

Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

TAYLOR DEVICES INC  
Form 10KSB  
August 21, 2008

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549  
F O R M 10-KSB

ANNUAL REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended May 31, 2008

TRANSITION REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission file number 0-3498

TAYLOR DEVICES, INC.

(Name of small business issuer as specified in its charter)

New York

(State or other jurisdiction of incorporation or organization)

16-0797789

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

90 Taylor Drive, P.O. Box 748, N. Tonawanda, New York 14120-0748

(Address of principal executive offices)

Issuer's telephone number (716) 694-0800

Securities registered under Section 12(b) of the Exchange Act:

Title of each class

None

Name of each exchange on which registered

None

Securities registered under Section 12(g) of the Exchange Act:

Common Stock (\$.025 par value)

(Title of class)

Check whether the issuer is not required to file reports pursuant to Section 13 or Section 15(d) of the Act.

Check whether the issuer (1) filed all reports required to be filed by Section 13 or 15(d) of the Exchange Act 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

Check if there is no disclosure of delinquent filers in response to Item 405 of Regulation S-B contained in this form, and no disclosure will be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-KSB or any amendment to this Form 10-KSB .

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

Issuer's revenues for its most recent fiscal year are \$18,593,831.

The aggregate market value of the voting and non-voting common equity held by non-affiliates computed by reference to the price at which the common equity was sold, or the average bid and asked price of such common equity, as of August 13, 2008 was \$18,030,860.

# Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

The number of shares outstanding of each of the issuer's classes of common equity as of August 13, 2008 3,219,923

---

## TAYLOR DEVICES, INC.

### DOCUMENTS INCORPORATED BY REFERENCE

<u>Documents</u>	<u>Form 10-KSB Reference</u>
Proxy Statement	Part III, Items 9-12
Annual Report to Shareholders	Exhibit 13

### **FORM 10-KSB INDEX**

<b>PART I</b>		<b>PAGE</b>
ITEM 1.	DESCRIPTION OF BUSINESS	3
ITEM 2.	DESCRIPTION OF PROPERTY	6
ITEM 3.	LEGAL PROCEEDINGS	8
ITEM 4.	SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS	9
<b>PART II</b>		
ITEM 5.	MARKET FOR COMMON EQUITY AND RELATED STOCKHOLDER MATTERS AND SMALL BUSINESS ISSUER PURCHASES OF EQUITY SECURITIES	10
ITEM 6.	MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION	12
ITEM 7.	FINANCIAL STATEMENTS	19
ITEM 8.	CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE	19
ITEM 8A(T).	CONTROLS AND PROCEDURES	19
ITEM 8B.	OTHER INFORMATION	19
<b>PART III</b>		
ITEM 9.	DIRECTORS, EXECUTIVE OFFICERS, PROMOTERS, CONTROL PERSONS AND CORPORATE GOVERNANCE; COMPLIANCE WITH SECTION 16(a) OF THE EXCHANGE ACT	19
ITEM 10.	EXECUTIVE COMPENSATION	19
ITEM 11.	SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT AND RELATED STOCKHOLDER MATTERS	19
ITEM 12.	CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS, AND DIRECTOR INDEPENDENCE	19
ITEM 13.	EXHIBITS	20
ITEM 14.	PRINCIPAL ACCOUNTANT FEES AND SERVICES	24
<b>SIGNATURES</b>		25

---

**PART I**

**ITEM 1. DESCRIPTION OF BUSINESS**

The Company was incorporated in the State of New York on July 22, 1955 and is engaged in the design, development, manufacture and marketing of shock absorption, rate control, and energy storage devices for use in various types of machinery, equipment and structures. In addition to manufacturing and selling existing product lines, the Company continues to develop new and advanced technology products.

**Business Combination**

Effective April 1, 2008, the Company acquired the 77% of the outstanding common shares of Tayco Developments, Inc. ("Developments") that it did not already own. Following the merger of the companies, Taylor Devices, Inc. was the surviving company. The results of Developments' operations have been included in the consolidated financial statements since that date.

The merger will allow the complementary operations of both companies, including Developments' patents and other intellectual property and the product development and manufacturing process, to be fully integrated. The merger is expected to result in significant synergies and reduced administrative expenses, especially expenses associated with maintaining each as a separate company.

In the merger, each outstanding share of Developments' common stock has been converted into the right to receive one share of Taylor Devices, Inc. common stock. The aggregate purchase price of \$5,058,191 was calculated by multiplying the total number of Developments' outstanding shares of common stock (987,928) by the average closing bid and ask prices for shares of the Company's common stock on March 31, 2008 (\$5.12).

We have accounted for the merger using the purchase method in accordance with SFAS No. 141 "*Business Combinations*". As such, we analyzed the fair value of tangible and intangible assets acquired and liabilities assumed and we determined the excess of fair value of net assets acquired over cost. Because the fair value of the acquired assets and liabilities assumed exceeded the acquisition price, the valuation of the long-lived assets acquired was reduced to zero in accordance with SFAS No. 141. Accordingly, no basis was assigned to property, plant and equipment, patents or any other non-current assets and the remaining excess was recorded as an extraordinary gain.

**Principal Products**

The Company manufactures and sells a single group of very similar products that have many different applications for customers. These similar products are included in one of six categories; namely, Seismic Dampers, Fluidicshoks®, Crane and Industrial Buffers, Self-Adjusting Shock Absorbers, Liquid Die Springs, and Vibration Dampers. Management does not track or otherwise account for sales broken down by these categories. The following is a summary of the capabilities and applications for these products.

Seismic Dampers are designed to ameliorate the effects of earthquake tremors on structures, and represent a substantial part of the business of the Company. Fluidicshoks® are small, extremely compact shock absorbers with up to 19,200 inch-pound capacities, produced in 15 standard sizes for primary use in the defense, aerospace and commercial industry. Crane and industrial buffers are larger versions of the Fluidicshoks® with up to 60,000,000 inch-pound capacities, produced in more than 60 standard sizes for industrial application on cranes, ships, container ships, railroad cars, truck docks, ladle and ingot cars, ore trolleys and car stops. Self-adjusting shock absorbers, which include versions of Fluidicshoks® and crane and industrial buffers, automatically adjust to different impact conditions, and are designed for high cycle application primarily in heavy industry. Liquid die springs are used as component parts of machinery and equipment used in the manufacture of tools and dies. Vibration dampers are used primarily by the aerospace and defense industries to control the response of electronics and optical systems subjected to air, ship, or spacecraft vibration.

---

**Distribution**

The Company utilizes the services of more than 50 sales representatives and distributors in the United States and Canada. Specialized technical sales in aerospace and custom marketing activities are serviced by three sales agents, under the direction and with the assistance of Douglas P. Taylor, the Company's President. Sales representatives typically have non exclusive, yearly agreements with the Company, which, in most instances, provide for payment of commissions on sales at 10% of the product's net aggregate selling price. Distributors also have non exclusive, yearly agreements with the Company to purchase the Company's products for resale purposes.

### **Competition**

The Company faces competition on mature aerospace and defense programs which may use more conventional products manufactured under less stringent government specifications. Two foreign companies are the Company's competitors in the production of crane buffers.

The Company's principal competitors for the manufacture of products in the aerospace and commercial aerospace industries field are Cleveland Pneumatic Tool Company in Cleveland, Ohio, and Menasco Manufacturing Company in Burbank, California. While the Company is competitive with these companies in the areas of pricing, warranty and product performance, due to limited financing and manufacturing facilities, the Company cannot compete in the area of volume production.

The Company competes directly against two other firms supplying seismic damping devices, as well as numerous other firms which supply alternative seismic protection technologies.

### **Raw Materials and Supplies**

The principal raw materials and supplies used by the Company in the manufacture of its products are provided by numerous U.S. and foreign suppliers. The loss of any one of these would not materially affect the Company's operations.

### **Dependence Upon Major Customers**

The Company is not dependent on any one or a few major customers. Sales to two customers approximated 23% (13% and 10%, respectively) of net sales for 2008. The loss of either or both of these customers, unless the business is replaced by the Company, could result in an adverse effect on the results for the Company.

### **Patents, Trademarks and Licenses**

Under a License Agreement ("License Agreement") dated November 1, 1959, between the Company and Developments, an affiliate of the Company, the Company was granted preferential rights to market, in the United States and Canada, all existing and future inventions and patents developed by Developments. This License Agreement terminated when the Company and Developments merged effective April 1, 2008. As part of the merger, ownership of all patents held by Developments transferred to the Company. Prior to the merger, the Company recorded a royalty payable to Developments, equal to five percent of sales value of patented items sold and shipped. The Company incurred royalty charges from Developments of \$119,000 and \$92,000 in the years ended May 31, 2008 and 2007, respectively.

4

---

### **Terms of Sale**

The Company does not carry significant inventory for rapid delivery to customers, and goods are not normally sold with return rights such as are available for consignment sales. The Company has no inventory out on consignment and no consignment sales for the years ended May 31, 2008 and 2007. No extended payment terms are offered. During the year ended May 31, 2008, delivery time after receipt of orders averaged 12 to 14 weeks for the Company's standard products. Due to the volatility of construction and aerospace/defense programs, progress payments are usually required for larger projects utilizing custom designed components of the Company.

### **Need for any Government Approval of Principal Products or Services**

Contracts between the Company and the federal government or its independent contractors are subject to termination at the election of the federal government. Contracts are generally entered into on a fixed price basis. From time to time, the Company has also entered into a "cost plus" defense contract. If the federal government should limit defense spending, these contracts could be reduced or terminated, which would not have a materially adverse effect on the Company.

### **Research and Development**

The Company does not normally engage in any major product research and development activities in connection with the design of its products, except when funded by aerospace customers or the federal government. See Item 1. Description of Business, "Patents, Trademarks and Licenses". The Company, however, engages in research testing of its products. For the fiscal years ended May 31, 2008 and 2007, the Company expended \$113,000 and \$162,000, respectively, on manufacturing research through Developments. For the years ended May 31, 2008 and 2007, defense sponsored research and development totaled \$26,000 and \$69,000, respectively.

### **Government Regulation**

Compliance with federal, state and local laws and regulations which have been enacted or adopted regulating the discharge of materials into the environment has had no material effect on the Company, and the Company believes that it is in substantial compliance with such provisions.

The Company is subject to the Occupational Safety and Health Act ("OSHA") and the rules and regulations promulgated thereunder, which establish strict standards for the protection of employees, and impose fines for violations of such standards. The Company believes that it is in substantial compliance with OSHA provisions and does not anticipate any material corrective expenditures in the near future. The Company is currently incurring only moderate costs with respect to disposal of hazardous waste and compliance with OSHA regulations.

The Company is also subject to regulations relating to production of products for the federal government. These regulations allow for frequent governmental audits of the Company's operations and fairly extensive testing of Company products. The Company believes that it is in substantial compliance with these regulations and does not anticipate corrective expenditures in the future.

### **Employees**

Exclusive of Company sales representatives and distributors, as of May 31, 2008, the Company had 94 employees, including three executive officers, and one part time employee. The Company has good relations with its employees.

