. We provide turnkey integrated systems for hydrological, meteorological, air quality and oceanic networks and related services consisting of installation, training and maintenance of hydrological, meteorological and air quality networks. We provide both systems and applications software that is used to provide data necessary for the management of vital resources. Our customers include a diversified base of federal, state, local and foreign governments, engineering firms, universities, hydropower companies and aviation firms.

2. Summary of Significant Accounting Policies

Basis of Presentation and Consolidation

The accompanying consolidated financial statements include the accounts of the Company and its wholly-owned subsidiary. All significant intercompany transactions and accounts have been eliminated upon consolidation. The Company consolidates investments where it has a controlling financial interest. The usual condition for controlling financial interest is ownership of a majority of the voting interest and, therefore, as a general rule, ownership, directly or indirectly, of more than 50% of the outstanding voting shares is a condition indicating consolidation. For investments in variable interest entities, the Company would consolidate when it is determined to be the primary beneficiary of a variable interest entity. The Company does not have any variable interest entities.

Unaudited Interim Financial Information

The consolidated interim financial statements included in this quarterly report on Form 10-Q have been prepared by the Company without audit, pursuant to the rules and regulations of the Securities and Exchange Commission (“SEC”). Certain information and disclosures included in the consolidated interim financial statements prepared in accordance with U.S. generally accepted accounting principles (“GAAP”) have been condensed or omitted pursuant to such rules and regulations. However, the Company believes that the disclosures contained in this quarterly report comply with the requirements of Section 13(a) of the Securities and Exchange Act of 1934, as amended, for the quarterly report on Form 10-Q and are adequate to make the information presented not misleading. The consolidated interim financial statements included herein reflect all adjustments (consisting of normal recurring adjustments) which are, in the opinion of management, necessary for a fair presentation of the financial position, results of operations and cash flows for the interim periods presented. These consolidated interim financial statements should be read in conjunction with the consolidated financial statements and notes thereto contained in the Company’s Annual Report on Form 10-K for the year ended December 31, 2013, filed March 31, 2014 with the SEC. The results of operations for the three and six

months ended June 30, 2014 are not necessarily indicative of the results to be anticipated for the entire year ending December 31, 2014 or thereafter. All references to June 30, 2014 and 2013 or to the three and six months ended June 30, 2014 and 2013 in the notes to the consolidated interim financial statements are unaudited. The Company's significant accounting policies are disclosed in the Company's Annual Report on Form 10-K for the year ended December 31, 2013 filed with the SEC.

Table of Contents

Recent Pronouncements

In June 2014, the FASB issued ASU No. 2014-12, “Compensation – Stock Compensation (Topic 718): Accounting for Share-Based Payments When the Terms of an Award Provide That a Performance Target Could Be Achieved after the Requisite Service Period”. The new guidance applies to reporting entities that grant employees share-based payments in which the terms of the award allow a performance target to be achieved after the requisite service period. The amendments in the ASU require that a performance target that affects vesting and that could be achieved after the requisite service period be treated as a performance condition. Existing guidance in “Compensation – Stock Compensation (Topic 718)” should be applied to account for these types of awards. The amendments in this ASU are effective for annual periods and interim periods within those annual periods beginning after December 15, 2015. Early adoption is permitted and reporting entities may choose to apply the amendments in the ASU either on a prospective or retrospective basis. The Company is currently assessing the impact that ASU 2014-12 will have on its consolidated financial statements.

In June 2014, the FASB issued ASU No. 2014-09, “Revenue from Contracts with Customers: Topic 606”. This ASU applies to any entity using U.S. GAAP that either enters into contracts with customers to transfer goods or services or enters into contracts for the transfer of nonfinancial assets unless those contracts are within the scope of other standards. The guidance supersedes the revenue recognition requirements in Topic 605, “Revenue Recognition”, most industry-specific guidance, and some cost guidance included in Subtopic 605-35, “Revenue Recognition—Construction-Type and Production-Type Contracts”. The core principle of the guidance is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. To be in alignment with the core principle, an entity must apply a five step process including: identification of the contract(s) with a customer, identification of performance obligations in the contract(s), determination of the transaction price, allocation of the transaction price to the performance obligations, and recognition of revenue when (or as) the entity satisfies a performance obligation. Additionally, the existing requirements for the recognition of a gain or loss on the transfer of nonfinancial assets that are not in a contract with a customer have also been amended to be consistent with the guidance on recognition and measurement. The amendments in this ASU are effective for annual reporting periods beginning after December 15, 2016, including interim periods within that reporting period. Early adoption is not permitted. The Company is currently assessing the impact that ASU 2014-09 will have on its consolidated financial statements.

