

INNOVATIVE FOOD HOLDINGS INC  
Form 10-Q  
August 12, 2015

---

---

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

\_\_\_\_\_  
FORM 10-Q  
\_\_\_\_\_

- x Quarterly report pursuant to Section 13 or 15(d) of the Securities and Exchange Act of 1934  
For the quarterly period ended June 30, 2015
- o Transition report pursuant to Section 13 or 15(d) of the Exchange Act  
For the transition period from \_\_\_\_\_ to \_\_\_\_\_.

Commission File Number: 0-9376

INNOVATIVE FOOD HOLDINGS, INC.  
(Exact Name of Registrant as Specified in its Charter)

Florida  
(State or Other Jurisdiction of Incorporation or  
Organization)

20-1167761  
(IRS Employer I.D. No.)

28411 Race Track Rd.  
Bonita Springs, Florida 34135  
(Address of Principal Executive Offices)

(239) 596-0204  
(Registrant's Telephone Number, Including Area Code)

(Former name, former address and former fiscal year, if changed since last report)

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

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

Edgar Filing: INNOVATIVE FOOD HOLDINGS INC - Form 10-Q

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

(Check One):

Large Accelerated filer  Accelerated filer

Non-accelerated filer  Smaller reporting company

(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Regulation 12b-2 of the Exchange Act): YES  NO

State the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date: 23,353,447 shares of common stock issued and 22,652,784 shares of common stock outstanding as of August 7, 2015.

---

Table of Contents

INNOVATIVE FOOD HOLDINGS, INC.  
TABLE OF CONTENTS TO FORM 10-Q

	Page
PART I. FINANCIAL INFORMATION	
Item 1. <u>Condensed Consolidated Financial Statements (unaudited)</u>	3
<u>Condensed Consolidated Balance Sheets</u>	3
<u>Condensed Consolidated Statements of Operations</u>	4
<u>Condensed Consolidated Statements of Cash Flows</u>	5
<u>Notes to the Condensed Consolidated Financial Statements</u>	6
Item 2. <u>Management's Discussion and Analysis of Financial Condition and Results of Operations (including cautionary statement)</u>	23
Item 4. <u>Controls and Procedures</u>	30
PART II. OTHER INFORMATION	
Item 1. <u>Legal Proceedings</u>	31
Item 2. <u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	31
Item 3. <u>Defaults Upon Senior Securities</u>	31
Item 4. <u>Mine Safety Disclosures</u>	31
Item 5. <u>Other Information</u>	31
Item 6. <u>Exhibits</u>	32
<u>Signatures</u>	33

---

Table of Contents

## PART I. FINANCIAL INFORMATION

## ITEM 1 - CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

Innovative Food Holdings, Inc.  
Condensed Consolidated Balance Sheets

	June 30, 2015 (unaudited)	December 31, 2014
<b>ASSETS</b>		
Current assets		
Cash and cash equivalents	\$ 1,797,506	\$ 3,112,526
Accounts receivable net	1,466,690	1,242,970
Inventory	1,204,922	1,195,327
Other current assets	617,342	625,495
Due from related parties	461,241	461,130
Total current assets	5,547,701	6,637,448
Property and equipment, net		
Investment	2,828,833	1,922,044
Intangible assets, net	204,000	204,000
Total assets	\$ 30,415,421	\$ 32,374,041
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities		
Accounts payable and accrued liabilities	\$ 3,917,174	\$ 4,096,700
Deferred revenue	4,153,797	4,792,609
Accrued liabilities - related parties	343,891	1,137,692
Accrued interest	610,203	603,034
Accrued interest - related parties	93,023	78,945
Revolving credit facilities	132,704	360,871
Notes payable, current portion, net of discount	1,113,218	714,811
Notes payable - related parties, current portion	110,500	110,500
Deferred tax liability	1,069,200	1,069,200
Contingent liabilities	570,000	572,500
Total current liabilities	12,113,710	13,536,862
Note payable - long term portion, net of discount		
Notes payable - related parties, long term portion	1,533,899	1,251,745
Total liabilities	2,199,970	2,199,970
Total liabilities		
15,847,579		
16,988,577		
<b>Stockholders' equity</b>		
Common stock, \$0.0001 par value; 500,000,000 shares authorized; 23,353,447 and 21,393,989 shares issued, and 22,652,784 and 20,693,326 shares outstanding at June 30, 2015 and December 31, 2014, respectively		
	2,336	2,140
Additional paid-in capital	29,087,923	25,937,734
Treasury stock, 486,254 shares outstanding at June 30, 2015 and December 31, 2014	(160,099)	(160,099)
Accumulated deficit	(14,361,958)	(10,395,495)

Edgar Filing: INNOVATIVE FOOD HOLDINGS INC - Form 10-Q

Total Innovative Food Holdings, Inc. stockholders' equity	14,568,202	15,384,280
Noncontrolling interest in variable interest entity	(360)	1,184
Total stockholder's equity	14,567,842	15,385,464
Total liabilities and stockholders' equity	\$ 30,415,421	\$ 32,374,041

See notes to these unaudited condensed consolidated financial statements.

Table of Contents

Innovative Food Holdings, Inc.  
Condensed Consolidated Statements of Operations  
(UNAUDITED)

	For the Three Months Ended June 30, 2015	For the Three Months Ended June 30, 2014	For the Six Months Ended June 30, 2015	For the Six Months Ended June 30, 2014
Revenue	\$12,532,501	\$6,449,027	\$23,714,318	\$12,002,493
Cost of goods sold	8,770,802	4,464,276	16,956,107	8,194,131
Gross margin	3,761,699	1,984,751	6,758,211	3,808,362
Selling, general and administrative expenses	5,580,890	1,303,106	10,462,286	2,671,217
Total operating expenses	5,580,890	1,303,106	10,462,286	2,671,217
Operating income	(1,819,191)	681,645	(3,704,075)	1,137,145
Other (income) expense:				
Interest expense, net	132,162	254,504	263,932	541,298
Other (income)	-	-	-	(20,000 )
Total other (income) expense	132,162	254,504	263,932	521,298
Net (loss) income before taxes	\$ (1,951,353)	427,141	(3,968,007)	615,847
Income tax expense	-	-	-	-
Net (loss) income	\$ (1,951,353)	\$427,141	\$ (3,968,007)	\$615,847
Less net income attributable to noncontrolling interest				
in variable interest entities	-	-	(1,544 )	-
Net (loss) income attributable to Innovative Food Holdings, Inc.	\$ (1,951,353)	\$427,141	\$ (3,966,463)	\$615,847
Net (loss) income per share - basic	\$ (0.086)	\$0.055	\$ (0.183)	\$0.081
Net (loss) income per share - diluted	\$ (0.086)	\$ 0.033	\$ (0.183)	\$0.047
Weighted average shares outstanding - basic	22,785,765	7,815,537	21,623,103	7,599,348
Weighted average shares outstanding - diluted	22,785,765	19,566,632	21,623,103	13,164,868

See notes to these unaudited condensed consolidated financial statements.