5

---

## **ITEM 2. DESCRIPTION OF PROPERTY**

The Company's production facilities occupy approximately six acres on Tonawanda Island in North Tonawanda, New York and are comprised of four interconnected buildings and one adjacent building. The production facilities consist of a small parts plant (approximately 4,400 square feet), a large parts plant (approximately 13,500 square feet), and include a facility of approximately 7,000 square feet constructed in 1995 (see below), a test facility, storage area, pump area and the Company's general offices. The adjacent building is a 17,000 square foot seismic assembly test facility. These facilities total more than 45,000 square feet. The Company has two separate remote test facilities used for shock testing. One facility is 800 square feet, and a newer, state-of-the-art test facility is 1,225 square feet. The small parts plant consists of a complete small machine shop and tool room that produces all of the Company's product items which are less than two inches in diameter. The large parts plant consists of a complete large machine shop and tool room. Both plants contain custom-built machinery for boring, deep-hole drilling and turning of parts.

In 1994, as part of certain tax-exempt bond financing arrangements, the Company and the Niagara County Industrial Development Agency ("NCIDA") entered into a 15 year Series Lease by NCIDA to the Company of approximately 7,000 square feet of manufacturing space adjacent to the Company's existing large machine shop. The expansion partially accommodated the Company's increased need for additional manufacturing space for its seismic damper devices.

Rental payments, equivalent to payments of principal and interest due, are made quarterly by the Company over the term of the Lease, and are sufficient to amortize the \$1,250,000 tax-exempt industrial development revenue Series A Bonds (the "Bond") issued by the NCIDA. The payments reimburse HSBC Bank, N.A. ("HSBC"), as issuer of the five year direct-pay irrevocable letter of credit, which is drawn upon by Deutsche Bank Trust Company, Americas, as Trustee, for the benefit of the bondholders. The letter of credit was renewed by HSBC in November, 2004 for another five-year period. The Bond bears interest at the HSBC Adjustable Rate Service ("HSBC ARS") rate, plus an incremental amount designated by HSBC Securities, Inc. (the "Remarketing Agent"). The HSBC ARS rate reflects the current bid-side yield of the highest rated short-term, federally tax exempt obligations currently being traded, announced weekly by the Remarketing Agent, not to exceed 15% per annum, and is the minimum rate of interest necessary to enable the Remarketing Agent to remarket the Bond at par. Annual principal payments by the Company in June of each year range from \$25,000 to \$150,000, including a final principal payment of \$45,000 upon maturity of the Bond on June 1, 2009. The Bond may be redeemed in whole, or in part, on any quarterly interest payment date, without penalty or premium. The principal amount outstanding on the Bond as of May 31, 2008 is \$80,000.

Rental payments are secured by the liens of the Master Indenture between the NCIDA and the Trustee, the Series Supplemental Indenture between the NCIDA and the Trustee, and the Series Mortgage from the NCIDA, the Company, and Tayco Realty Corporation, an affiliate of the Company ("Tayco Realty"), to HSBC, as well as by other collateral security arrangements. When the Bond matures on June 1, 2009, the Company must purchase the Facility from the NCIDA for \$1.00.

A renewal note dated June 1, 1998 due June 1, 2008 in the face amount of \$174,778 is held by HSBC and is secured by property located at 90 Taylor Drive, North Tonawanda, New York. The principal balance at May 31, 2008 is \$4,334.

## Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

A mortgage note dated January 1998, due January 1, 2013 in the face amount of \$400,000 is also held by HSBC on property located at 90 Taylor Drive, North Tonawanda, New York, with an interest rate equal to the bank's prime interest rate plus 1%. A monthly payment of \$2,222 is due on the first of each month. The principal balance at May 31, 2008 is \$126,666. All payments on the above obligations are current.

Additional information regarding the Company's long-term debt is contained in Note 9 to the Consolidated Financial Statements filed with this report.

Except for the premises leased from the NCIDA, the Company leases portions of both the building and the property on which it is located from Tayco Realty. Pursuant to the Lease Agreement between the Company and Tayco Realty, rental payments from June 1, 2007 to May 31, 2008 totaled \$159,600. The Lease Agreement, which contains standard terms and conditions, was renewed on November 1, 2005 for a term of ten years. Annual rentals are renegotiated by management of the two companies. The total rent paid by the Company is determined by a base rate, subject to adjustment for increases in taxes, maintenance costs and for utilization of additional space by the Company. The Company also pays for certain expenses incurred for the operation of the facilities. In addition, the Company leases a separate warehouse for storage from an unrelated third party, consisting of approximately 3,600 square feet at \$975 per month. The warehouse is located approximately one-quarter mile from the above-referenced production facilities and office space. The total rental expense incurred by the Company for this facility in fiscal 2008 was \$11,700. The Company also leases a separate facility for painting, packaging and shipping from an unrelated third party, consisting of approximately 10,000 square feet at \$4,000 per month. The facility is located approximately four miles from the above-referenced production facilities and office space. The total rental expense incurred by the Company for this facility in fiscal 2008 was \$48,000.

6

The Company believes it is carrying adequate insurance coverage on its facilities and their contents.

The following tables provide information regarding the properties discussed in this Item 2. Description of Property.

### TAYLOR DEVICES, INC. AND SUBSIDIARY

#### DISCLOSURE FOR REG. 228.102(c) FOR FILING 10-KSB

05/31/08

#### **Reg. 228.102(c)-Real Estate**

Property Location / Description	Book			Percentage of Total Assets
90 & 100 Taylor Drive N. Tonawanda, NY 14120 (see below)	Cost	Accumulated Depreciation 5/31/2008	Net Book Value 5/31/2008	
Land	\$ 141,483	\$ -	\$ 141,483	
Buildings	1,154,353	792,914	361,439	
Improvements	2,571,269	999,243	1,572,026	
Total	\$ 3,867,105	\$ 1,792,157	\$ 2,074,948	12.6%
 <u>90 Taylor Drive</u>				
Land	\$ 107,363	\$ -	\$ 107,363	
Building	428,506	428,506	-	
Building Improvements-Realty	159,427	77,125	82,302	
Building Improvements-Devices	2,411,842	922,118	1,489,724	
Total	\$ 3,107,138	\$ 1,427,749	\$ 1,679,389	10.2%
 <u>100 Taylor Drive</u>				
Land	\$ 34,120	\$ -	\$ 34,120	
Building	725,847	364,408	361,439	
Total	\$ 759,967	\$ 364,408	\$ 395,559	2.4%

Taylor Devices, Inc. & Subsidiary  
Total Assets as of May 31, 2008

\$ 16,414,650

Dependence Upon Major Customers

6

**Reg. 228.102(c)(3)**

Until the time of merger between the Company and Developments (as further discussed in Item 1) and pursuant to the Lease Agreement dated July 1, 2000 between the Company and Developments, the Company, which leases the parcel from Tayco Realty, sub-leased approximately 800 square feet of office and research and development space located at 100 Taylor Drive, North Tonawanda, to Developments at a base annual rental of \$12,000. In fiscal 2008, the Company received total rental payments of \$10,000 from Developments.

**Reg.228.102(c)(7)(vi)(A-D)**

Property Location / Description	Federal Tax Depreciation Methods	Federal Tax Life Claim	Federal Tax Cost	Federal Tax Accumulated Depreciation	Net Tax Basis 5/31/2008
90 & 100 Taylor Drive N. Tonawanda, NY 14120 (see below)					
Building	Straight Line, MACRS	15-40 Yrs.	\$ 1,154,353	\$ 803,187	\$ 351,166
Building Improvements	Straight Line ACRS, MACRS	7-40 Yrs.	2,709,506	1,035,673	1,673,833
Total			\$ 3,863,859	\$ 1,838,860	\$ 2,024,999
<u>90 Taylor Drive</u>					
Building	Straight Line, MACRS	15-31.5 Yrs.	\$ 428,506	\$ 428,506	\$ -
Building Improvements-Realty	Straight Line	7-39 Yrs.	297,664	84,575	213,089
Building Improvements-Devices	Straight Line ACRS, MACRS	15-40 Yrs.	2,411,842	951,098	1,460,744
Total			\$ 3,138,012	\$ 1,464,179	\$ 1,673,833
<u>100 Taylor Drive</u>					
Building	Straight Line	19-40 Yrs.	\$ 725,847	\$ 374,681	\$ 351,166

**Reg. 228.102(c)(7)(vii)**

The Company recorded \$42,000 expense during the year for real property taxes and payments in lieu of taxes. This represents a combined tax rate of \$39.69 per \$1,000 of assessed valuation including a 50% reduction in taxes for the property leased from the NCIDA. This reduction will cease upon payment in full of the Bond and the Company's purchase for \$1.00 of the land leased from the NCIDA.

**ITEM 3. LEGAL PROCEEDINGS**

The State of New York Workers Compensation Board ("Board") commenced a lawsuit against the Company and 264 other entities in May 2008, seeking to recover funds allegedly owed in connection with the Company's participation in the Manufacturing Self-Insurance Trust ("Trust"). Among the Board's claims are that (i) the Trust provided workers compensation self-insurance to its participating members, including the Company, from April 22, 1997 to August 31, 2006; (ii) the Board has assumed control of the Trust; (iii) the Trust's liabilities exceed its assets by approximately \$29,000,000; and (iv) the Company and the other participating members are jointly and severally liable for the alleged deficit. The Board claims that it has calculated a rough estimate of each participating member's current share of the deficit, which, for the Company, is alleged to be in excess of \$79,555. The Board also claims, however, that the Company and the other 264 participating members could be jointly

## Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

and severally responsible for sums substantially in excess of the Board's rough estimates. See also "Note 22, Taylor Devices, Inc. and Subsidiary Consolidated Financial Statements, May 31, 2008.

The Company denies the Board's claims that the Company owes the amounts sought. The lawsuit was recently commenced, and the Company's investigation into the factual allegations of the lawsuit continues. It appears that the Board is performing additional forensic audits regarding the Trust, in order to more accurately determine the amounts allegedly owed by the participating members.

Management intends to vigorously defend the claim and has joined with other participating members in a joint defense against the lawsuit. It is anticipated that the Company, together with other defendants, will conduct an independent forensic audit of the Trust's liabilities and assets. It is also anticipated that the Company will challenge the legal and contractual basis for the Board's claims.

There are no other legal proceedings except for routine litigation incidental to the business.

### **ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS**

On March 28, 2008, the Company held a special meeting of shareholders in the Company's offices, located at 90 Taylor Drive, North Tonawanda, New York, to vote upon the proposal regarding the pending merger of Developments with and into the Company.

A vote of 66 2/3% of the total shares outstanding, or 2,104,041 shares, was required to approve the merger. Of the 3,156,061 shares of common stock outstanding as of the record date of January 11, 2008, the holders of 2,129,866 shares, or 67.5%, voted for the approval of the merger, 41,228 shares, or 1.3%, voted against the merger and 8,001 shares, or 0.3% abstained.

The Agreement and Plan of Merger was passed on behalf of the Company's shareholders, effective at the close of business on March 31, 2008. Developments' shareholders approved the Agreement and Plan of Merger at a special meeting of shareholders held on February 22, 2008.

9

---

## **PART II**

### **ITEM 5. MARKET FOR COMMON EQUITY AND RELATED STOCKHOLDER MATTERS AND SMALL BUSINESS ISSUER PURCHASES OF EQUITY SECURITIES**

#### **Market Information**

The Company's Common Stock trades on the Small Cap Market tier of the National Association of Securities Dealers Automated Quotation ("NASDAQ") stock market under the symbol TAYD. The high and low market prices noted below for the quarters of fiscal year 2008 and fiscal year 2007 were obtained from NASDAQ.