In April 2014, the FASB issued ASU 2014-08, “Presentation of Financial Statements (Topic 205) and Property, Plant, and Equipment (Topic 360): Reporting Discontinued Operations and Disclosures of Disposals of Components of an Entity.” The amendments in this ASU change the criteria for reporting discontinued operations while enhancing disclosures in this area. Under the new guidance, only disposals representing a strategic shift in operations should be presented as discontinued operations. Those strategic shifts should have a major effect on the organization’s operations and financial results and include disposals of a major geographic area, a major line of business, or a major equity method investment. The new guidance requires expanded disclosures about discontinued operations that will provide financial statement users with more information about the assets, liabilities, income, and expenses of discontinued operations. Additionally, the new guidance requires disclosure of the pre-tax income attributable to a disposal of a significant part of an organization that does not qualify for discontinued operations reporting. The amendments in the ASU are effective for public business entities for annual periods, and interim periods within those annual periods, beginning after December 15, 2014. Early adoption is permitted. The Company does not expect the adoption of ASU 2014-08 to have a material impact on its (consolidated) financial statements.

In July 2013, the FASB issued ASU 2013-11, Presentation of an Unrecognized Tax Benefit When a Net Operating Loss Carryforward, a Similar Tax Loss, or a Tax Credit Carryforward Exists, which requires standard presentation of an unrecognized tax benefit when a carryforward related to net operating losses or tax credits exist. This update is

effective for fiscal years and interim periods within those fiscal years beginning after December 15, 2013. The adoption of this ASU did not have a material impact on the Company's consolidated financial statements.

3. Stock-Based Compensation

The Company grants stock options under the Stock Option Plans to key employees and directors for valuable services provided to the Company. During the three months ended June 30, 2014, the Company issued 200,000 stock options to members of Executive Management that vest ratably over five years. Stock based compensation expense relating to stock option awards and restricted stock units (RSU's) for the three months ended June 30, 2014 and 2013 was \$30,307 and \$37,552, respectively.

These expenses were included in the cost of sales and selling, general and administrative lines of the Consolidated Statements of Comprehensive Income (Loss). Stock Compensation expense relating to stock option awards and restricted stock units (RSU's) for the six months ended June 30, 2014 and 2013 was \$53,305 and \$80,080, respectively.

Table of Contents

Unamortized stock compensation expense as of June 30, 2014 relating to stock options totaled approximately \$328,994 and these costs will be expensed over a weighted average period of approximately 9.82 years. Unamortized stock compensation expense as of June 30, 2014 relating to RSU's totaled approximately \$117,381 and these costs will be expensed over a weighted average period of approximately 2.06 years. Further details of the Company's stock-based compensation are disclosed in the Company's Annual Report on Form 10-K for the year ended December 31, 2013 filed with the SEC.

The following table summarizes stock option activity under the Stock Option Plans for the six months ended June 30, 2014:

| | Number of Shares | Weighted Average Exercise Price | Weighted Average Remaining Contractual Term (Years) | Aggregate Intrinsic Value |
|--------------------------------|---------------------|---------------------------------------|---|---------------------------------|
| Outstanding at January 1, 2014 | 113,726 | \$ 6.66 | 4.94 | \$ 1,600 |
| Granted | 200,000 | 4.52 | - | 90,000 |
| Exercised | - | - | - | - |
| Forfeited or expired | (10,000) | 6.47 | - | - |
| Outstanding at June 30, 2014 | 303,726 | \$ 5.26 | 7.99 | \$ 90,750 |
| Exercisable at June 30, 2014 | 98,726 | \$ 6.36 | 4.18 | \$ 750 |
| Nonvested at June 30, 2014 | 205,000 | \$ 4.73 | 9.82 | \$ 90,000 |