Table of Contents

Innovative Food Holdings, Inc.  
Condensed Consolidated Statements of Cash Flows  
(UNAUDITED)

	For The Six Months Ended June 30, 2015	For The Six Months Ended June 30, 2014
Cash flows from operating activities:		
Net (loss) income	\$ (3,968,007)	\$ 615,847
Adjustments to reconcile net income (loss) to net cash (used in) provided by operating activities:		
Depreciation and amortization	608,839	133,303
Stock based compensation	2,284,110	72,833
Amortization of discount on notes payable	198,314	492,776
Increase (decrease) in allowance for doubtful accounts	-	(10,595)
Changes in assets and liabilities:		
Accounts receivable, net	(223,720)	(366,516)
Deferred revenue	(638,812)	-
Inventory and other current assets, net	(1,442)	(45,350)
Accounts payable and accrued expenses - related party	(329,927)	(294,616)
Accounts payable and accrued expenses	(172,357)	165,060
Contingent liability	(2,500)	(80,881)
Net cash (used in) provided by operating activities	(2,245,502)	681,861
Cash flows from investing activities:		
Investments in food related companies	-	(54,000)
Cash paid to re-acquire shares issued in acquisition of The Fresh Diet	(3,000,000)	-
Acquisition of property and equipment	(1,094,054)	(3,519)
Net cash (used in) investing activities	(4,094,054)	(57,519)
Cash flows from financing activities:		
Common stock sold for cash	4,288,596	-
Common stock sold for exercise of options and warrants	481,860	-
Purchase of treasury stock for cash	-	(60,000)
Borrowings on revolving credit facilities	1,986,824	-
Payments made on revolving credit facilities	(2,214,991)	-
Borrowing made on debt	980,000	-
Principal payments on debt	(382,560)	(371,812)
Principal payments capital leases	(115,193)	-
Net cash provided by (used in) financing activities	5,024,536	(431,812)
Decrease (increase) in cash and cash equivalents	(1,315,020)	192,530



Edgar Filing: INNOVATIVE FOOD HOLDINGS INC - Form 10-Q

Cash and cash equivalents at beginning of period	3,112,526	2,073,605
Cash and cash equivalents at end of period	\$ 1,797,506	\$ 2,266,135

Supplemental disclosure of cash flow information:

Cash paid during the period for:

Interest	\$ 44,348	\$ 28,912
----------	-----------	-----------

Taxes	\$ -	\$ -
-------	------	------

Non-cash transactions:

Issuance of 804,835 shares of common stock for conversion of notes payable and accrued interest	\$-	\$201,120
---	-----	-----------

Discount on notes payable due to extension of term	\$-	\$745,467
--	-----	-----------

See notes to these unaudited condensed consolidated financial statements.

Table of Contents

INNOVATIVE FOOD HOLDINGS, INC.  
NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
June 30, 2015  
(Unaudited)

1. BASIS OF PRESENTATION

Basis of Presentation

The accompanying unaudited interim condensed consolidated financial statements of Innovative Food Holdings, Inc., and its wholly owned subsidiaries, some of which are non-operating, Artisan Specialty Foods, Inc. (“Artisan”), Food Innovations, Inc. (“Food Innovations” or “FII”), Food New Media Group, Inc. (“FNM”), Organic Food Brokers, Inc. (“OFB”), Gourmet Food Service Group, Inc. (“GFG”), Gourmet Foodservice Warehouse, Inc., Gourmeting, Inc., The Fresh Diet, Inc. (“The Fresh Diet” or “FD”), The Haley Group, Inc. (“Haley”), 4 The Gourmet, Inc. (d/b/a For The Gourmet, Inc.), (“Gourmet” and collectively with IVFH and the other subsidiaries, the “Company” or “IVFH”) have been prepared pursuant to the rules and regulations of the Securities and Exchange Commission. All material intercompany transactions have been eliminated upon consolidation of these entities.

The accompanying unaudited interim condensed consolidated financial statements have been prepared by the Company, in accordance with generally accepted accounting principles pursuant to Regulation S-X of the Securities and Exchange Commission and with the instructions to Form 10-Q. Certain information and footnote disclosures normally included in audited consolidated financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted. Accordingly, these interim financial statements should be read in conjunction with the Company’s audited financial statements and related notes as contained in Form 10-K for the year ended December 31, 2014. In the opinion of management, the interim unaudited condensed consolidated financial statements reflect all adjustments, including normal recurring adjustments, necessary for fair presentation of the interim periods presented. The results of the operations for the three and six months ended June 30, 2015 are not necessarily indicative of the results of operations to be expected for the full year. The results of The Fresh Diet have been included since its acquisition on August 15, 2014.

Consolidation of Variable Interest Entity

The Company consolidates the financial statements of a variable interest entity (“VIE”) in which it is the primary beneficiary. In determining whether the Company is the primary beneficiary of a variable interest entity, consideration is given to a number of factors, including the ability to direct the activities that most significantly affect the entity’s economic success as well as the Company’s exposure to absorb the losses and obligations of such entities. Late Night Express Courier Service, Inc., an independent company providing delivery services to The Fresh Diet customers, was determined to be a VIE that was required to be consolidated under Accounting Standards Codification (“ASC”) 810, Consolidation, as set forth by the Financial Accounting Standards Board (“FASB”) and accordingly, was included in the accompanying unaudited condensed consolidated financial statements as of and for the period ended June 30, 2015. All material inter-company transactions and balances of the Company’s wholly owned subsidiaries and VIE have been eliminated in consolidation.

2. NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

Business Activity

Our business is currently conducted by our wholly-owned subsidiaries, Artisan, Food Innovations, FNM, OFB, GFG, Gourmet Foodservice Warehouse, Inc., Gourmeting, Inc., The Fresh Diet, Haley, and Gourmet. Since its

incorporation, the Company primarily through FII's relationship with US Food, Inc. ("U.S. Foods" or "USF"), has been in the business of providing premium restaurants, within 24 – 72 hours, with the freshest origin-specific perishables, specialty food products, and healthcare products shipped directly from our network of vendors and from our warehouses. Our customers include restaurants, hotels, country clubs, national chain accounts, casinos, hospitals and catering houses. Gourmet has been in the business of providing consumers with gourmet food products shipped directly from our network of vendors and from our warehouses within 24 – 72 hours. GFG is focused on expanding the Company's program offerings to additional customers. In our business model, we receive orders from our customers and then work closely with our suppliers and our warehouse facilities to have the orders fulfilled. In order to maintain freshness and quality, we carefully select our suppliers based upon, among other factors, their quality, uniqueness, reliability and access to overnight courier services.

## Table of Contents

The Fresh Diet is the nationwide leader in freshly prepared health and wellness gourmet specialty meals, using the finest ingredients, delivered directly to consumers using The Fresh Diet® platform. The Fresh Diet's platform includes a company managed or owned preparation and logistics infrastructure, including a comprehensive company managed network of same day and next day last mile food delivery capabilities. Artisan is a supplier of over 1,500 niche gourmet products to over 500 customers in the Greater Chicago area. Haley provides consulting services and other solutions to its clients in the food industry. Haley is a dedicated foodservice consulting and advisory firm that works closely with companies to access private label and manufacturers' label food service opportunities with the intent of helping them launch and commercialize new products in the broadline foodservice industry and get products distributed via national broadline food distributors. OFB is a dedicated foodservice consulting and advisory firm that works closely with companies to access private label and manufacturers' label food service opportunities with the intent of helping them launch and commercialize new products in the retail foodservice industry and provides emerging food brands distribution and shelf placement access in all of the major metro markets in the food retail industry.

## Use of Estimates

The preparation of these financial statements requires us to make estimates and judgments that affect the reported amounts of assets, liabilities, revenues and expenses, and related disclosure of contingent assets and liabilities. These estimates include certain assumptions related to doubtful accounts receivable, stock-based services, valuation of financial instruments, and income taxes. On an on-going basis, we evaluate these estimates, including those related to revenue recognition and concentration of credit risk. We base our estimates on historical experience and on various other assumptions that are believed to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Accounts subject to estimate and judgements are accounts receivable reserves, income taxes, intangible assets, contingent liabilities, and equity based instruments. Actual results may differ from these estimates under different assumptions or conditions. We believe our estimates have not been materially inaccurate in past years, and our assumptions are not likely to change in the foreseeable future.

## Principles of Consolidation

The accompanying consolidated financial statements include the accounts of Innovative Food Holdings, Inc., and its wholly owned operating subsidiaries, Artisan, Food Innovations, FNM, OFB, GFG, Gourmet Foodservice Warehouse, Inc., Gourmeting, Inc., The Fresh Diet, Haley, and Gourmet. All material intercompany transactions have been eliminated upon consolidation of these entities.

The Company consolidates the financial statements of a variable interest entity ("VIE") in which it is the primary beneficiary. In determining whether the Company is the primary beneficiary of a variable interest entity, consideration is given to a number of factors, including the ability to direct the activities that most significantly affect the entity's economic success as well as the Company's exposure to absorb the losses and obligations of such entities. Late Night Express Courier Service, Inc., an independent company providing delivery services to The Fresh Diet customers, was determined to be a VIE that was required to be consolidated under Accounting Standards Codification ("ASC") 810, Consolidation, as set forth by the Financial Accounting Standards Board ("FASB") and accordingly, was included in the accompanying consolidated financial statements for the year ended December 31, 2014. All material inter-company transactions and balances of the Company's wholly owned subsidiaries and VIE have been eliminated in consolidation.

## Revenue Recognition

The Company recognizes revenue upon product delivery. All of our products are shipped either same day or overnight or through longer shipping terms to the customer and the customer takes title to product and assumes risk and

ownership of the product when it is delivered. Shipping charges to customers and sales taxes collectible from customers, if any, are included in revenues.

For revenue from product sales, the Company recognizes revenue in accordance with Financial Accounting Standards Board "FASB" Accounting Standards Codification "ASC" 605-15-05. ASC 605-15-05 requires that four basic criteria must be met before revenue can be recognized: (1) persuasive evidence of an arrangement exists; (2) delivery has occurred; (3) the selling price is fixed and determinable; and (4) collectability is reasonably assured. Determination of criteria (3) and (4) are based on management's judgments regarding the fixed nature of the selling prices of the products delivered and the collectability of those amounts. Provisions for discounts and rebates to customers, estimated returns and allowances, and other adjustments are provided for in the same period the related sales are recorded. The Company defers any revenue for which the product has not been delivered or is subject to refund until such time that the Company and the customer jointly determine that the product has been delivered or no refund will be required.

Revenue from the sale of meals is recognized when the earnings process is complete, which is upon the delivery of the product to the Company's customers. Meal programs are sold weekly, bi-weekly and monthly. Meal programs are non-returnable and non-refundable if not cancelled within 3 days of initial delivery. Refunds of cancelled meal plans are recorded at the time of cancellation.

## Table of Contents

Deferred revenue consists of cash received for meals that have not yet been delivered to the customer.

### Cost of Goods Sold

We have included in cost of goods sold all costs which are directly related to the generation of revenue. These costs include primarily the cost of food and raw materials, plus kitchen expenses including payroll, contract labor, kitchen related depreciation, operating expenses, and rent; preparation, product conversion, packing and handling, shipping and delivery costs including delivery payroll.

### Deferred Revenue

Deferred revenue consists of cash received for meals that have not yet been delivered to the customer.

### Advertising Costs

The Company's policy is to report advertising costs as expenses in the periods in which the costs are incurred. The total amounts charged to advertising expense were approximately \$304,823 and \$3,237, respectively, for the three months ended June 30, 2015 and 2014. The total amounts charged to advertising expense were approximately \$799,475 and \$15,051, respectively, for the six months ended June 30, 2015 and 2014.