	<b><u>Fiscal 2008</u></b>		<b><u>Fiscal 2007</u></b>	
	<b><u>High</u></b>	<b><u>Low</u></b>	<b><u>High</u></b>	<b><u>Low</u></b>
First Quarter	7.150	5.550	7.110	5.270
Second Quarter	7.710	5.880	6.140	4.310
Third Quarter	9.250	4.760	6.640	5.050
Fourth Quarter	7.690	4.600	5.940	4.780

#### **Holders**

As of August 13, 2008, the number of issued and outstanding shares of Common Stock was 3,219,923 and the approximate number of record holders of the Company's Common Stock was 850. Due to a substantial number of shares of the Company's Common Stock held in street name, the Company believes that the total number of beneficial owners of its Common Stock exceeds 2,000.

#### **Dividends**



## Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

No cash or stock dividends have been declared during the last two fiscal years. Except as described below, under the terms of the Company's credit arrangement with its major lender, the Company is prohibited from issuing cash dividends.

On October 5, 1998, the Company's Board of Directors adopted a shareholder rights plan designed to deter coercive or unfair takeover tactics and prevent an acquirer from gaining control of the Company without offering a fair price to shareholders. Under the plan, certain rights ("Rights") were distributed as a dividend on each share of Common Stock (one Right for each share of Common Stock) held as of the close of business on or after October 19, 1998. Each whole Right entitles the holder, under certain defined conditions, to buy one two-thousandths (1/2000) of a newly issued share of the Company's Series A Junior Participating Preferred Stock ("Series A Preferred Stock") at an exercise price of \$5.00. Rights attach to and trade with the shares of Common Stock, without being evidenced by a separate certificate. No separate Rights certificates will be issued unless and until the Rights detach from Common Stock and become exercisable for shares of the Series A Preferred Stock.

Such an event will occur if (1) a person or group acquires beneficial ownership of 30% or more of the Company's Common Stock (except through a tender or exchange offer for all shares which the Board determines is fair and in the best interests of the Company and its shareholders); or (2) a person or group commences a tender or exchange offer which will result in the person or group beneficially owning 24% or more of the Common Stock; or (3) the Board determines that a person or group holding at least 24% of the Common Stock intends to cause or pressure the Company into taking actions adverse to its or its shareholders' interests, or that the person or group is causing or is likely to cause a material adverse impact on the business or prospects of the Company. The Rights Plan will expire on October 5, 2008.

10

---

### Equity Compensation Plan Information

The following table sets forth information regarding equity compensation plans of the Company as of May 31, 2008.

#### Equity Compensation Plan Information

Plan Category	Number of securities to be issued upon exercise of outstanding options, warrants, and rights (a)	Weighted-average exercise price of outstanding options, warrants and rights (b)	Number of securities remaining available for future issuance under equity compensation plans (excluding securities reflected in column (a)) (c)
Equity compensation plans approved by security holders			
1998 Stock Option Plan	10,000	\$4.50	-
2001 Stock Option Plan	19,250	\$3.80	-
2005 Stock Option Plan	91,250	\$5.70	47,250
Equity compensation plans not approved by security holders			
2004 Employee Stock Purchase Plan (1)	-	-	243,792

Total	120,500	291,042
-------	---------	---------

- (1) The Company's 2004 Employee Stock Purchase Plan (the "Employee Plan") permits eligible employees to purchase shares of the Company's common stock at fair market value through payroll deductions and without brokers' fees. Such purchases are without any contribution on the part of the Company. As permitted by its terms, the Employee Plan had been suspended by the Board of Directors from August 10, 2004 until August 4, 2005. As of May 31, 2008, 243,792 shares were available for issuance.

11

---

## **ITEM 6. MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION**

### **Cautionary Statement**

The Private Securities Litigation Reform Act of 1995 provides a "safe harbor" for forward-looking statements. Information in this Item 6, "Management's Discussion and Analysis or Plan of Operation," and elsewhere in this 10-KSB that does not consist of historical facts are "forward-looking statements." Statements accompanied or qualified by, or containing, words such as "may," "will," "should," "believes," "expects," "intends," "plans," "projects," "estimates," "predicts," "potential," "outlook," "forecast," "anticipates," "presume," and "assume" constitute forward-looking statements and, as such, are not a guarantee of future performance. The statements involve factors, risks and uncertainties, the impact or occurrence of which can cause actual results to differ materially from the expected results described in such statements. Risks and uncertainties can include, among others, fluctuations in general business cycles and changing economic conditions; changing product demand and industry capacity; increased competition and pricing pressures; advances in technology that can reduce the demand for the Company's products, as well as other factors, many or all of which may be beyond the Company's control. Consequently, investors should not place undue reliance on forward-looking statements as predictive of future results. The Company disclaims any obligation to release publicly any updates or revisions to the forward-looking statements herein to reflect any change in the Company's expectations with regard thereto, or any changes in events, conditions or circumstances on which any such statement is based.

### **Results of Operations**

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

#### **Summary comparison of the years ended May 31, 2008 and 2007**

	Increase / <u>(Decrease)</u>
Sales, net	\$ 2,092,000
Cost of goods sold	\$ 1,678,000
Selling, general and administrative expenses	\$ (48,000)
Other income / (expense)	\$ 203,000
Income before provision for income taxes, equity in net income of affiliate, minority stockholder's interest and extraordinary gain	\$ 666,000
Provision for income taxes	\$ 159,000
Income before equity in net income of affiliate, minority stockholder's interest and extraordinary gain	\$ 507,000
Extraordinary gain, net of tax of nil	\$ 406,000
Net income	\$ 914,000

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

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

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

## Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

excess of costs and estimated earnings," represents billings in excess of revenues recognized.

12

**For the year ended May 31, 2008** (All figures being discussed are for the year ended May 31, 2008 as compared to the year ended May 31, 2007.)

	Year ended		Change	
	May 31, 2008	May 31, 2007	Increase / (Decrease)	Percent Change
Net Revenue	\$18,594,000	\$16,501,000	\$2,093,000	13%
Cost of sales	12,424,000	10,746,000	1,678,000	16%
Gross profit	\$ 6,170,000	\$ 5,755,000	\$ 415,000	7%

*...as a percentage of net revenues*      33%                      35%

The Company's consolidated results of operations showed a 13% increase in net revenues and an increase in net income of 148%. Gross profit increased by 7%. Revenues recorded in the current period for long-term construction projects decreased slightly over the level recorded in the prior year. Revenues recorded for all other product sales increased by 42% over last year. This significant increase is primarily due to customers in aerospace and defense related businesses. The gross profit as a percentage of net revenues for the current and prior year periods was 33% and 35%, respectively. Management is optimistic that the level of construction activity of structures requiring seismic protection as well as the demand for our products in aerospace and defense applications, will remain strong through the fiscal year ending May 31, 2009.

The Company's revenues and net income fluctuate from period to period. The increases in the current period, compared to the prior period, are not necessarily representative of future results.

13

### Selling, General and Administrative Expenses

	Year ended		Change	
	May 31, 2008	May 31, 2007	Increase / (Decrease)	Percent Change
Outside Commissions	\$1,101,000	\$1,322,000	\$ (221,000)	-17%
Other SG&A	3,263,000	3,090,000	173,000	6%
Total SG&A	\$4,364,000	\$4,412,000	\$ (48,000)	-1%

*...as a percentage of net revenues*      23%                      27%

Selling, general and administrative expenses decreased by 1% from the prior year. Outside commission expense decreased by 17% over last year's level. Outside commission expense was lower in this period due to higher commission rates last year on a few large, long-term construction projects. Other selling, general and administrative expenses increased by only 6% from last year.

The above factors resulted in operating income of \$1,806,000 for the year ended May 31, 2008, up 34% from the \$1,343,000 in the prior year.

Interest expense of \$137,000 is 55% less than in the prior year. The average level of use of the Company's operating line of credit decreased from \$2.9 million last year to \$1.4 million this year. The interest rate on the operating line of credit decreased 3.25 percentage points since May 31, 2007. The line of credit is used primarily to fund the production of larger projects that do not allow for advance payments or progress payments.

### Merger with Tayco Developments

As noted in Item 1, above, the Company merged with Developments effective April 1, 2008. This transaction had a significant effect on the following consolidated balance sheet items:

	<u>May 31, 2008</u>	<u>May 31, 2007</u>
Consolidated Balance Sheet items:		
Investment in affiliate, at equity	-	\$ 451,520

### Dependence Upon Major Customers

11

## Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

Payables -- affiliate	-	\$ 174,609
Minority stockholder's interest	-	\$ 520,504
Paid-in capital	\$6,332,677	\$4,745,293
Treasury stock	\$2,225,065	\$1,056,082

The Investment in affiliate represented the Company's 23% equity interest in Developments. After the transaction the Company owned 100% of Developments, the Company was the surviving entity in the merger and the operations were merged. The Payables -- affiliate item represented amounts owed by the Company to Developments. The corresponding receivable on the books of Developments offset this payable and both were eliminated upon merger. Minority stockholder's interest represented Developments' 42% equity interest in Realty. Upon merger, the Company owned 100% of Realty so there was no longer any minority stockholder interest.

In the merger, each outstanding share of Developments' common stock was converted into the right to receive one share of Taylor Devices, Inc. common stock. The Paid-in capital of the Company was increased for most of the value of the new shares of stock exchanged for the Developments' shares of stock. This was offset considerably by the cancellation of the shares of the Company's stock that had been owned by Developments. The net increase in Paid-in capital for this transaction was \$1,479,389. The per-share value of \$5.12 was calculated as the average of the closing Bid and Ask prices on March 31, 2008. This same amount was used to value the Company's shares of stock that were received as Treasury stock for each share of Developments' stock that was owned by the Company. A summary of the Company's common stock changes due to the merger follows:

14

	Shares of Common <u>Stock</u>	Common <u>Stock</u>	Paid-in <u>Capital</u>	Treasury <u>Stock</u>
Shares exchanged for Developments' shares	987,928	\$24,698	\$5,033,493	-
Shares cancelled that were owned by Developments	(697,567)	( 17,439)	( 3,554,104)	-
Shares received as Treasury shares for each share of Developments owned by the Company	<u>(228,317)</u>	-	-	(
<u>1,168,983)</u>				
Net change	<u>62,044</u>	<u>\$ 7,259</u>	<u>\$1,479,389</u>	<u>(\$1,168,983)</u>

A significant change in the Company's Consolidated Statement of Income from last year to this year is the recording of an extraordinary gain that resulted from the merger. The \$406,157 gain was calculated as the amount by which the fair value of the net assets acquired with Developments exceeded the total acquisition costs. The Equity in net income of affiliate and Minority stockholder's interest lines on the Consolidated Statement of Income were not significantly affected in the current year because the transaction occurred after ten months of the year were completed so the level of activity was not significantly different from a full year.

	<u>2008</u>	<u>2007</u>
Consolidated Statement of Income items:		
Equity in net income of affiliate	\$ 12,016	\$ 11,142
Minority stockholder's interest	\$ 36,430	\$ 36,609
Extraordinary gain on the merger	\$ 406,157	-

Following the merger, the independent existence of Developments ended and Realty became a wholly owned subsidiary of the Company. The chart below shows the Company's equity interest in the affiliated companies prior to the merger and subsequent to the merger:

	<u>Before Merger</u>	<u>After Merger</u>
Tayco Developments, Inc.	23%	100% Prior to becoming part of the Company
Tayco Realty, Inc.	58%	100%

### Stock Options

The Company has a stock option plan which provides for the granting of nonqualified or incentive stock options to officers, key employees and non-employee directors. Options granted under the plan are exercisable over a ten year term. Options not exercised by the end of the term expire.





expects to bill the entire amount during the next twelve months.

17

As of May 31, 2008, there are sales orders for nine projects that are not yet in progress. These projects average \$260,000 each in value upon completion. This compares to seven such project as of the prior year end with an average value of almost \$450,000.