The following table summarizes RSU activity under the 2010 Equity Incentive Plan for the six months ended June 30, 2014:

| | Number of Shares | Weighted Average Grant Date Fair Value | Weighted Average Remaining Contractual Term (Years) | Aggregate Intrinsic Value |
|--------------------------------|---------------------|--|---|---------------------------------|
| Outstanding at January 1, 2014 | 46,125 | \$ 4.36 | 1.24 | \$ 237,083 |
| Granted | 9,000 | 5.00 | - | 45,000 |
| Forfeited | (1,000) | 5.14 | - | (5,140) |
| Vested | (18,125) | 5.66 | - | (98,023) |
| Outstanding at June 30, 2014 | 36,000 | \$ 5.49 | 2.22 | \$ 197,550 |
| Expected to vest | 25,830 | \$ 5.43 | 2.06 | \$ 117,381 |

4. Earnings Per Share

The following table shows the weighted average number of shares used in computing earnings (loss) per share and the effect on weighted average number of shares of potential dilutive common stock.

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|---|-----------------------------|------------|---------------------------|------------|
| | 2014 | 2013 | 2014 | 2013 |
| Net (loss) income | \$205,765 | \$(53,170) | \$(381,712) | \$(22,968) |
| Shares used in calculation of income per share: | | | | |
| Basic | 5,066,009 | 5,062,251 | 5,066,009 | 5,059,524 |

Edgar Filing: SUTRON CORP - Form 10-Q

| | | | | |
|--------------------------------------|-----------|-----------|-----------|-----------|
| Effect of dilutive options | 25,110 | - | - | 1,393 |
| Effect of dilutive restricted shares | 36,000 | - | - | 56,250 |
| Diluted | 5,127,119 | 5,062,251 | 5,066,009 | 5,117,167 |
| Net (loss) income per share: | | | | |
| Basic | \$0.04 | \$(0.01 |) \$(0.08 |) \$0.00 |
| Diluted | \$0.04 | \$(0.01 |) \$(0.08 |) \$0.00 |

Table of Contents

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

The following discussion and analysis of our financial condition and results of operations should be read in conjunction with our consolidated financial statements and the related notes to those statements included elsewhere in this Quarterly Report on Form 10-Q . In addition to historical financial information, the following discussion and analysis contains forward-looking statements that involve risks, uncertainties and assumptions. Our actual results and timing of selected events may differ materially from those anticipated in these forward-looking statements as a result of many factors, including those discussed under "Risk factors" included on our Annual Report on Form 10-K for the year ended December 31, 2013, filed March 31, 2014 with the SEC and elsewhere in this document. See also "Cautionary Note Concerning Forward Looking Statements" at the beginning of this Quarterly Report on Form 10-Q.

Overview

We provide real-time integrated system solutions including equipment, software, and services to our customers in the areas of hydrological, meteorological, air quality and oceanic monitoring. We design, manufacture, market and sell both products and services to a diversified customer base consisting of federal, state, local and foreign governments, engineering firms, universities, hydropower companies and aviation firms. Our products, systems, software and services enable organizations to monitor and to collect air quality, hydrological, meteorological and oceanic data to facilitate critical water resource management, the monitoring, forecasting, early event detection and warning of potentially disastrous floods, storms or tsunamis, the optimization of hydropower plants, emissions monitoring, the supply of critical aviation information, and other environmental applications.

Our key products are the SatLink2 Transmitter/Logger, the Xpert/XLite dataloggers, the Accububble Self-Contained Bubbler, the Accubar Pressure Sensor, ambient air instrumentation and continuous emissions control monitoring systems and Tempest, XConnect and LEADS® systems software. These key products are the essential components of most of Sutron's integrated systems and are provided to customers as off-the-shelf equipment or as part of a custom system. The SatLink2 is a key product because it functions both as a transmitter and logger. The Xpert and XLite are more powerful dataloggers that have significant more logging capability and communications options than the SatLink2. Our ambient air instrumentation and continuous emissions control monitoring systems allow us to collect critical air quality data. Our Tempest, XConnect and LEADS® systems software allow us to provide turn-key systems solutions to our customers in our core markets.