### Basic and Diluted Earnings Per Share

Basic net earnings per share is based on the weighted average number of shares outstanding during the period, while fully-diluted net earnings per share is based on the weighted average number of shares of common stock and potentially dilutive securities assumed to be outstanding during the period using the treasury stock method. Potentially dilutive securities consist of options and warrants to purchase common stock, and convertible debt. Basic and diluted net loss per share is computed based on the weighted average number of shares of common stock outstanding during the period.

The Company uses the treasury stock method to calculate the impact of outstanding stock options and warrants. Stock options and warrants for which the exercise price exceeds the average market price over the period have an anti-dilutive effect on earnings per common share and, accordingly, are excluded from the calculation.

### Dilutive shares at June 30, 2015:

At June 30, 2015, the Company had outstanding convertible notes payable in the aggregate principal amount of \$758,065 with accrued interest of \$662,653 convertible at the rate of \$0.25 per share into an aggregate of 5,682,872 shares of common stock, and a convertible note payable in the amount of \$200,000 convertible at the rate of \$1.54 per share into 129,871 shares of common stock.

Also at June 30, 2015, the Company had outstanding warrants for holders to purchase the following additional shares: 2,828,405 shares at a price of \$0.575 per share; 448,011 shares at a price of \$0.55 per share; 94,783 shares at a price of \$0.25 per share; and 700,000 shares at a price of \$0.01 per share.

Also at June 30, 2015, the Company had outstanding options for holders to purchase the following additional shares: 30,000 shares at a price of \$3.40 per share; 20,000 shares at a price of \$2.40 per share; 500,000 shares at a price of \$2.00 per share; 15,000 shares at a price of \$1.90 per share; 310,000 shares at a price of \$1.60 per share; 15,000 shares at a price of \$1.50 per share; 100,000 shares at a price of \$1.46 per share; 15,000 shares at a price of \$1.44 per share; 75,000 shares at a price of \$1.31 per share; 225,000 shares at a price of \$0.57 per share; 92,500 shares at a price

Edgar Filing: INNOVATIVE FOOD HOLDINGS INC - Form 10-Q

of \$0.48 per share; 92,500 shares at a price of \$0.474 per share; 92,500 shares at a price of \$0.45 per share; 275,000 shares at a price of \$0.40 per share; 92,500 shares at a price of \$0.38 per share; and 1,170,000 shares at a price of \$0.35 per share.

8

---

Table of Contents

Also at June 30, 2015, the Company has issued restricted stock units (“RSUs”) for the potential issuance of shares of the Company’s common stock for the purpose of aligning executives and employees of the Company and for the purpose of compensation for serving as members of the Board of Directors of the Company and for the purposes of retaining qualified personnel at compensation levels that otherwise would not be available should the company have been required to pay certain salaries in cash only. Certain of the RSUs were issued to employees of The Fresh Diet (“Employee RSUs”) and certain RSUs were issued to the executive officers of the Company (“Executive RSUs”) and certain RSUs were issued to members of the board of directors of the Company (“Board RSUs”). With respect to the Executive RSUs, the Company’s executive officers were awarded an aggregate number of RSUs which vest according to the following schedule, provided the performance conditions are met: 322,466 RSU’s vest on January 1, 2015, 390,000 RSUs vest on July 1, 2015 and 300,000 RSU’s vest on December 31, 2015; 75,000 RSU’s vest on May 1, 2016, 90,000 RSU’s vest on July 1, 2016 and 600,000 RSUs vest on December 31, 2016 and 890,000 RSUs vest on July 1, 2017 and 300,000 RSU’s vest solely upon the achievement of performance goals and the continued employment with the Company. The members of the Company’s Board of Directors were awarded the aggregate number of RSU’s which vest according to the following schedule: 270,000 RSU’s vest on July 1, 2015; 270,000 RSU’s vest on July 1, 2016; and 270,000 RSU’s vest on July 1, 2017.

The Employee RSUs issued to certain nonexecutive employees of the Company were issued either partially in lieu of salary, future bonuses or a combination of both bonus and salary. The Employee RSUs vest according to the following schedule: On July 1, 2015 600,000 will vest and on December 31, 2015 an additional 600,000 shares will vest. On December 31, 2016 an additional 1.2 million shares will vest and an additional 1.6 million shares will vest on July 1, 2017. Vesting is contingent on being an employee of the Company at the time of vesting. In addition, there are restrictions on the sale of such vested stock including aggregate volume restrictions and no Employee RSU shares can be sold below \$2.50 per share. In addition, up to an additional 25,000 shares will vest on a monthly basis. Vesting is contingent on employment by the Company at the time of vesting, and the Company stock price closing above \$2.50 per share for 20 straight days. In addition, there are restrictions on the sale of such vested stock including aggregate volume restrictions and no shares can be sold below \$2.50 per share.

The Company estimated that the stock-price goals of the Company’s stock price closing above \$2.50 per share for 20 straight days have a 90% likelihood of achievement, and these RSUs were valued at 90% of their face value. The Company estimated that the revenue targets had a 100% likelihood of achievement, and these RSUs were valued at 100% of their face value. We recognized stock-based compensation expense of in a straight-line manner over the vesting period of the RSUs. This resulted in stock-based compensation expense of \$690,397 and \$2,159,050, respectively, related to recognition of RSUs during the three and six months ended June 30, 2015.

Fully-diluted earnings per share was the same as basic earnings per share for the three and six months ended June 30, 2015 because the effect of the exercise of above instruments would be anti-dilutive.

Dilutive shares at June 30, 2014:

For the three months ended June 30, 2014, the Company excluded from the calculation of fully-diluted earnings per share options to purchase 310,000 shares of common stock at an exercise price of \$1.60 per share.

For the six months ended June 30, 2014, the Company excluded from the calculation of fully-diluted earnings per share options to purchase 310,000 shares of common stock at an exercise price of \$1.60 per share. The Company also excluded 5,728,948 shares issuable upon the conversion of notes payable at an exercise price of \$0.25 per share.