The year-end balances in this account are comprised of the following components:

	<u>May 31, 2008</u>	<u>May 31, 2007</u>
Costs	\$ 1,711,000	\$ 3,218,000
Estimated earnings	372,000	1,787,000
Less: Billings to customers	327,000	3,014,000
Costs and estimated earnings in excess of billings	\$ 1,756,000	\$ 1,991,000
Number of projects in progress	7	17

Summary of factors affecting the year-end balances in the asset "costs and estimated earnings in excess of billings", and the liability, "billings in excess of costs and estimated earnings":

	<u>2008</u>	<u>2007</u>
Number of projects in progress at year-end	7	18
Aggregate percent complete at year-end	45%	70%
Average total value of projects in progress at year-end	\$667,000	\$408,000
Percentage of total value invoiced to customer	7%	42%

The Company's backlog of sales orders at May 31, 2008 is \$11.4 million, down slightly from the backlog at the end of the prior year of \$12.5 million. \$2.6 million of the current backlog is on projects already in progress.

Accounts payable, at \$1,186,000 as of May 31, 2008, is approximately \$192,000 more than the prior year-end. There is no specific reason for this fluctuation other than the normal payment cycle of vendor invoices.

Commission expense on applicable sales orders is recognized at the time revenue is recognized. The commission is paid following receipt of payment from the customers. Accrued commissions as of May 31, 2008 are \$393,000. This is 41% lower than the \$666,000 accrued at the prior year-end. This significant decrease is reasonable due to the decrease in accounts receivable of \$1,785,000 along with the decrease in the current asset, "costs and estimated earnings in excess of billings" by \$235,000. These changes show that we billed the customers for long-term construction projects in progress at the end of the prior year, received payment for much of what we billed, then paid the commissions to the sales representatives prior to May 31, 2008. Commission expense related to long-term construction projects is recorded at the same time as revenue on the projects is recorded. This liability will not decrease until progress billings on the projects have been issued by the Company and are paid by our customers. The Company expects the current accrued amount to be paid during the next twelve months. Other current liabilities remained fairly constant with the prior year at \$935,000.

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

18

## **ITEM 7. FINANCIAL STATEMENTS**

For information concerning this Item, see the Company's balance sheet and related financial statements at Item 13.

## **ITEM 8. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURES**

There have been no disagreements between the Company and its accountants as to matters which require disclosure.

## **ITEM 8(A). CONTROLS AND PROCEDURES**

(a) *Evaluation of disclosure controls and procedures.*

## Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

The Company's principal executive officer and principal financial officer have evaluated the Company's disclosure controls and procedures as of May 31, 2008 and have concluded that, as of the evaluation date, the disclosure controls and procedures were effective to ensure that material information relating to the Company was accumulated and communicated to the Company's management, including its principal executive officer and principal financial officer, to allow for timely decisions regarding required disclosure.

(b) *Management's report on internal control over financial reporting.*

The Company's management, with the participation of the Company's CEO and CFO, is responsible for establishing and maintaining adequate internal control over financial reporting. The Company's management has assessed the effectiveness of the Company's internal control over financial reporting as of May 31, 2008. In making this assessment, management used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in Internal Control -- Integrated Framework. Based on this assessment management has concluded that, as of May 31, 2008, the Company's internal control over financial reporting is effective based on those criteria.

This annual report does not include an attestation report of the company's registered public accounting firm regarding internal control over financial reporting. Management's report was not subject to attestation by the company's registered public accounting firm pursuant to temporary rules of the Securities and Exchange Commission that permit the company to provide only management's report in this annual report.

(c) *Changes in internal controls.*

There have been no changes in the Company's internal controls over financial reporting that occurred during the fiscal quarter ended May 31, 2008 that have materially affected, or are reasonably likely to materially affect, the Company's control over financial reporting.

### **ITEM 8B. OTHER INFORMATION**

None.

### **PART III**

The information required by Items 9, 10, 11 and 12 of this part will be presented in the Company's Proxy Statement to be issued in connection with the Annual Meeting of Shareholders to be held on November 7, 2008, which information is hereby incorporated by reference into this Annual Report. The proxy materials, including the Proxy Statement and Annual Report to Shareholders, will be filed within 120 days after the Company's fiscal year end.

19

---

### **ITEM 13. EXHIBITS**

#### DOCUMENTS FILED AS PART OF THIS REPORT:

##### Index to Financial Statements:

- (i) Report of Independent Registered Public Accounting Firm
- (ii) Consolidated Balance Sheets May 31, 2008 and 2007
- (iii) Consolidated Statements of Income for the years ended May 31, 2008 and 2007
- (iv) Consolidated Statements of Stockholders' Equity for the years ended May 31, 2008 and 2007
- (v) Consolidated Statements of Cash Flows for the years ended May 31, 2008 and 2007
- (vi) Notes to Consolidated Financial Statements May 31, 2008 and 2007

#### EXHIBITS:

- (2) Plan of acquisition, reorganization, arrangement, liquidation or succession
- (i)



## Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

Agreement and Plan of Merger by and between Taylor Devices, Inc. and Tayco Developments, Inc. dated November 30, 2007, incorporated by reference to Registration Statement on Form S-4, File No. 333-147878, filed with the Securities and Exchange Committee on January 4, 2008.

- (3) Articles of incorporation and by-laws
- (i) Restated Certificate of Incorporation incorporated by reference to Exhibit (3)(i) of Annual Report on Form 10-K, dated August 24, 1983.
  - (ii) Amendment to Certificate of Incorporation incorporated by reference to Exhibit (3)(iv) to Form 8 [Amendment to Application or Report], dated September 24, 1993.
  - (iii) Amendment to Certificate of Incorporation creating Series A Junior Participating Preferred Stock, \$.05 par value, incorporated by reference to Exhibit (3)(i)(viii) to Quarterly Report on Form 10-QSB for the period ending November 30, 1998, dated January 12, 1999.
  - (iv) Certificate of Change incorporated by reference to Exhibit (3)(i) to Quarterly Report on Form 10-QSB for the period ending November 30, 2002.
  - (v) Proxy Review Guidelines incorporated by reference to Exhibit (3)(ii) to Quarterly Report on Form 10-QSB for the period ending February 28, 1998, dated April 10, 1998.
  - (vi) By-laws incorporated by reference to Exhibit (3)(i) to Quarterly Report on Form 10-QSB for the period ending February 28, 2004, dated April 14, 2004.
- (4) Instruments defining rights of security holders, including indentures
- (i) Mortgage to Marine Midland Bank dated May 28, 1993 incorporated by reference to Exhibit (10)(vii) to Annual Report on Form 10-KSB, dated September 10, 1993.
  - (ii) Master Indenture between Niagara County Industrial Development Agency and Bankers Trust Company, as Trustee, dated as of November 1, 1994 (\$1,250,000 Niagara County Industrial Development Agency, 1994 Adjustable Rate Demand, Industrial Development Revenue Bonds, Series A [MMARS Second Program]), incorporated by reference to Exhibit (4)(iv) to Annual Report on Form 10-KSB, dated August 21, 1995.
  - (iii) Series Supplemental Indenture between Niagara County Industrial Development Agency and Bankers Trust Company, as Trustee, (\$1,250,000 Niagara County Industrial Development Agency, 1994 Adjustable Rate Demand, Industrial Development Revenue Bonds, Series A [MMARS Second Program]), incorporated by reference to Exhibit (4)(v) to Annual Report on Form 10-KSB, dated August 21, 1995.
  - (iv) Series Mortgage from Niagara County Industrial Development Agency, Tayco Realty, Inc. and registrant to Marine Midland Bank, as Letter of Credit Bank, dated as of November 1, 1994, incorporated by reference to Exhibit (4)(vi) to Annual Report on Form 10-KSB, dated August 21, 1995.
  - (v) Mortgage from Niagara County Industrial Development Agency, Tayco Realty, Inc. and registrant to Marine Midland Bank, dated January 3, 1998, incorporated by reference to Exhibit (4)(v) to Annual Report on Form 10-KSB, dated August 25, 1998.
  - (vi) Rights Agreement by and between registrant and Regan & Associates, Inc, dated as of October 5, 1998 and letter to shareholders (including Summary of Rights), dated October 5, 1998, attached as Exhibits 4 and 20, respectively to Registration Statement on Form 8-A 12G, filed with the Securities and Exchange Commission on October 6, 1998.
- (10) Material Contracts
- (i) 1998 Taylor Devices, Inc. Stock Option Plan attached as Exhibit 4.1 to Registration Statement on Form S-8, File No. 33-6905, filed with the Securities and Exchange Commission on December 24, 1998.

## Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

- (ii) 2001 Taylor Devices, Inc. Stock Option Plan attached as Exhibit A to Definitive Proxy Statement, filed with the Securities and Exchange Commission on September 24, 2001.
- (iii) 2005 Taylor Devices, Inc. Stock Option Plan attached as Appendix B to Definitive Proxy Statement, filed with the Securities and Exchange Commission on September 27, 2005.
- (iv) Loan Agreements between the registrant and Marine Midland Bank, dated December 2, 1992, incorporated by reference to Exhibit (10)(viii) to Annual Report on Form 10-K, dated September 10, 1993.
- (v) Series Lease between Niagara County Industrial Development Agency and registrant, dated as of November 1, 1994 (\$1,250,000 Niagara County Industrial Development Agency, 1994 Adjustable Rate Demand, Industrial Development Revenue Bonds, Series A [MMARS Second Program]), incorporated by reference to Exhibit (10)(ix) to the Annual Report on Form 10-KSB, dated August 21, 1995.
- (vi) Lease Agreement between registrant and Tayco Realty Corporation, dated November 1, 1995, incorporated by reference to Exhibit (10)(ix) to Annual Report on Form 10-KSB, dated August 22, 1996.

21

---

- (vii) Employment Agreement dated as of December 1, 2000 between the Registrant and Douglas P. Taylor, incorporated by reference to Exhibit (10)(x) to Annual Report on Form 10-KSB, dated August 22, 2001.
- (viii) Employment Agreement dated as of December 1, 2000 between the Registrant and Richard G. Hill, incorporated by reference to Exhibit (10)(xi) to Annual Report on Form 10-KSB, dated August 22, 2001.
- (ix) The 2004 Taylor Devices, Inc. Employee Stock Purchase Plan, incorporated by reference to Exhibit 4.1 to Registration Statement on Form S-8, File No. 333-114085, filed with the Securities and Exchange Commission on March 31, 2004.
- (x) Post-Effective Amendment No. 1 to Registration Statement on Form S-8, File No. 333-114085, for the 2004 Taylor Devices, Inc. Employee Stock Purchase Plan, filed with the Securities and Exchange Commission on August 24, 2006.
- (xi) First Amendment to Employment Agreement dated as of December 22, 2006 between the Registrant and Douglas P. Taylor, incorporated by reference to Exhibit 10(ii) to Quarterly Report on Form 10-QSB for the period ending February 28, 2007.
- (xii) First Amendment to Employment Agreement dated as of December 22, 2006 between the Registrant and Richard G. Hill, incorporated by reference to Exhibit 10(iii) to Quarterly Report on Form 10-QSB for the period ending February 28, 2007.
- (xiii) Indemnification Agreement between registrant and directors and executive officers, attached as Appendix A to Definitive Proxy Statement, filed with the Securities and Exchange Commission on September 27, 2007.
- (xiv) Consent Agreement by and between Taylor Devices, Inc. and HSBC Bank USA, National Association, dated November 30, 2007, attached to this Annual Report on Form 10-KSB.