We began fiscal year 2014 with a backlog of approximately \$12,469,000 as compared to beginning fiscal year 2013 with a backlog of approximately \$13,354,000. As of June 30, 2014, our backlog totaled approximately \$14,021,471. We have historically experienced significant fluctuations in our quarterly sales and revenue and anticipate that we will continue to experience quarterly fluctuations in our sales and revenue in 2014. Operating results will depend upon the product mix sold in a given period as well as upon the timing and execution of project awards.

International sales, which totaled 53% of total revenue for the first six months of 2014, are a significant portion of our revenue. We believe that international revenue will grow as a percentage of our total business as we plan to develop stronger international partnerships and to expand our international sales opportunities. International sales are however difficult to forecast because they are frequently delayed due to various governmental procurement, approval and funding processes. Our domestic business is highly dependent upon government business that is frequently solicited on a competitive bid basis. Contracts and purchase orders with Federal, state and local government agencies represented approximately 32% of our total revenues for the first six months of 2014.

We are committed in our ongoing sales, marketing and research and development activities to sustain and to grow sales and revenue from existing and new products and services. As such, we invested during the second quarter of

2014 in Surface Mount Technology (SMT) equipment. This investment provides us with the robotic ability to place with high precision surface-mount devices onto a printed circuit board ensuring our quality standards are consistently met during our production process. We have also invested in the hiring of a Quality Assurance Manager and a SMT operator to ensure the success of this new operation. We believe that we will be able to manufacture these devices at a lower cost than our suppliers have charged and will reduce the elapsed time to produce finished products.

We expect our sales and marketing, research and development and general and administrative expenses to be materially consistent with those expenditures in 2013 due to continued investment in sales and marketing activities and in the development of new products and applications in our new MeteoStar and Sabio divisions as well as our legacy business.

Table of Contents

On March 6, 2013, we completed the acquisition of substantially all of the commercial and operating assets of Sabio Instruments (“Sabio”). With this acquisition, we broadened our line of environmental monitoring instrumentation into the expected growth market of air quality monitoring and we are continuing to develop an expanded set of monitoring and warning products and solutions.

Results of Operations

The following table sets forth for the periods indicated the percentage of total revenue represented by certain items reflected in our statements of operations:

| | Three Months Ended June 30, | | | | Six Months Ended June 30, | | | |
|--|--------------------------------|---|-------|-----|------------------------------|-----|-------|-----|
| | 2014 | | 2013 | | 2014 | | 2013 | |
| Revenues | 100.0 | % | 100.0 | % | 100.0 | % | 100.0 | % |
| Cost of goods sold | 61.6 | | 62.9 | | 64.1 | | 60.9 | |
| Gross profit | 38.4 | | 37.1 | | 35.9 | | 39.1 | |
| Selling, general and administrative expenses | 25.3 | | 23.1 | | 28.6 | | 24.2 | |
| Research and development expenses | 9.4 | | 15.4 | | 12.7 | | 15.2 | |
| Operating income (loss) | 3.7 | | (1.4) |) | (5.4) |) | (0.3) |) |
| Interest and other income | .2 | | 0.1 | | .2 | | 0.0 | |
| Income (loss) before income taxes | 3.9 | | (1.3) |) | (5.2) |) | (0.3) |) |
| Income taxes (benefit) | 1.3 | | (0.5) |) | (2.2) |) | (0.1) |) |
| Net income (loss) | 2.6 | % | (0.8) |) % | (3.0) |) % | (0.2) |) % |

Three and Six Months period ended June 30, 2014 Compared to the Three and Six Months period ended June 30, 2013