Diluted earnings per share was computed as follows for the three months ended June 30, 2014:



Edgar Filing: INNOVATIVE FOOD HOLDINGS INC - Form 10-Q

	Income (Numerator)	Shares (Denominator)	Per-Share Amount
Basic earnings per share	\$ 427,141	7,815,537	\$ 0.055
Effect of Dilutive Securities:			
Exercise of in-the-money warrants		3,970,335	
Exercise of in-the-money options		1,688,876	
Conversion of notes payable and accrued interest	220,637	5,728,948	
Shares accrued, not yet issued		362,936	
Diluted earnings per share	\$ 647,778	19,566,632	\$ 0.033

Table of Contents

Diluted earnings per share was computed as follows for the six months ended June 30, 2014:

	Income (Numerator)	Shares (Denominator)	Per-Share Amount
Basic earnings per share	\$ 615,847	7,599,348	\$ 0.081
Effect of Dilutive Securities:			
Exercise of in-the-money warrants		3,634,221	
Exercise of in-the-money options		1,568,363	
Shares accrued, not yet issued		362,936	
Diluted earnings per share	\$ 615,847	13,164,868	\$ 0.047

## Significant Recent Accounting Pronouncements

In April 2015, the FASB issued ASU 2015-03, “Simplifying the Presentation of Debt Issuance Costs” (“this Update”) as part of its initiative to reduce complexity in accounting standards (the Simplification Initiative). The Board received feedback that having different balance sheet presentation requirements for debt issuance costs and debt discount and premium creates unnecessary complexity. Recognizing debt issuance costs as a deferred charge (that is, an asset) also is different from the guidance in International Financial Reporting Standards (IFRS), which requires that transaction costs be deducted from the carrying value of the financial liability and not recorded as separate assets. Additionally, the requirement to recognize debt issuance costs as deferred charges conflicts with the guidance in FASB Concepts Statement No. 6, Elements of Financial Statements, which states that debt issuance costs are similar to debt discounts and in effect reduce the proceeds of borrowing, thereby increasing the effective interest rate. Concepts Statement 6 further states that debt issuance costs cannot be an asset because they provide no future economic benefit. To simplify presentation of debt issuance costs, the amendments in this Update require that debt issuance costs related to a recognized debt liability be presented in the balance sheet as a direct deduction from the carrying amount of that debt liability, consistent with debt discounts. The recognition and measurement guidance for debt issuance costs are not affected by the amendments in this Update. For public business entities, the amendments in this Update are effective for financial statements issued for fiscal years beginning after December 15, 2015, and interim periods within those fiscal years. For all other entities, the amendments in this Update are effective for financial statements issued for fiscal years beginning after December 15, 2015, and interim periods within fiscal years beginning after December 15, 2016. The Company is currently evaluating the effects of adopting this ASU, if it is deemed to be applicable.

Management does not believe that any other recently issued, but not yet effective, accounting standards if currently adopted would have a material effect on the accompanying unaudited condensed consolidated financial statements.

## 3. ACQUISITIONS

## The Fresh Diet

The Fresh Diet Merger on August 15, 2014 was accounted for as an acquisition of an ongoing business in accordance with ASC Topic 805 - Business Combinations (“ASC 805”), where the Company was treated as the acquirer and the acquired assets and assumed liabilities were recorded by the Company at their preliminary estimated fair values. The total purchase price of the assets acquired and assumed liabilities included; cash, inventory, accounts receivable, fixed assets, deposits and trade names and, accounts payable and notes payable.

Edgar Filing: INNOVATIVE FOOD HOLDINGS INC - Form 10-Q

The acquisition date estimated fair value of the consideration transferred totaled \$12,645,912, which consisted of the following:

Cash	\$ 3,000,000
Common Stock – 6,889,937 shares	9,645,912
Total purchase price	\$ 12,645,912
Tangible assets acquired	\$ 2,567,223
Liabilities assumed	11,035,724
Net tangible assets	(8,468,501)
Customer relationships	2,700,000
Tradenames	1,800,000
Goodwill	16,614,413
Total purchase price	\$ 12,645,912

Table of Contents

The above estimated fair value of the intangible assets is based on a preliminary purchase price allocation prepared by management with the assistance of a third party valuation expert. As a result, during the preliminary purchase price allocation period, which may be up to one year from the business combination date, we may record adjustments to the assets acquired and liabilities assumed, with the corresponding offset to goodwill. After the preliminary purchase price allocation period, we record adjustments to assets acquired or liabilities assumed subsequent to the purchase price allocation period in our operating results in the period in which the adjustments were determined.

During the six months ended June 30 2015, the Company paid the amount of \$3,000,000 in cash to certain former shareholders of The Fresh Diet, and cancelled 3,110,063 shares of common stock with a value of \$4,354,088; these shares were originally intended to be issued in the acquisition of The Fresh Diet. This resulted in a decrease in the value of The Fresh Diet acquisition in the net amount of \$1,354,088; this amount was credited to goodwill during the six months ended June 30, 2015; see Note 9.

## Pro forma results

The following table sets forth the unaudited pro forma results of the Company as if the acquisition of FD had taken place on the first day of the June 30, 2014 three and six months period presented. These combined results are not necessarily indicative of the results that may have been achieved had the companies always been combined.

	Three months ended June 30, 2014
Total revenues	\$ 11,835,304
Net income	135,322
Basic net income per common share	\$ 0.009
Diluted net income per common share	\$ 0.005
Weighted average shares - basic	14,705,474
Weighted average shares - diluted	26,456,569
	Six months ended June 30, 2014
Total revenues	\$ 23,514,559
Net income	880,974
Basic net income per common share	\$ 0.061
Diluted net income per common share	\$ 0.044
Weighted average shares - basic	14,489,285
Weighted average shares - diluted	20,054,805

## Organic Food Brokers

Pursuant to a purchase agreement, effective June 30, 2014, the Company purchased 100% of the membership interest of Organic Food Brokers, LLC, a Colorado limited liability company. OFB is a dedicated foodservice consulting and advisory firm that works closely with companies to access private label and manufacturers' label food service opportunities with the intent of helping them launch and commercialize new products in the retail foodservice industry and provides emerging food brands distribution and shelf placement access in the major metro markets in the food retail industry.