(11) Statement regarding computation of per share earnings

REG. 228.601(A)(11) Statement regarding computation of per share earnings

Weighted average of common stock/equivalents outstanding - fiscal year ended May 31, 2008

Weighted average common stock outstanding	3,170,715
Common shares issuable under stock option plans using treasury stock method	16,306

## Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

Weighted average common stock outstanding assuming dilution		3,187,021
Net income fiscal year ended May 31, 2008	(1)	\$ 1,533,285
Weighted average common stock	(2)	3,170,715
Basic income per common share	(1) divided by (2)	\$ .48
Net income fiscal year ended May 31, 2008	(3)	\$ 1,533,285
Weighted average common stock outstanding assuming dilution	(4)	3,187,021
Diluted income per common share	(3) divided by (4)	\$ .48

22

### Weighted average of common stock/equivalents outstanding - fiscal year ended May 31, 2007

Weighted average common stock outstanding		3,151,166
Common shares issuable under stock option plans using treasury stock method		8,226
Weighted average common stock outstanding assuming dilution		3,159,392
Net income fiscal year ended May 31, 2007	(1)	\$ 619,273
Weighted average common stock	(2)	3,151,166
Basic income per common share	(1) divided by (2)	\$ .20
Net income fiscal year ended May 31, 2007	(3)	\$ 619,273
Weighted average common stock outstanding assuming dilution	(4)	3,159,392
Diluted income per common share	(3) divided by (4)	\$ .20

- (13) The Annual Report to Shareholders for the fiscal year ended May 31, 2008 will be filed with the Company's Proxy Statement to be issued in connection with the Annual Meeting of Shareholders to be held on November 7, 2008.
- (14) Code of Ethics, incorporated by reference to Exhibit 14 to Annual Report on Form 10-KSB for the period ending May 31, 2004.
- (20) Other documents or statements to security holders
  - (i) News from Taylor Devices, Inc. Shareholder Letter, Summer 2008.
- (21) Subsidiaries of the registrant
  - Tayco Realty Corporation is a New York corporation organized on September 8, 1977, owned by the Company.
- (23) Report and Consent of Independent Certified Public Accountants
- (31) Officer Certifications
  - (i) Rule 13a-14(a) Certification of Chief Executive Officer.
  - (ii) Rule 13a-14(a) Certification of Chief Financial Officer.
- (32)

Officer Certifications

- (i) Section 1350 Certification of Chief Executive Officer.
- (ii) Section 1350 Certification of Chief Financial Officer.

**ITEM 14: PRINCIPAL ACCOUNTANT FEES AND SERVICES**

The Audit Committee of the Company approves all professional services, including tax related services, provided to the Company by Lumsden & McCormick, LLP. With regard to "Audit and Audit-Related" services, the Committee reviews the annual audit plan and approves the estimated audit budget in advance. The aggregate fees billed by Lumsden & McCormick, LLP for professional services to the Company were \$86,700 and \$72,500 for the fiscal years ended May 31, 2008 and 2007.

**Audit Fees**

The aggregate fees billed by Lumsden & McCormick, LLP for professional services rendered in connection with the audit of the Company's annual financial statements, the review of the Company's quarterly financial statements and services that are normally provided in connection with statutory and regulatory filings or engagements were \$67,500 for each of the fiscal years ended May 31, 2008 and 2007.

**Audit-Related Fees**

The aggregate fees billed by Lumsden & McCormick, LLP for professional assurance and related services reasonably related to the performance of the audit of the Company's financial statements, but not included under Audit Fees, were \$14,200 and zero for the fiscal years ended May 31, 2008 and 2007.

**Tax Fees**

The aggregate fees billed by Lumsden & McCormick, LLP for professional services for tax compliance, tax advice and tax planning were \$5,000 for each of the fiscal years ended May 31, 2008 and 2007.

**All Other Fees**

None.

**Pre-approval Policies and Procedures**

The Audit Committee has adopted a policy that requires advance approval of all audit, audit-related, tax services, and other services performed by the independent auditor. The policy provides for pre-approval by the Audit Committee of specifically defined audit and non-audit services. Unless the specific service has been previously pre-approved with respect to that year, the Audit Committee must approve the permitted service before the independent auditor is engaged to perform it.

**SIGNATURES**

In accordance with Section 13 or 15(d) of the Exchange Act, the registrant caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

TAYLOR DEVICES, INC.

Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

(Registrant)

By: /s/Douglas P. Taylor  
Douglas P. Taylor  
President and Director  
(Principal Executive Officer)

Date: August 5, 2008

and

By: /s/Mark V. McDonough  
Mark V. McDonough  
Chief Financial Officer

Date: August 5, 2008

In accordance with the Exchange Act, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

By: /s/Reginald B. Newman II  
Reginald B. Newman II, Director  
August 5, 2008

By: /s/Richard G. Hill  
Richard G. Hill, Director  
August 5, 2008

By: /s/John Burgess  
John Burgess, Director  
August 5, 2008

By: /s/Randall L. Clark  
Randall L. Clark, Director  
August 5, 2008

---

**CONSENT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

To The Board of Directors of  
Taylor Devices Inc.

Gentlemen:

We hereby consent to the incorporation by reference in this Annual Report on Form 10-KSB (Commission File Number 0-3498) of Taylor Devices Inc. of our report dated August 1, 2008 and any reference thereto in the Annual Report to Shareholders for the fiscal year ended May 31, 2008.

We also consent to such incorporation by reference in Registration Statement Nos. 333-69705, 333-75662, 333-114085 and 333-133340 of Taylor Devices, Inc. on Form S-8 of our report dated August 1, 2008

**LUMSDEN & McCORMICK, LLP**  
Buffalo, New York  
August 1, 2008

**TAYLOR DEVICES, INC. AND SUBSIDIARY  
CONSOLIDATED FINANCIAL STATEMENTS  
May 31, 2008**

27

---

**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

The Board of Directors and Stockholders  
Taylor Devices, Inc.

We have audited the accompanying consolidated balance sheets of Taylor Devices, Inc. and Subsidiary as of May 31, 2008 and 2007 and the related consolidated statements of income, stockholders' equity, and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Taylor Devices, Inc. and Subsidiary as of May 31, 2008 and 2007 and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Lumsden & McCormick, LLP  
Buffalo, New York  
August 1, 2008

28

---

Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

TAYLOR DEVICES, INC. AND SUBSIDIARY

**Consolidated Balance Sheets**

May 31,	2008	2007
<b>Assets</b>		
<b>Current assets:</b>		
Cash and cash equivalents	\$ 110,720	\$ 22,748
Restricted funds held by Trustee (Note 9)	30,346	29,978
Accounts receivable, net (Note 2)	2,109,157	3,893,793
Inventory (Note 3)	6,625,168	5,093,146
Prepaid expenses	540,945	254,980
Prepaid income taxes	98,345	-
Costs and estimated earnings in excess of billings (Note 4)	1,756,164	1,991,183
Deferred income taxes (Note 11)	691,100	669,400
<b>Total current assets</b>	<b>11,961,945</b>	<b>11,955,228</b>
Maintenance and other inventory, net (Note 5)	887,588	753,825
Property and equipment, net (Note 6)	3,425,910	3,349,810
Investment in affiliate, at equity (Note 7)	-	451,520
Cash value of life insurance	131,135	125,535
Intangible assets	8,072	16,472
	\$ 16,414,650	\$ 16,652,390
<b>Liabilities and Stockholders' Equity</b>		
<b>Current liabilities:</b>		
Short-term borrowings (Note 8)	\$ 879,000	\$ 1,628,000
Current portion of long-term debt (Note 9)	137,621	238,066
Payables - trade	1,186,249	994,057
Accrued commissions	392,693	666,323
Other current liabilities	934,514	929,003
Billings in excess of costs and estimated earnings (Note 4)	-	18,002
Accrued income taxes	-	329,780
<b>Total current liabilities</b>	<b>3,530,077</b>	<b>4,803,231</b>
Long-term debt (Note 9)	145,000	282,622
Payables - affiliate (Note 13)	-	174,609
Deferred income taxes (Note 11)	190,485	281,585
Minority stockholder's interest	-	-

Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

		520,504
<b>Stockholders' Equity:</b>		
Common stock, \$.025 par value, authorized 8,000,000 shares, issued 3,712,516 and 3,417,185 shares	<b>92,813</b>	85,250
Paid-in capital	<b>6,332,677</b>	4,745,293
Retained earnings	<b>8,348,663</b>	6,815,378
	<b>14,774,153</b>	11,645,921
Treasury stock -- 493,170 and 264,853 shares at cost	<b>(2,225,065)</b>	(1,056,082)
<b>Total stockholders' equity</b>	<b>12,549,088</b>	10,589,839
	<b>\$ 16,414,650</b>	\$ 16,652,390

See accompanying notes.

29

TAYLOR DEVICES, INC. AND SUBSIDIARY

**Consolidated Statements of Income**

For the years ended May 31,	2008	2007
Sales, net (Note 10)	<b>\$ 18,593,831</b>	\$ 16,501,400
Cost of goods sold	<b>12,424,091</b>	10,746,281
<b>Gross profit</b>	<b>6,169,740</b>	5,755,119
Selling, general and administrative expenses	<b>4,363,652</b>	4,411,678
<b>Operating income</b>	<b>1,806,088</b>	1,343,441
Other income (expense):		
Interest, net	<b>(136,959)</b>	(306,789)
Miscellaneous	<b>51,413</b>	18,088
Total other income (expense)	<b>(85,546)</b>	(288,701)
Income before provision for income taxes, equity in net income of affiliate, minority stockholder's interest and extraordinary gain	<b>1,720,542</b>	1,054,740
Provision for income taxes (Note 11)	<b>569,000</b>	410,000



Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

Income before equity in net income of affiliate, minority stockholder's interest and extraordinary gain	<b>1,151,542</b>	644,740
Equity in net income of affiliate (Note 7)	<b>12,016</b>	11,142
Income before minority stockholder's interest and extraordinary gain	<b>1,163,558</b>	655,882
Minority stockholder's interest	<b>(36,430)</b>	(36,609)
Income before extraordinary gain	<b>1,127,128</b>	619,273
Extraordinary gain on the merger of a business, net of deferred income taxes	<b>406,157</b>	-
<b>Net income</b>	<b>\$ 1,533,285</b>	\$ 619,273
Basic and diluted earnings per common share (Note 12):		
Income before extraordinary gain	<b>\$ 0.35</b>	\$ 0.20
Extraordinary gain on the merger of a business	<b>0.13</b>	-
Net income	<b>\$ 0.48</b>	\$ 0.20

See accompanying notes.

30

TAYLOR DEVICES, INC. AND SUBSIDIARY

**Consolidated Statements of Stockholders' Equity**

For the years ended May 31, 2008 and 2007

	Common Stock	Paid-In Capital	Retained Earnings	Treasury Stock
Balance, May 31, 2006	\$ 85,179	\$ 4,611,266	\$ 6,196,105	\$ (1,056,082)
Net income for the year ended May 31, 2007	-	-	619,273	-

Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

Common stock issued for employee stock purchase plan (Note 14)	71	15,238	-	-
Stock options issued for services	-	118,789	-	-
<b>Balance, May 31, 2007</b>	<b>85,250</b>	<b>4,745,293</b>	<b>6,815,378</b>	<b>(1,056,082)</b>
Net income for the year ended May 31, 2008	-	-	1,533,285	-
Common stock issued for employee stock purchase plan (Note 14)	68	16,183	-	-
Common stock issued for employee stock option plan (Note 15)	56	11,471	-	-
Reclassification of equity balances	180	(180)	-	-
Stock options issued for services	-	80,521	-	-
Net effect on Stockholders' equity of merger with Tayco Developments, Inc.	7,259	1,479,389	-	(1,168,983)
<b>Balance, May 31, 2008</b>	<b>\$ 92,813</b>	<b>\$ 6,332,677</b>	<b>\$ 8,348,663</b>	<b>\$ (2,225,065)</b>

See accompanying notes.