Revenue

Revenue for the second quarter ended June 30, 2014 was \$7,615,540 compared to \$6,343,240 in the second quarter of 2013 representing an increase of \$1,272,300, or approximately 20%. Revenue is broken down between sales of standard products and sales of systems and services. Revenue related to standard products increased 13% to \$2,757,692 in the second quarter of 2014 from \$2,444,229 in the same period of 2013 primarily due to the timing of delivery and mix of products between years. Revenue for systems and services increased 25% to \$4,857,848 for the three months ended June 30, 2014 from \$3,899,011 for the same three month period in 2013. Sales of MeteoStar systems and services were \$1,564,933 for the three months ended June 30, 2014 as compared to \$1,153,244 for the three months ended June 30, 2013. The overall increase in revenue from both systems and services as well as from MeteoStar systems and services resulted from both delayed first quarter projects that were realized in the second quarter as well as winning and delivering on projects that had been anticipated to occur in the second quarter.

Overall domestic revenues increased by 19% to \$3,735,282 during the three months ended June 30, 2014 as compared to \$3,134,182 during the three months ended June 30, 2013. This increase was due in part to increased domestic sales of \$130,493 in our MeteoStar division for the three month period ended June 30, 2014 as compared to the same three month period in 2013, as well as from higher than expected second quarter orders from government customers. International revenues increased by 21% to \$3,880,258 in the three month period ended June 30, 2014 as compared to \$3,209,058 during the same period in 2013 due to both delayed first quarter project activity for which revenue was realized in the second quarter, as well as delivering on anticipated second quarter projects.

Customer orders or bookings in the three months ended June 30, 2014 increased by 3% to approximately \$8,020,000 as compared to approximately \$7,765,000 for the same three month period in 2013.

Revenue of \$12,514,885 represents a decrease of \$283,465 or approximately 2%, during the six months ended June 30, 2014, as compared to \$12,798,350 during the six months ended June 30, 2013. Revenue is broken down between sales of standard products and sales of systems and services. Revenue related to standard products decreased 14% to \$4,568,114 in 2014 from \$5,285,419 in 2013. Sales of Sabio air quality systems contributed an increase of \$176,930 and, although standard product sales were strong in the second quarter, the shortfall experienced in the first quarter has not yet been recovered. Revenue for systems and services increased 6% to \$7,946,771 for the six months ended June 30, 2014 from \$7,512,931 for the same six month period in 2013. Sales of MeteoStar systems and services were \$2,489,398 for the six months ended June 30, 2014 as compared to \$2,880,407 for the six months ended June 30, 2013. The Integrated Systems Division has won and delivered a number of projects that contributed to the overall system and services year-over-year increase in revenue.

Table of Contents

Overall domestic revenues decreased by 9% to \$5,925,249 during the six months ended June 30, 2014 as compared to \$6,483,009 during the six months ended June 30, 2013. This decrease was due in part to decreased domestic sales of \$523,929 in our MeteoStar division for the six month period ended June 30, 2014 as compared to the same six month period in 2013. International revenues increased by 4% to \$6,589,636 in the six month period ended June 30, 2014, as compared to \$6,315,340 during the same period in 2013 due primarily to increased project activity year-over-year. The Company is pursuing a number of larger projects and expects to close several of them in the second half of 2014.

Customer orders or bookings in the six months ended June 30, 2014 increased by 10% to approximately \$15,493,000, as compared to approximately \$14,028,000 for the same six month period in 2013.

Cost of Sales and Revenues

Cost of sales and revenues consists primarily of operational costs associated with our standard products production facilities, as well as the costs associated with the design and development of customized software systems and services that we provide to our customers.

Cost of sales as a percentage of revenues was 62% and 63%, respectively, for the three months ended June 30, 2014 and 2013, respectively. Standard product cost of sales was approximately 60% for the three months ended June 30, 2014, as compared to 56% for the same period in 2013. Cost of sales for systems and services was 62% in the three months ended June 30, 2014, as compared to 67% for the three months ended June 30, 2013. The decrease in costs of sales was due primarily to the mix of products being sold in 2014 compared to 2013 and resulted from multiple factors including a favorable shift to products with higher margins, lower commodity costs, and improved leverage on fixed costs from higher net sales.