The purchase price consisted of (i) One Hundred Thousand (\$100,000) Dollars in cash, (ii) a Convertible Promissory Note in the face amount of Two Hundred Thousand (\$200,000) Dollars, and (iii) stock options issued by the Company to acquire one hundred thousand (100,000) shares of its common stock over the four year period following the closing date at an exercise price per share of \$1.46. The Note is secured by the Company's grant of a second priority secured interest in the assets of OFB. In addition, the company is contingently liable for certain performance-based payments over the twenty-four months following the acquisition date. The Company believes it is likely that these payments will be made, and accordingly has recorded the entire amount of \$225,000 as a contingent liability on its balance sheet at acquisition. During the three and six months ended June 30, 2015, payments in the aggregate amount of \$26,250 and \$52,500 have been made under this contingent liability; at June 30, 2015, the balance of the contingent liability was \$120,000. The entire cost of the acquisition was \$596,349, which was allocated to customer list, an intangible asset with a useful life of 60 months. \$29,817 and \$59,634 of this amount was amortized during the three and six months ended June 30, 2015.

Table of Contents

## 4. ACCOUNTS RECEIVABLE

At June 30, 2015 and December 31, 2014, accounts receivable consists of:

	June 30, 2015	December 31, 2014
Accounts receivable from customers	\$ 1,503,130	\$ 1,272,470
Allowance for doubtful accounts	(36,440)	(29,500)
Accounts receivable, net	\$ 1,466,690	\$ 1,242,970

## 5. INVENTORY

Inventory consists primarily of specialty food products and operating materials and supplies, principally food trays and bags that are used to package and deliver meals to customers. At June 30, 2015 and December 31, 2014, inventory consisted of the following:

	June 30, 2015	December 31, 2014
Specialty food products	\$ 947,924	\$ 1,034,786
Operating materials and supplies	256,998	160,541
Total	\$ 1,204,922	\$ 1,195,327

## 6. OTHER CURRENT ASSETS

At June 30, 2015 and December 31, 2014, Other Current Assets consist of the following:

	June 30, 2015	December 31, 2014
Prepaid expenses	\$ 416,225	\$ 481,519
Security deposits	153,953	143,976
Note receivable	35,000	-
Employee advances	12,164	-
Total	\$ 617,342	\$ 625,495

## 7. PROPERTY AND EQUIPMENT

The Company owns a building and property located at 28411 Race Track Road, Bonita Springs, Florida 34135 and with respect thereto has entered into each of a Loan Agreement, Mortgage, Security Agreement and Note with Fifth Third Bank, each with an effective date of February 26, 2013. The property consists of approximately 1.1 acres of land and approximately 10,000 square feet of combined office and warehouse space, and was purchased as part of a bank short sale. The Company moved its operations to these premises on July 15, 2013. The purchase price of the property was \$792,758 and was financed in part by a five year mortgage in the amount of \$546,000 carrying an annual interest rate of 3% above LIBOR Rate, as such term is defined in the Note.

On May 14, 2015, the Company purchased a building and property located at 2528 S. 27th Avenue, Broadview, Illinois 60155. The property consists of approximately 1.33 acres of land and approximately 28,711 square feet of combined office and warehouse space. The purchase price of \$914,350 was initially financed primarily by a draw-down of \$900,000 on the Company's credit facility with Fifth Third Bank. On May 29, 2015, a permanent financing facility was provided by Fifth Third Bank in the form of a loan in the amount of \$980,000. \$900,000 of this

amount was used to pay the balance of the credit facility; the additional \$80,000 will be used for refrigeration and other up-fit expenses at the property. The interest on the loan will be at the LIBOR rate plus 3.0%. The building will be used for office and warehouse space for the Company's Artisan subsidiary.

A summary of property and equipment at June 30, 2015 and December 31, 2014, was as follows:

	June 30, 2015	December 31, 2014
Land	\$ 385,523	\$ 177,383
Building	1,326,165	619,955
Computer and Office Equipment	524,207	502,277
Warehouse Equipment	7,733	7,733
Furniture, Fixtures, and Leasehold Improvements	505,997	373,360
Kitchen Equipment	454,987	429,850
Vehicles	503,309	503,309
Total before accumulated depreciation	3,707,921	2,613,867
Less: accumulated depreciation	(879,088)	(691,823)
Total	\$ 2,828,833	\$ 1,922,044

Table of Contents

Depreciation and amortization expense for property and equipment amounted to \$102,309 and \$19,759 for the three months ended June 30, 2015 and 2014, respectively. Depreciation and amortization expense for property and equipment amounted to \$187,265 and \$41,363 for the six months ended June 30, 2015 and 2014, respectively.

## 8. INVESTMENTS

The Company has made investments in certain early stage food related companies which can benefit from various synergies within the Company's various operating businesses. As of June 30, 2015 and December 31, 2014, the Company had made investments in three such companies in the aggregate amount of \$204,000. These investments are carried at cost. The Company does not have significant influence over the operations of the investment companies.

## 9. INTANGIBLE ASSETS

The Company acquired certain intangible assets pursuant to the acquisition of The Fresh Diet, Artisan and OFB, and the acquisition of certain assets of The Haley Group, LLC (see note 3). The following is the net book value of these assets:

		June 30, 2015	
	Gross	Accumulated Amortization	Net
Trade Name	\$ 2,121,271	\$ -	\$ 2,121,271
Non-Compete Agreement	244,000	(183,000)	61,000
Customer Relationships	3,830,994	(943,791)	2,887,203
Goodwill	16,765,413	-	16,765,413
Total	\$ 22,961,678	\$ (1,126,791)	\$ 21,834,887

		December 31, 2014	
	Gross	Accumulated Amortization	Net
Trade Name	\$ 2,121,271	\$ -	\$ 2,121,271
Non-Compete Agreement	244,000	(152,500)	91,500
Customer Relationships	3,830,994	(552,717)	3,278,277
Goodwill	18,119,501	-	18,119,501
Total	\$ 24,315,766	\$ (705,217)	\$ 23,610,549

Total amortization expense charged to operations for the three months ended June 30, 2015 and 2014 was \$210,785 and \$45,970, respectively. Total amortization expense charged to operations for the six months ended June 30, 2015 and 2014 was \$421,574 and \$91,940, respectively.

The trade names are not considered finite-lived assets, and are not being amortized. The non-compete agreements are being amortized over a period of 48 months. The customer relationships acquired in the Artisan, Haley, OFB and The Fresh Diet transactions are being amortized over periods of 60, 36, 60 and 60 months, respectively.

During the six months ended June 30, 2015, the Company paid the amount of \$3,000,000 in cash to certain former shareholders of The Fresh Diet, and cancelled 3,110,063 shares of common stock with a value of \$4,354,088; these shares were originally intended to be issued in the acquisition of The Fresh Diet. This resulted in a decrease in the value of The Fresh Diet acquisition in the net amount of \$1,354,088; this amount was credited to goodwill during the six months ended June 30, 2015.