TAYLOR DEVICES, INC. AND SUBSIDIARY

**Consolidated Statements of Cash Flows**

For the years ended May 31,	2008	2007
<b>Cash flows from operating activities:</b>		
Net income	<b>\$ 1,533,285</b>	\$ 619,273
Adjustments to reconcile net income to net cash flows from operating activities:		
Depreciation and amortization	<b>358,716</b>	350,512
Gain of sale of equipment	<b>(920)</b>	-
Stock options issued for services	<b>80,521</b>	118,789
Bad debts expense		45,000

Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

	<b>(68,105)</b>	
Provision for inventory obsolescence	<b>180,000</b>	165,000
Equity in net income of affiliate	<b>(12,016)</b>	(11,142)
Excess of fair value of acquired net assets over cost	<b>(406,157)</b>	-
Deferred income taxes	<b>(55,600)</b>	(3,000)
Minority stockholder's interest	<b>36,430</b>	36,609
Changes in other current assets and liabilities:		
Accounts receivable	<b>1,852,741</b>	(1,515,365)
Inventory	<b>(1,845,785)</b>	(1,252,281)
Prepaid expenses	<b>(282,335)</b>	(82,520)
Prepaid income taxes	<b>(96,881)</b>	224,698
Costs and estimated earnings in excess of billings	<b>235,019</b>	3,071,111
Payables - trade	<b>192,192</b>	(321,032)
Accrued commissions	<b>(273,630)</b>	(316,418)
Other current liabilities	<b>(4,130)</b>	535,338
Billings in excess of costs and estimated earnings	<b>(18,002)</b>	(77,419)
Accrued income taxes	<b>(329,780)</b>	325,573
	<b>Net cash flows from operating activities</b>	
	<b>1,075,563</b>	1,912,726
<b>Cash flows from investing activities:</b>		
Net cash paid to trustee	<b>(368)</b>	(4,222)
Proceeds from sale of property and equipment	<b>920</b>	-
Cash received upon merger, net of direct costs	<b>690,774</b>	-
Acquisition of property and equipment	<b>(564,683)</b>	(251,703)
Increase in cash value of life insurance	<b>(5,600)</b>	(5,651)
	<b>Net cash flows from (for) investing activities</b>	
	<b>121,043</b>	(261,576)
<b>Cash flows from financing activities:</b>		
Net short-term borrowings	<b>(749,000)</b>	(1,383,000)
Payments on long-term debt	<b>(238,067)</b>	(242,024)
Payables - affiliate	<b>(149,345)</b>	(78,698)
Proceeds from issuance of common stock	<b>27,778</b>	15,309
	<b>Net cash flows for financing activities</b>	
	<b>(1,108,634)</b>	(1,688,413)
	Net increase (decrease) in cash and cash equivalents	
	<b>87,972</b>	(37,263)
Cash and cash equivalents - beginning	<b>22,748</b>	s 60,011
	<b>\$</b>	
Cash and cash equivalents - ending	<b>110,720</b>	\$ 22,748

See accompanying notes.

TAYLOR DEVICES, INC. AND SUBSIDIARY

## Notes to Consolidated Financial Statements

### 1. Summary of Significant Accounting Policies:

#### Nature of Operations:

Taylor Devices, Inc. (the Company) is primarily engaged in the manufacture and sale of tension control, energy storage and shock absorption devices for use in various types of machinery, equipment and structures, primarily to customers which are located throughout the United States and several foreign countries. The products are manufactured at the Company's sole operating facility in the United States where all of the Company's long-lived assets reside. The Company does not track sales by category within this group of products.

64% of the Company's 2008 revenue was generated from sales to customers in the United States and 27% was from sales to customers in Asia. Remaining sales were to customers in other countries in North America, Europe, South America and Australia.

72% of the Company's 2007 revenue was generated from sales to customers in the United States and 23% was from sales to customers in Asia. Remaining sales were to customers in Europe, South America and Australia.

#### Principles of Consolidation:

The accompanying consolidated financial statements include the accounts of the Company and its wholly owned (58% owned for 2008 up to the date of the merger and for all of fiscal 2007) subsidiary, Tayco Realty Corporation (Realty). Minority stockholder's interest represents Tayco Developments, Inc.'s (Developments) 42% ownership interest in Realty for 2008 up to the date of the merger and for all of fiscal 2007. As further explained in Note 21, effective April 1, 2008, the Company acquired the 77% of the outstanding common shares of Developments that it did not already own. Following the merger of the companies, Taylor Devices, Inc. was the surviving company. The results of Developments' operations have been included in the consolidated financial statements since that date. Following the merger, Realty became a wholly owned subsidiary of the Company and, as such, the results of its entire operations have also been included since that date.

The Company considers the principles of Financial Accounting Standards Board (FASB) Interpretation (FIN) No. 46(R), Consolidation of Variable Interest Entities and Accounting Research Bulletin No. 51, Consolidation of Financial Statements, when determining whether an entity is subject to consolidation. After such consideration, the

Company otherwise accounts for its investments in companies over which it has the ability to exercise significant influence under the equity method if the Company holds 50% or less of the voting stock.

The Company's investment in its minority-owned affiliate, Developments, was reported on the equity method for 2008 up to the date of the merger and for all of fiscal 2007 (see Note 7). Developments was a patent holding company engaged in research, development and licensing for use in the manufacturing operations of the Company.

All inter-company transactions and balances have been eliminated in consolidation.

#### Use of Estimates:

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

#### Cash Equivalents and Short Term Investments:

The Company includes all highly liquid investments in money market funds in cash and cash equivalents on the accompanying balance sheets.

Cash and cash equivalents in financial institutions may exceed insured limits at various times during the year and subject the Company to concentrations of credit risk.

**Accounts Receivable:**

Accounts receivable are stated at an amount management expects to collect from outstanding balances. Management provides for probable uncollectible accounts through a charge to earnings and a credit to a valuation allowance based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts receivable.

**Inventory:**

Inventory is stated at the lower of average cost or market. Average cost approximates first-in, first-out cost.

33

---

**Property and Equipment:**

Property and equipment is stated at cost net of accumulated depreciation. Depreciation is provided primarily using the straight-line method for financial reporting purposes, and accelerated methods for income tax reporting purposes. Maintenance and repairs are charged to operations as incurred; significant improvements are capitalized.

**Cash Value of Life Insurance:**

Cash value of life insurance is stated at the surrender value of the contracts.

**Intangible Assets:**

Intangible assets consist of financing costs associated with obtaining new financing and are capitalized and amortized over the repayment terms of the related debt obligations.

**Revenue Recognition:**

Sales are recognized when units are delivered or services are performed. Sales under fixed-price contracts are recorded as deliveries are made at the contract sales price of the units delivered. Sales under certain fixed-price contracts requiring substantial performance over several periods prior to commencement of deliveries, are accounted for under the percentage-of-completion method of accounting whereby revenues are recognized based on estimates of completion prepared on a ratio of cost to total estimated cost basis. Costs include all material and direct and indirect charges related to specific contracts. Other expenses are charged to operations as incurred. Total estimated costs for each of the contracts are estimated based on a combination of historical costs of manufacturing similar products and estimates or quotes from vendors for supplying parts or services towards the completion of the manufacturing process. Adjustments to cost estimates are made periodically, and losses expected to be incurred on contracts in progress are charged to operations in the period such losses are determined. If total costs calculated upon completion of the manufacturing process in the current period for a contract are more than the estimated total costs at completion used to calculate revenue in a prior period, then the revenue and profits in the current period will be lower than if the estimated costs used in the prior period calculation were equal to the actual total costs upon completion.

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

**Shipping and Handling Costs:**

Shipping and handling costs are classified as a component of cost of goods sold.

**Income Taxes:**

The provision for income taxes provides for the tax effects of transactions reported in the financial statements regardless of when such taxes are payable. Deferred tax assets and liabilities are recognized for the expected future tax consequences of temporary differences between the tax and financial statement basis of assets and liabilities. Deferred taxes are based on tax laws currently enacted with tax rates expected to be in effect when the taxes are actually paid or recovered.

**Sales Taxes:**

Certain jurisdictions impose a sales tax on Company sales to nonexempt customers. The Company collects these taxes from customers and remits the entire amount as required by the applicable law. The Company excludes from revenues and expenses the tax collected and remitted.

**Stock-Based Compensation:**

On June 1, 2006, the Company adopted the provisions of Statement of Financial Accounting Standard(SFAS) No. 123 (revised 2004), *Share-Based Payment: an amendment of FASB Statements No. 123 and 95*(SFAS No. 123R). SFAS No. 123R requires entities to measure compensation cost arising from the grant of share-based payments to employees at fair value and to recognize such cost in income over the period during which the employee is required to provide service in exchange for the award, usually the vesting period. The Company selected the modified prospective method for implementing SFAS 123R and began applying the provisions to stock-based awards granted on or after June 1, 2006.

The stock-based compensation expense for the years ended May 31, 2008 and 2007 was \$80,521 and \$118,789.

**Reclassifications:**

The 2007 financial statements have been reclassified to conform with the presentation adopted for 2008.

**New Accounting Standards:**

In June 2006, the FASB issued FIN 48 "*Accounting for Uncertainty in Income Taxes.*" This interpretation requires the recognition of the impact of a tax position, if that position is more likely than not of being sustained on audit, based on the technical merits of the position. Implementation of the provisions of FIN 48 was required no later than the beginning of the first fiscal year beginning after December 15, 2006. The Company adopted FIN 48 as of June 1, 2007, as required. The adoption did not have a material impact on the Company's financial statements.

The Company's practice is to recognize interest and / or penalties related to income tax matters in income tax expense. The Company did not have any accrued interest or penalties included in its consolidated balance sheet at May 31, 2008 or 2007 and did not recognize any interest and / or penalties in its consolidated statement of income during the year ended May 31, 2008.

The Company's tax returns for the fiscal tax years ended May 31, 2005, 2006, and 2007 are subject to examination by federal and state tax authorities.

In September 2006, the FASB issued SFAS No. 157 "*Fair Value Measurements,*" to define fair value, establish a framework for measuring fair value in accordance with generally accepted accounting principles, and expand disclosures about fair value measurements. In February of 2008, the FASB issued FASB Staff Position 157-2 which delays the effective date of SFAS 157 for non-financial assets and liabilities which are not measured at fair value on a recurring basis (at least annually) until fiscal years beginning after November 15, 2008. The Company is assessing the impact the adoption of SFAS No. 157 will have on the Company's consolidated financial position and results of operations.

In February 2007, the FASB issued SFAS No. 159 "*The Fair Value Option for Financial Assets and Financial Liabilities -- an Amendment of SFAS No. 115.*" This statement permits entities to choose to measure many financial instruments and certain other items at fair value. The objective is to improve financial reporting by mitigating volatility in reporting earnings caused by measuring related assets and liabilities differently without having to apply complex hedge accounting provisions. SFAS No. 159 will be effective for fiscal years beginning after November 15, 2007. The Company is assessing the impact the adoption of SFAS No. 159 will have on the Company's consolidated financial position and results of operations.