Cost of sales as a percentage of revenues was 64% and 61%, respectively, for the six months ended June 30, 2014 and 2013, respectively. Standard product cost of sales was approximately 66% for the six months ended June 30, 2014, as compared to 56% for the same period in 2013. Cost of sales for systems and services was 63% in the six months ended June 30, 2014, as compared to 64% for the six months ended June 30, 2013. While the standard product cost of sales for the three months ended June 30, 2014 was more consistent with historical performance, the increase in the cost of sales for the six months ended June 30, 2014 is due to the higher cost of sales realized in the first quarter of 2014.

Selling, General and Administrative Expenses

Selling, general and administrative expenses consists primarily of salaries, benefits, stock-based compensation, professional fees, rent and other facility related costs, depreciation and amortization of acquired intangible assets. All selling and marketing costs are expensed as incurred.

Selling, general and administrative expenses increased \$457,079, or approximately 31%, during the three months ended June 30, 2014 as compared to the three months ended June 30, 2013. The increase is primarily attributable to infrastructure investments in our selling and marketing departments, including commissions associated with expanding our worldwide business and increased travel related costs to support our sales growth initiatives.

Selling, general and administrative expenses increased by \$482,925, or approximately 16%, during the six months ended June 30, 2014, as compared to the six months ended June 30, 2013. The increase was attributable to the addition of our Sabio operations for a full six months in 2014 compared to only four months in 2013, as well as to infrastructure investments in our selling and marketing and our accounting and administrative departments including commissions associated with expanding our worldwide business and increased travel related costs to support of sales

growth initiatives.

Research and Development Expenses

The Company continues to believe that focused investments in R&D are critical to its future growth and competitive position in the marketplace and are directly related to timely development of new and enhanced products. Research and development expenses include new product development costs, consisting primarily of salaries, benefits and related costs for personnel associated with research and development activities, fees paid to third parties to develop new products and allocated overhead, which is comprised of rent and other facilities related costs, and depreciation expense generated by general purpose equipment and software.

Table of Contents

Research and development expenses decreased \$260,087, or approximately 27%, during the three months ended June 30, 2014 compared to the three months ended June 30, 2013. The decrease is primarily due to engineers devoting more of their time to project work as opposed to research and development especially in our MeteoStar Division.

Research and development expenses decreased \$361,276, or approximately 19%, during the six months ended June 30, 2014 compared to the three months ended June 30, 2013. The decrease is primarily due to engineers devoting more of their time to project work as opposed to research and development especially in our MeteoStar Division.

Interest and Other Income, Net

Due to our strong cash position in both periods, we did not use our line of credit during the three or six months ended June 30, 2014 or 2013.

We had interest income for the three months ended June 30, 2014 of \$17,660 compared to \$6,046 for the three months ended June 30, 2013.

We had interest income for the six months ended June 30, 2014 of \$20,533 compared to \$9,249 for the six months ended June 30, 2013.

Income Taxes

We recorded an income tax expense of \$97,477 for the three months ended June 30, 2014 as compared to a \$28,000 tax benefit for the three months ended June 30, 2013. The income tax expense represents an effective tax rate of 32% and 34% for 2014 and 2013, respectively.

We recorded an income tax benefit of \$279,178 for the six months ended June 30, 2014 as compared to a \$13,000 tax benefit for the six months ended June 30, 2013. The income tax benefit represents an effective tax rate of 42% and 36% for 2014 and 2013, respectively.

Liquidity and Capital Resources

The following table summarizes our cash flows:

| | Six Months Ended June 30, | |
|--|------------------------------|----------------|
| | 2014 | 2013 |
| Net cash (used) provided by operating activities | \$ (55,088) | \$ 167,222 |
| Net cash used by investing activities | (453,283) | (1,382,716) |
| Net cash provided by financing activities | - | 17,926 |
| Effect of exchange rate changes on cash | (23,252) | (56,317) |
| Net decrease in cash and cash equivalents | \$ (531,623) | \$ (1,253,885) |

Cash and cash equivalents were \$7,751,469 at June 30, 2014 compared to \$6,322,489 at June 30, 2013. Working capital increased to approximately \$16,200,000 million at June 30, 2014 compared with approximately \$15,900,000 million at June 30, 2013.