As detailed in ASC 350, the Company tests for goodwill impairment in the fourth quarter of each year and whenever events or changes in circumstances indicate that the carrying amount of the asset exceeds its fair value and may not be recoverable. As detailed in ASC 350-20-35-3A, in performing its testing for goodwill impairment, management has completed a qualitative analysis to determine whether it was more likely than not that the fair value of a reporting unit is less than its carrying amount, including goodwill. To complete this review, management followed the steps in ASC 350-20-35-3C to evaluate the fair value of goodwill and considered all known events and circumstances that might trigger an impairment of goodwill. The analysis completed in 2014 determined that there was no impairment to goodwill assets.

Table of Contents

## 10. ACCOUNTS PAYABLE AND ACCRUED LIABILITIES

Accounts payable and accrued liabilities at June 30, 2015 and December 31, 2014 are as follows:

	June 30, 2015	December 31, 2014
Trade payables	\$ 3,288,501	\$ 3,853,374
Accrued payroll and commissions	628,673	243,326
Total accounts payable and accrued liabilities - non-related parties	\$ 3,917,174	\$ 4,096,700

At June 30, 2015 and December 31, 2014, accrued liabilities to related parties consisted of accrued payroll, accrued bonus, and payroll related benefits.

## 11. ACCRUED INTEREST

Accrued interest on the Company's convertible notes payable is convertible at the option of the note holders into the Company's common stock a price of \$0.25 per share. At June 30, 2015, convertible accrued interest was \$664,353 (including \$54,150 to a related party), of which \$662,353 is convertible into 2,649,412 shares of common stock. An additional \$2,000 of accrued interest is not convertible into common stock. During the three and six months ended June 30, 2015, the Company paid cash for interest in the aggregate amount of \$22,303 and \$44,348, respectively.

At December 31, 2014, convertible accrued interest was \$681,979 (including \$54,150 to a related party), of which \$656,184 is convertible into 2,623,724 shares of common stock. An additional \$1,000 of accrued interest is not convertible into common stock. During the twelve months ended December 31, 2014, the Company paid cash for interest in the aggregate amount of \$47,820, and converted an additional \$90,984 of accrued interest into an aggregate of 363,936 shares of common stock.

## 12. REVOLVING CREDIT FACILITIES

	June 30, 2015	December 31, 2014
Business loan of \$500,000 from a credit card merchant, with a loan fee of 0.5% and repayment rate of 100% of the sum of charge volume during the loan period, maturing no later than April 19, 2015, renewable annually unless terminated, and secured by the assets of The Fresh Diet. During the six months ended June 30, 2015, net borrowings of principal in the amount of \$132,704 were made on this loan.	\$ 132,704	\$ 125,159
Business loan of \$1,000,000 from a credit card merchant, with a loan fee of 20% and repayment rate of 12% of the sum of charge volume until all amounts have been paid, and guaranteed by certain shareholders of the Company who were former shareholders of FD. During the six months ended June 30, 2015, net payments of principal in the amount of \$235,712 were made on this loan.	-	235,712
<b>Total</b>	<b>\$ 132,704</b>	<b>\$ 360,871</b>

## 13. NOTES PAYABLE AND NOTES PAYABLE TO RELATED PARTIES

	June 30, 2015	December 31, 2014
Secured mortgage note payable for the acquisition of land and building in Bonita Springs, Florida in the amount of \$546,000. Principal payments of \$4,550 and interest at the rate of Libor plus 3% are due monthly. The balance of the principal amount will be due February 28, 2018. During the three months ended June 30, 2015, the Company made payments of principal and interest in the amounts of \$13,650 and \$3,502, respectively. During the six months ended June 30, 2015, the Company made payments of principal and interest in the amounts of \$27,300 and \$7,038, respectively.	\$ 418,600	\$ 445,900
Term loan from Fifth Third Bank in the original amount of \$1,000,000; \$660,439 of this amount was used to pay a note payable; \$339,561 was used for working capital. This loan is secured by first priority perfected security interest in all personal property of the Company, bears interest at the rate of Libor plus 4.75%, with monthly principal payments of \$55,556 plus accrued interest. The note was due May 26, 2015. During the three months ended June 30, 2015, the Company made payments of principal and interest in the amounts of \$111,111 and \$710, respectively. During the six months ended June 30, 2015, the Company made payments of principal and interest in the amounts of \$277,778 and \$3,511, respectively.	-	277,778
Secured mortgage note payable for the acquisition of land and building in Broadview, Illinois in the amount of \$980,000. Payments of \$8,167 including principal and interest at the rate of LIBOR plus 3% are due monthly. The principal balance in the amount of \$490,000 will be due May 29, 2020. During the three and six months ended June 30, 2015, the Company made payments of principal and interest in the amounts of \$8,167 and \$2,531, respectively.	971,833	-
Line of credit facility with Fifth Third Bank in the amount of \$1,000,000. During the three months ended June 30, 2015, the Company borrowed and repaid the amount of \$900,000 from this facility. During the three and six months ended June 30, 2015, the Company paid interest in the amount \$1,925.	-	-