Other recently issued FASB Statements or Interpretations, SEC Staff Accounting Bulletins, and AICPA Emerging Issue Task Force Consensuses have either been implemented or are not applicable to the Company.

**2. Accounts Receivable:**

Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

	<b>2008</b>	2007
Customers	<b>\$ 1,736,828</b>	\$ 3,469,485
Customers - retention	<b>443,055</b>	556,870
Other	<b>1,500</b>	18,438
	<b>2,181,383</b>	4,044,793
Less allowance for doubtful accounts	<b>72,226</b>	151,000
	<b>\$ 2,109,157</b>	\$ 3,893,793

**3. Inventory:**

	<b>2008</b>	2007
Raw materials	<b>\$ 435,905</b>	\$ 425,162
Work-in-process	<b>5,811,161</b>	4,221,174
Finished goods	<b>478,102</b>	546,810
	<b>6,725,168</b>	5,193,146
Less allowance for obsolescence	<b>100,000</b>	100,000
	<b>\$ 6,625,168</b>	\$ 5,093,146

**4. Costs and Estimated Earnings on Uncompleted Contracts:**

	<b>2008</b>	2007
Costs incurred on uncompleted contracts	<b>\$ 1,914,885</b>	\$ 3,256,594
Estimated earnings	<b>434,179</b>	1,802,304
	<b>2,349,064</b>	5,058,898
Less billings to date	<b>592,900</b>	3,085,717
	<b>\$ 1,756,164</b>	\$ 1,973,181

Amounts are included in the accompanying balance sheets under the following captions:

	<b>2008</b>	2007
Costs and estimated earnings in excess of billings	<b>\$ 1,756,164</b>	\$ 1,991,183
Billings in excess of costs and estimated earnings	<b>-</b>	18,002
	<b>\$ 1,756,164</b>	\$ 1,973,181

**5. Maintenance and Other Inventory:**

	<b>2008</b>	2007
Maintenance and other inventory	<b>\$ 1,851,581</b>	\$ 1,611,677
Less allowance for obsolescence	<b>963,993</b>	857,852
	<b>\$ 887,588</b>	\$ 753,825

Maintenance and other inventory represent stock that is estimated to have a product life-cycle in excess of twelve-months. This stock represents certain items the Company is required to maintain for service of products sold, and items that are generally subject to spontaneous ordering.

This inventory is particularly sensitive to technical obsolescence in the near term due to its use in industries characterized by the continuous introduction of new product lines, rapid technological advances and product obsolescence. Therefore, management of the Company has recorded an allowance for potential inventory obsolescence.

The provision for potential inventory obsolescence was \$180,000 and \$165,000 for the years ended May 31, 2008 and 2007.

**6. Property and Equipment:**

	<b>2008</b>	2007
Land	<b>\$ 141,483</b>	\$ 141,483

Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

Buildings and improvements	<b>3,725,622</b>	3,822,616
Machinery and equipment	<b>4,811,897</b>	4,382,653
Office furniture and equipment	<b>533,604</b>	584,752
Autos and trucks	<b>85,835</b>	75,229
	<b>9,298,441</b>	9,006,733
Less accumulated depreciation	<b>5,872,531</b>	5,656,923
	<b>\$ 3,425,910</b>	\$ 3,349,810

Depreciation expense was \$350,316 and \$321,297 for the years ended May 31, 2008 and 2007.

The following is a summary of property and equipment included above which is held under capital leases:

	<b>2008</b>	2007
Buildings and improvements	<b>\$ 806,707</b>	\$ 806,707
Machinery and equipment	<b>722,915</b>	722,915
Office furniture and equipment	<b>102,985</b>	102,985
	<b>1,632,607</b>	1,632,607
Less accumulated amortization	<b>1,037,386</b>	1,007,893
	<b>\$ 595,221</b>	\$ 624,714

Minimum future lease payments under capital leases as of May 31, 2008 for each of the next five years and in the aggregate are included in long-term debt (see Note 9).

Amortization of property and equipment under the capital leases included in depreciation expense is \$29,493 and \$38,389 for the years ended May 31, 2008 and 2007.

#### 7. Investment in Affiliate:

Investment in affiliate as of May 31, 2007 consisted of the Company's 23% ownership interest in common shares of Developments acquired at a cost of \$85,619, plus the Company's cumulative equity in the net income of Developments of \$365,901 through the year ended May 31, 2007. The Pink Sheets OTC quoted market value of the Company's common shares of Developments at May 31, 2007 was \$861,897.

As noted in note 21, the Company merged with Developments effective April 1, 2008.

#### 8. Short-Term Borrowings:

The Company has available a \$5,000,000 bank demand line of credit with interest payable at the Company's option of 30, 60 or 90 day LIBOR rate plus 2.25% or the bank's prime rate less .25%. The line is secured by accounts receivable, equipment, inventory, and general intangibles. This line of credit is subject to the usual terms and conditions applied by the bank and is subject to renewal annually. The amount outstanding under this line at May 31, 2008 was \$879,000, all of which was payable at the bank's prime rate less .25% (4.75% at May 31, 2008). The total amount outstanding at May 31, 2007 was \$1,628,000.

The Company uses a cash management facility under which the bank draws against the available line of credit to cover checks presented for payment on a daily basis. Outstanding checks under this arrangement totaled \$94,727 and \$18,358 as of May 31, 2008 and 2007. These amounts are included in accounts payable.

#### 9. Long-Term Debt:

	<b>2008</b>	2007
Bank term note, monthly payments of \$13,713 including interest at 7.19%, secured by substantially all assets of the Company, with the remaining unpaid principal balance payable in October 2008.	<b>\$ 71,621</b>	\$ 224,787
Industrial Revenue Development Bonds, annual principal payments ranging from \$25,000 to \$150,000 through June 2009 plus interest at		



variable rates based on the highest rated short-term, federally tax exempt obligations (5.1% at May 31, 2008).	<b>80,000</b>	115,000
Bank mortgage note, monthly principal payments of \$1,444 plus interest at the bank's prime rate plus 1% (6 % at May 31, 2008), secured by related property, with the remaining unpaid principal balance payable in June 2008.	<b>4,334</b>	21,667
Bank mortgage, monthly principal payments of \$2,222 plus interest at the bank's prime rate plus 1% (6 % at May 31, 2008), secured by substantially all assets of the Company, due February 2013.	<b>126,666</b>	153,334
Other	-	5,900
	<b>282,621</b>	520,688
Less current portion	<b>137,621</b>	238,066
	<b>\$ 145,000</b>	\$ 282,622

In November 1994, the Company entered into a capital lease agreement with the Niagara County Industrial Development Agency (NCIDA) to finance certain construction costs for additions to its manufacturing/ testing facilities and for the acquisition of machinery and equipment. To finance the project, NCIDA authorized the sale of its Industrial Revenue Development Bonds, in the aggregate principal amount of \$1,250,000, under a trust indenture with a bank as trustee. The capital lease obligation is secured by a first mortgage on real estate, project machinery and equipment, and guaranteed by an irrevocable bank letter of credit in the amount of \$80,000 as of May 31, 2008.

As of May 31, 2008, \$30,346 of funds were held by a trustee, representing an interest-bearing tax-free money fund restricted for principal reduction payments of the Industrial Revenue Development Bond during fiscal year ending May 31, 2009.

The term note and mortgage note are subject to restrictive covenants relating to net working capital, tangible net worth, capital expenditures and interest coverage ratio. The Company is in compliance with all of the covenants as of May 31, 2008.

The aggregate maturities of long-term debt subsequent to May 31, 2008 are:

2009	<b>\$ 137,621</b>
2010	<b>71,667</b>
2011	<b>26,667</b>
2012	<b>26,666</b>
2013	<b>20,000</b>
	<b>\$ 282,621</b>

**10. Sales:**

Sales to two customers approximated 23% (13% and 10%, respectively) of net sales for 2008. Sales to two customers approximated 24% (15% and 9%, respectively) of net sales for 2007.

**11. Income Taxes:**

<b>2008</b>	2007
-------------	------

Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

Current tax provision:		
Federal	<b>\$ 619,000</b>	\$ 395,200
State	<b>6,700</b>	17,800
	<b>625,700</b>	413,000
Deferred tax provision (benefit):		
Federal	<b>(93,100)</b>	(700)
State	<b>36,400</b>	(2,300)
	<b>(56,700)</b>	(3,000)
	<b>\$ 569,000</b>	\$ 410,000

A reconciliation of provision for income taxes at the statutory rate to income tax provision at the Company's effective rate is as follows:

	<b>2008</b>	2007
Computed tax provision at the expected statutory rate	<b>\$ 712,700</b>	\$ 350,000
Effect of graduated Federal rates on subsidiary income	<b>(10,600)</b>	(10,800)
State income tax - net of Federal tax benefit	<b>4,500</b>	11,400
Tax effect of permanent differences:		
Equity in net (income) loss of affiliate	<b>(2,000)</b>	(3,800)
Minority shareholder interest	<b>12,400</b>	12,400
Extraterritorial income exclusion	<b>-</b>	(8,600)
Extraordinary gain upon merger	<b>(137,600)</b>	-
Other permanent differences	<b>(37,600)</b>	43,100
Other	<b>27,200</b>	16,300
	<b>\$ 569,000</b>	\$ 410,000

Significant components of the Company's deferred tax assets and liabilities consist of the following:

	<b>2008</b>	2007
Deferred tax assets:		
Allowance for doubtful receivables	<b>\$ 24,600</b>	\$ 54,800
Tax inventory adjustment	<b>88,700</b>	104,800
Allowance for obsolete inventory	<b>362,900</b>	347,800
Accrued vacation	<b>47,400</b>	46,300
Accrued commissions	<b>10,300</b>	16,600
Warranty reserve	<b>55,100</b>	55,000
Stock options issued for services	<b>68,000</b>	43,100
Other	<b>34,100</b>	1,000
	<b>691,100</b>	669,400
Deferred tax liabilities:		
Excess tax depreciation	<b>(190,485)</b>	(281,585)
Net deferred tax assets	<b>\$ 500,615</b>	\$ 387,815

Realization of the deferred tax assets is dependent on generating sufficient taxable income at the time temporary differences become deductible. The Company provides a valuation allowance to the extent that deferred tax assets may not be realized. A valuation allowance has not been recorded against the deferred tax assets since management believes it is more likely than not that the deferred tax assets are recoverable. The Company considers future taxable income and potential tax planning strategies in assessing the need for a potential valuation allowance. The amount of the deferred tax assets considered realizable however, could be reduced in the near term if estimates of future taxable income are reduced.

Income on undistributed earnings from affiliates and subsidiary are considered to be permanently reinvested, and therefore no provision for deferred income taxes has been recorded.

**Earnings Per Common Share:**

Basic earnings per common share is computed by dividing income available to common stockholders by the weighted-average common shares outstanding for the period. Diluted earnings per common share reflects the weighted-average common shares outstanding and dilutive potential common shares, such as stock options.

A reconciliation of weighted-average common shares outstanding to weighted-average common shares outstanding assuming dilution is as follows:

	<b>2008</b>	2007
Average common shares outstanding	<b>3,170,715</b>	3,151,166
Common shares issuable under stock option plans	<b>16,306</b>	8,226
Average common shares outstanding assuming dilution	<b>3,187,021</b>	3,159,392

**13. Related Party Transactions:**

Included in cost of sales are research and development expenses charged by Developments for services performed by its research engineers in the amount of \$112,810 and \$161,610 for the years ended May 31, 2008 and 2007.