Our principal uses of cash historically have consisted of cash paid for business acquisitions, payroll and other operating expenses and payments related to the investments in equipment primarily to support and to expand our customer base.

Operating Activities

Our cash flows from operating activities are significantly influenced by our investments in personnel and infrastructure to support the anticipated growth in our business, the timing of inventory purchases and subsequent order delivery, as well as, the timing of payments received from our customers.

Table of Contents

We used \$55,088 of net cash from operating activities during the six months ended June 30, 2014. Our cash flows from operations were impacted by our net loss of \$440,505 and non-cash items such as depreciation, amortization, stock-based compensation and deferred taxes. In addition, our operating cash flows were negatively impacted by a \$952,358 increase in our Accounts Receivable and the increase of \$504,792 in the level of inventory on hand related to orders to be delivered in the third quarter. These uses of cash were offset by approximately \$1,996,000 of advance payments received from customers for products and services to be delivered at a future date.

We generated \$167,222 of net cash from operating activities during the six months ended June 30, 2013. Our cash flows from operations were impacted by our net loss of \$22,968 and \$362,934 of non-cash items such as depreciation, amortization, stock-based compensation, and deferred taxes. In addition, our operating cash flows were positively impacted by a \$256,599 decrease in accounts receivable associated with collection activities and the approximate \$235,000 increase in advance payments received from customers that is reflected in accrued expenses. Cash flows were negatively impacted by an increase of approximately \$55,000 for prepayments made to our vendors, overall increase in accounts payable of \$151,510 and a \$435,285 increase in the level of inventory on hand to fulfill customer product orders and build comprehensive custom solutions.

Investing Activities

Our primary investing activities have consisted of purchases of manufacturing equipment to support our production facility and payments related to the acquisitions of several companies. As our customer base and product suite expands, we expect purchases of technical infrastructure equipment to similarly increase. The extent of these investments will be impacted by our ability to expand existing customer relationships, grow our customer base, introduce new business opportunities to the market and increase our international presence.

We used \$453,283 of net cash in investing activities during the six months ended June 30, 2014. Our cash used for investing activities was primarily driven by the use of \$423,000 of net cash associated with the purchase of property and equipment to expand our manufacturing and technology infrastructures. Our decision to employ Surface Mount Technology (SMT) internally commenced in June with the delivery of the initial equipment purchases for \$304,000.

Net cash used by investing activities of \$1,382,716 during the first six months of 2013 was primarily for the acquisition of Sabio Instruments.

Financing Activities

We did not engage in any financing activities during the six months ended June 30, 2014. We generated net cash of \$17,926 during the six months ended June 30, 2013 for financing activities primarily due to proceeds from the exercise of employee stock options and the tax benefits related to those exercises.

We have a line of credit facility of \$4,000,000 with a commercial bank. The line of credit is collateralized by the assets of the Company. Borrowings under the line of credit may be used for working capital and the issuance of stand-by letters of credit. We are permitted to borrow based on accounts receivable and inventory according to pre-established criteria. The issuance of letters of credit against the line of credit reduces the borrowing capacity of the facility for working capital purposes. The maturity date of the credit facility is December 20, 2015. Borrowings under the agreement bear interest payable monthly based on the bank's prime rate. During the first six months of 2014 and 2013, the Company did not borrow on the line of credit.

The Company maintains letters of credit to satisfy bid or performance guarantees under certain contracts. As of June 30, 2014 and December 31, 2013, the commercial bank had issued stand-by letters of credit on behalf of the Company in the amount of \$1,813,354 and \$1,663,000, respectively. The amount available under the line of credit was reduced

by this amount.

Under the terms of the loan agreement, the Company is required to maintain usual and customary covenants, including, but not limited to a financial covenant with regard to Tangible Net Worth. As of June 30, 2014, the Company was in full compliance with all covenants contained in the agreement and remains so as of the date of this report.

Management believes that its existing cash resources, cash flow from operations and short-term borrowings on the existing credit line will provide adequate resources for supporting operations during fiscal 2014.

We do not have any special purpose entities and we do not engage in off-balance sheet financing arrangements.

15

Table of Contents

Item 3. Quantitative and Qualitative Disclosures About Market Risk

For quantitative and qualitative disclosures about market risk, see Item 7A, “Quantitative and Qualitative Disclosures About Market Risk,” of the Annual Report on Form 10-K for the fiscal year ended December 31, 2013. The Company’s exposure to market risk has not changed materially since December 31, 2013.

Item 4. Controls and Procedures

(a) Evaluation of Disclosure Controls and Procedures

In March 2014, it came to the Company's attention that a number of beneficial ownership disclosure reports required to be filed by directors and officers of the Company under Sections 16(a) and 13(d) of the Exchange Act had inadvertently not been filed with the SEC - specifically Forms 3, Forms 4, Forms 5 and amended Schedules 13G. In addition, the failure to file these reports was not properly disclosed in several of the Company's Annual Reports on Forms 10-K and Definitive Proxy Statements, as filed with the SEC. The Company has notified the delinquent filers so that they may make their required filings. As a result of this error, the Company has implemented certain procedures including, among other things, that Section 16 filings are tracked under the supervision of the Company's Chief Financial Officer, who is also charged with reviewing the disclosure required by Item 405 of Regulation S-K in the Company's Annual Reports on Form 10-K and Definitive Proxy Statements.

Our management (with the participation of our Chief Executive Officer and Chief Financial Officer) evaluated the effectiveness of our disclosure controls and procedures (as defined in the Securities and Exchange Act of 1934 (the “Exchange Act”) Rules 13a-15(e) and 15d-15(e) as of the end of the period covered by this report (the “Evaluation Date”), and have concluded that as of the Evaluation Date, our disclosure controls and procedures were effective, in all material respects, to ensure that information required to be disclosed in the reports that we file and submit under the Exchange Act (i) is recorded, processed, summarized, and reported, within the time periods specified in the SEC’s rule and forms and (ii) is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure.

(b) Changes in Internal Controls over Financial Reporting

There have been no changes in our internal controls over financial reporting, except as noted above regarding disclosure controls and procedures, that occurred during the quarter ended June 30, 2014 that have materially affected, or are reasonably likely to materially affect, our internal controls over financial reporting.

Table of Contents

PART II - OTHER INFORMATION

Item 1. Legal Proceedings

There are no outstanding legal claims involving the business that, in the opinion of management, will have a material effect on our financial statements.

Item 1A. Risk Factors

See our risk factors listed under the section entitled "Risk Factors" included in our Annual Report on Form 10-K for the year ended December 31, 2013.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

(a) Unregistered Sales of Equity Securities during the Three Months Ended June 30, 2014

None.

(b) Use of Proceeds from Sale of Registered Equity Securities

None.

(c) Purchases of Equity Securities by the Issuer and Affiliated Purchasers

None.

Item 3. Defaults Upon Senior Securities

None.

Item 4. Mine Safety Disclosures

Not applicable.

Item 5. Other Information

None.

Item 6. Exhibits

31.1 Certification of the President and Chief Executive Officer pursuant to Rule 13a-14(a).

31.2 Certification of the Chief Financial Officer pursuant to Rule 13a-14(a).

32 Certification of the President and Chief Executive Officer and the Chief Financial Officer pursuant to 18 United States Code, Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

101.INS XBRL Instance Document

101.SCHXBRL Taxonomy Extension Schema Document

101.CALXBRL Taxonomy Extension Calculation Linkbase Document

101.DEF XBRL Taxonomy Extension Definition Linkbase Document

101.LABXBRL Taxonomy Extension Label Linkbase Document

101.PRE XBRL Taxonomy Presentation Linkbase Document

17

Table of Contents

SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) 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.

Sutron Corporation
(Registrant)

August 14, 2014
Date

By: /s/ Raul S. McQuivey
Raul S. McQuivey
President and Chief Executive Officer
(Principal Executive Officer)

August 14, 2014
Date

By: /s/ Glen E. Goold
Glen E. Goold
Chief Financial Officer
(Principal Accounting Officer)