Included in selling, general and administrative expenses is royalty expense charged by Developments for the use of patents in the Company's manufacturing operations in the amount of \$119,409 and \$91,740 for the years ended May 31, 2008 and 2007.

Included in interest expense for the years ended May 31, 2008 and 2007, are \$6,186 and \$13,459 charged by Developments at a rate of 8% for non-current liabilities.

Prior to the merger, the Company leased certain office and laboratory facilities to Developments for an annual rental of \$12,000.

**14. Employee Stock Purchase Plan:**

In March 2004, the Company reserved 295,000 shares of common stock for issuance pursuant to a non-qualified employee stock purchase plan. Participation in the employee stock purchase plan is voluntary for all employees of the Company. Purchase of common shares can be made by employee contributions through payroll deductions with a discretionary matching contribution by the Company of a specified percentage of the employees' contributions based on length of employment with the Company. At the end of each calendar quarter, the employer/employee contributions will be applied to the purchase of common shares at fair market value which are then held in the name of the Company as custodian for the employees' shares. These shares are distributed to the employees at the end of each calendar quarter or upon withdrawal from the plan. During the years ended May 31, 2008 and 2007, 2,720 (\$5.12 to \$7.01 price per share) and 2,827 (\$4.93 to \$6.13 price per share) common shares, respectively, were issued to employees. As of May 31, 2008, 243,792 shares were reserved for further issue. The amount of Company matching expense was zero for the years ended May 31, 2008 and 2007.

**15. Stock Option Plans:**

In 2005, the Company adopted a stock option plan which permits the Company to grant both incentive stock options and non-qualified stock options. The incentive stock options qualify for preferential treatment under the Internal Revenue Code. Under this plan, 140,000 shares of common stock have been reserved for grant to key employees and directors of the Company and 92,750 shares have been granted as of May 31, 2008. Under the plan, the option price may not be less than the fair market value of the stock at the time the options are granted. Options vest immediately and expire ten years from the date of grant. Options granted under the Company's previous nonqualified and incentive stock option plans that have not been exercised expire ten years from the date of grant and are exercisable over the period stated in each option.

Using the Black-Scholes option pricing model, the weighted average estimated fair value of each option granted under the plan was \$1.99 during 2008 and \$3.10 during 2007. The pricing model uses the assumptions noted in the following table. Expected volatility is based on the historical volatility of the Company's stock. The risk-free interest rate for periods within the contractual life of the option is based on the U.S. Treasury yield curve in effect at the time of the grant. The expected life of options granted is derived from previous history of stock exercises from the grant date and represents the period of time that options granted are expected to be outstanding. The Company uses historical data to estimate option exercise and employee termination assumptions under the valuation model. The Company has never paid dividends on its common stock and does not anticipate doing so in the foreseeable future.

2008

2007

Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

Risk-free interest rate	<b>4.0%</b>	3.1%
Expected life in years	<b>2.5</b>	2.5
Expected volatility	<b>53%</b>	88%
Expected dividend yield	<b>0%</b>	0%

38

The following is a summary of stock option activity:

	Shares	Weighted -Average Exercise Price	Intrinsic Value
Outstanding -- May 31, 2006	<b>85,250</b>	\$ 4.05	\$ 174,385
Options granted	<b>38,250</b>	\$ 5.78	
Options exercised	-	-	-
Options expired	<b>36,000</b>	\$ 3.11	
Outstanding - May 31, 2007	<b>87,500</b>	\$ 5.20	\$ 59,648
Options granted	<b>40,250</b>	\$ 5.57	
Options exercised	<b>2,250</b>	\$ 5.12	\$ 11,527
Options expired	<b>5,000</b>	\$ 5.89	
Outstanding - May 31, 2008	<b>120,500</b>	\$ 5.30	\$ 165,590

We calculated intrinsic value for those options that had an exercise price lower than the market price of our common shares as of the balance sheet dates. The aggregate intrinsic value of outstanding options as of the end of each fiscal year is calculated as the difference between the exercise price of the underlying options and the market price of our common shares for the options that were in-the money at that date (120,500 at May 31, 2008 and 49,250 at May 31, 2007.) The Company's closing stock price was \$6.67 and \$5.80 as of May 31, 2008 and 2007. As of May 31, 2008, there are 47,250 options available for future grants under the stock option plan. \$11,527 was received from the exercise of share options during the fiscal year ended May 31, 2008.

The following table summarizes information about stock options outstanding at May 31, 2008:

<b>Outstanding and Exercisable</b>			
Range of Exercise Prices	Number of Options	Weighted Average Remaining Years of Contractual Life	Weighted Average Exercise Price
\$2.00-\$3.00	10,000	6.9	\$2.88
\$3.01-\$4.00	8,500	4.6	\$3.16
\$4.01-\$5.00	-	-	-
\$5.01-\$6.00	75,000	8.6	\$5.55
\$6.01-\$7.00	27,000	8.7	\$6.17
\$2.00-\$7.00	120,500	8.2	\$5.30

The following table summarizes information about stock options outstanding at May 31, 2007:

<b>Outstanding and Exercisable</b>			
Range of Exercise Prices	Number of Options	Weighted Average Remaining Years of Contractual Life	Weighted Average Exercise Price
\$2.00-\$3.00	10,000	7.9	\$2.88
\$3.01-\$4.00	9,250	5.9	\$3.15
\$4.01-\$5.00	-	-	-
\$5.01-\$6.00	55,000	9.0	\$5.73
\$6.01-\$7.00	13,250	9.2	\$6.17
\$2.00-\$7.00	87,500	8.6	\$5.20

**16. Preferred Stock:**

The Company has 2,000,000 authorized but unissued shares of preferred stock which may be issued in series. The shares of each series shall have such rights, preferences, and limitations as shall be fixed by the Board of Directors.

**17. Treasury Stock:**

As part of the merger transaction with Developments during the year ended May 31, 2008, the Company received as treasury stock, 228,317 shares of its own common stock that had been owned by Developments prior to the merger.

**18. Retirement Plan:**

The Company maintains a retirement plan for essentially all employees pursuant to Section 401(k) of the Internal Revenue Code. The Company matches a percentage of employee voluntary salary deferrals subject to limitations. The Company may also make discretionary contributions as determined annually by the Company's Board of Directors. The amount expensed under the plan was \$36,637 and \$16,538 for the years ended May 31, 2008 and 2007.

**19. Fair Value of Financial Instruments:**

The carrying amounts of cash and cash equivalents, restricted funds held by trustee, accounts receivable, accounts payable, accrued liabilities, and short-term borrowings approximate fair value because of the short maturity of these instruments.

The carrying amount of long-term debt approximates fair value because the interest rates on these instruments fluctuate with market interest rates or the fixed rates are based on current rates offered to the Company for debt with similar terms and maturities.

39

**20. Cash Flows Information:**

	<b>2008</b>	2007
Interest paid	<b>\$ 150,546</b>	\$ 312,550
Income taxes paid (refunded)	<b>\$1,062,354</b>	\$(139,952)

**21. Business Combination:**

Effective April 1, 2008, the Company acquired the 77% of the outstanding common shares of Developments that it did not already own. Following the merger of the companies, Taylor Devices, Inc. was the surviving company. The results of Developments' operations have been included in the consolidated financial statements since that date.

The merger will allow the complementary operations of both companies, including Developments' patents and other intellectual property and the product development and manufacturing process of Taylor Devices' products to be fully integrated. The merger is expected to result in significant synergies and reduced administrative expenses, especially expenses associated with maintaining each as a separate company.

In the merger, each outstanding share of Developments' common stock has been converted into the right to receive one share of Taylor Devices, Inc. common stock. The aggregate purchase price of \$5,058,191 was calculated by multiplying the total number of Developments' outstanding shares of common stock (987,928) by the average closing bid and ask prices for shares of the Company's common stock on March 31, 2008 (\$5.12). The Company issued 290,361 common shares as a result of the business combination.

We have accounted for the merger using the purchase method in accordance with SFAS No. 141 "*Business Combinations*". As such, we analyzed the fair value of tangible and intangible assets acquired and liabilities assumed and we determined the excess of fair value of net assets acquired over cost. Because the fair value of the acquired assets and liabilities assumed exceeded the acquisition price, the valuation of the long-lived assets acquired was reduced to zero in accordance with SFAS No. 141. Accordingly, no basis was assigned to property, plant and equipment, patents or any other non-current assets, and the remaining excess was recorded as an extraordinary gain, net of deferred income taxes.

The following table summarizes the cost of the merger and the estimated fair values of the assets acquired and liabilities assumed at the date of acquisition.

Acquisition costs:

Shares of the Company's common stock issued to Developments' shareholders	\$5,058,191
---	-------------

## Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

Cancellation of shares of the Company's common stock owned by Developments prior to the merger	(3,571,543)
Conversion to treasury shares of the Company's common stock issued to the Company for each share of Developments' common stock owned by the Company prior to the merger	(1,168,983)
Elimination of the Company's 23% equity investment in Developments prior to merger	457,492
Elimination of intercompany payable from the Company to Developments	(25,264)
Direct costs of the acquisition	185,185
<b>Total acquisition costs</b>	<b>935,078</b>
Fair value of net assets acquired and liabilities assumed:	
Cash	875,959
Equity interest in Tayco Realty, Inc.	412,652
Prepaid expenses	5,064
Accrued expenses	(9,640)
Deferred taxes	57,200
<b>Total fair value of net assets acquired</b>	<b>1,341,235</b>

Extraordinary gain on the merger -- excess of fair value of net assets acquired over cost  
\$ 406,157

The following pro forma information is based on the assumption that the merger took place as of the beginning of each of the following fiscal years and reflects the extraordinary gain of \$406,157, as computed above.

	2008	2007
Net sales	\$18,593,831	\$16,501,400
Income before extraordinary gain	\$ 1,163,910	\$ 673,258
Net income	\$ 1,570,067	\$ 1,079,415
Earnings per share:		
Income before extraordinary gain	\$ 0.37	\$ 0.21
Net income	\$ 0.49	\$ 0.34

## 22. Legal Proceedings:

The State of New York Workers Compensation Board ("Board") commenced a lawsuit against the Company and 264 other entities in May 2008, seeking to recover funds allegedly owed in connection with the Company's participation in the Manufacturing Self-Insurance Trust ("Trust"). The Board claims that the Trust provided workers compensation self-insurance to its participating members, including the Company, from April 22, 1997 to August 31, 2006. The Board further claims that it has assumed control of the Trust, and that the Trust's liabilities exceed its assets by a substantial amount. The Board claims that the Company is jointly and severally liable for that deficit, and has calculated a rough estimate

## Edgar Filing: TAYLOR DEVICES INC - Form 10KSB

of each participating member's current share of the deficit. The Board claims that the Company's share of the deficit exceeds \$79,555, and that the Company could be jointly and severally responsible for further amounts yet to be specified.

The Company denies the Board's claims that the Company owes the amounts sought. The lawsuit was recently commenced, and the Company's investigation into the factual allegations of the lawsuit continues. It appears that the Board is performing additional forensic audits regarding the Trust, in order to more accurately determine the amounts owed by the participating members.

Management intends to vigorously defend the claim and has joined with other participating members in a joint defense against the lawsuit. It is anticipated that the Company, together with other defendants, will conduct an independent forensic audit of the Trust's liabilities and assets. It is also anticipated that the Company will challenge the legal and contractual bases for the Board's claims.

There are no other legal proceedings except for routine litigation incidental to the business.