Table of Contents

	June 30, 2015	December 31, 2014
A total of 17 convertible notes payable (the "Convertible Notes Payable"). Certain of the Convertible Notes Payable contain cross default provisions, and are secured by subordinated interest in a majority of the Company's assets. The Convertible Notes Payable bear interest at the rate of 1.9% per annum; principal and accrued interest are convertible into common stock of the Company at a conversion price of \$0.25 per share; however, the interest may be paid in cash by the Company and certain limited amounts of principle may also be prepaid in cash. Effective May 13, 2014, the due date of these notes was extended from May 15, 2014 to December 31, 2015, and in March 2015 the notes were further extended to January 1, 2016. A discount to the notes in the aggregate amount of \$732,565 was recorded to recognize the value of the beneficial conversion feature embedded in the extension of the term of the notes. During the three months ended June 30, 2015, \$99,157 of this discount was charged to operations. During the six months ended June 30, 2015, \$198,314 of this discount was charged to operations. During the three months ended June 30, 2015, the Company accrued interest in the amount of \$3,101 on these notes. During the six months ended June 30, 2015, the Company accrued interest in the amount of \$6,169 on these notes.	\$ 647,565	\$ 647,565
Secured vehicle leases payable at an effective interest rate of 9.96% for purchase of truck, payable in monthly installments (including principal and interest) of \$614 through January 2015. During the six months ended June 30, 2015, the Company made payments in the aggregate amount of \$614 on this lease, consisting of \$609 of principal and \$5 of interest. The lease was paid on full in January, 2015.	-	609
Twenty-nine convertible notes payable in the amount of \$4,500 each to Sam Klepfish, the Company's CEO and a related party, dated the first of the month beginning on November 1, 2006, issued pursuant to the Company's then employment agreement with Mr. Klepfish, which provided that the amount of \$4,500 in salary is accrued each month to a note payable. These notes are unsecured and may not be prepaid without Mr. Klepfish's consent. These notes bear interest at the rate of 8% per annum and have no due date. As of July 1, 2014, the notes bear an interest rate of 1.9% and as of November 17, 2014 the interest rate was reduced to 0%. These notes and accrued interest are convertible into common stock of the Company at a conversion price of \$0.25 per share. During the three months ended June 30, 2015, the Company accrued interest in the amount of \$0 on these notes. During the six months ended June 30, 2015, the Company accrued interest in the amount of \$0 on these notes.	110,500	110,500
Promissory note in the amount of \$200,000 bearing interest at the rate of 1% per annum. Principal in the amount of \$100,000 is due June 30, 2015; this payment was made in July 2015 within the 5 day grace period stipulated in the note agreement. Principal in the amount of \$100,000 is due June 30, 2016. The note is convertible into shares of the Company's common stock at the conversion price of \$1.54 per share. During the three months ended June 30, 2015, the Company accrued interest in the amount of \$500 on this note. During the six months ended June 30, 2015, the Company accrued interest in the amount of \$1,000 on this note.	200,000	200,000

Four notes payable to shareholders in the aggregate amount of \$1,500,000. These notes are unsecured, currently bear no interest, and mature on August 15, 2017. In the event the notes are not paid when due, amounts not paid under the notes shall bear interest at a rate of 21% per annum until paid in full.	1,500,000	1,500,000
Two notes payable to shareholders in the aggregate amount of \$699,970. These notes are unsecured, and bear interest at the rate of 4% per annum. These notes are due on August 17, 2017. In the event the notes are not paid when due, amounts not paid under the notes shall bear interest at a rate of 21% per annum until paid in full. During the three months ended June 30, 2015, the Company accrued interest in the amount of \$7,078 on these notes. During the six months ended June 30, 2015, the Company accrued interest in the amount of \$14,078 on these notes.	699,970	699,970
Note payable in monthly installments, including interest at the rate of 2% over prime (5.25% as of June 30, 2015), due October 1, 2019, and secured by all assets of The Fresh Diet, the life insurance policies maintained on two of the shareholders of the Company, and personally guaranteed by these shareholders. During the three months ended June 30, 2015, principal payments in the aggregate amount of \$5,622 were made on this note, and interest expense in the amount of \$1,541 was recorded. During the six months ended June 30, 2015, principal payments in the aggregate amount of \$11,204 were made on this note, and interest expense in the amount of \$3,122 was recorded.	112,722	123,926

Table of Contents

	June 30, 2015	December 31, 2014
The Company has a \$75,000 line of credit which bears monthly interest at the variable interest rate of 2% over prime rate. The line of credit is overdue. The line of credit is secured by all corporate assets of The Fresh Diet and by a condominium owned by one of the former shareholders of The Fresh Diet. During the three months ended June 30, 2015, interest in the amount of \$1,006 was recorded on this line of credit. During the six months ended June 30, 2015, interest in the amount of \$1,990 was recorded on this line of credit.	\$ 75,000	\$ 75,000
Note payable in monthly installments, including interest at the rate of 1.75% over prime adjusted quarterly (5.25% as of June 30, 2015), due on December 20, 2017, and secured by all assets of The Fresh Diet and personally guaranteed by the spouse of one of its officers. During the three months ended June 30, 2015, principal payments in the aggregate amount of \$24,145 were made on this note, and interest expense in the amount of \$3,584 was recorded. During the six months ended June 30, 2015, principal payments in the aggregate amount of \$48,070 were made on this note, and interest expense in the amount of \$7,390 was recorded.	268,267	316,337
Note payable issued for acquisition of Diet at Your Doorstep's customer lists due on May 1, 2015, and with quarterly payments in the form of 10% of revenue attributed to sales to customers who transition to The Fresh Diet's meal plans. Total payments are capped at \$40,000. During the three months ended June 30, 2015, payments in the amount of \$0 were made on this loan. During the six months ended June 30, 2015, payments in the amount of \$0 were made on this loan.	17,935	17,935
Unsecured note payable for purchase of website domain bearing 0% interest rate and due on November 20, 2017, with monthly payments of \$1,065. During the three months ended June 30, 2015, principal payments in the amount of \$3,195 were made on this loan. During the six months ended June 30, 2015, principal payments in the amount of \$6,390 were made on this loan	22,355	28,745
Capital lease obligations under a master lease agreement for vehicles payable in monthly installments, including interest rate ranging from 2.32% to 7.5%, due on various dates through December 1, 2015, and collateralized by the vehicles. During the three months ended June 30, 2015, principal payments in the aggregate amount of \$54,107 were made on these capital leases, and interest expense in the amount of \$3,492 was recorded. During the six months ended June 30, 2015, principal payments in the aggregate amount of \$115,193 were made on these capital leases, and interest expense in the amount of \$8,201 was recorded.	111,204	226,397
Secured vehicle lease payable at an effective interest rate of 8.26% for purchase of a truck payable in monthly installments (including principal and interest) of \$519 through June 2015. During the three months ended June 30, 2015, the Company made payments in the aggregate amount of \$1,558 on this lease, consisting of \$1,537 of principal and \$21 of interest. During the six months ended June 30, 2015, the Company made payments in the aggregate amount of \$3,116 on this lease, consisting of \$3,042 of principal and \$74 of interest.	-	3,042

Edgar Filing: INNOVATIVE FOOD HOLDINGS INC - Form 10-Q

Total	\$	5,155,951	\$	4,673,704
Less: Discount		(198,364)		(396,678)
Net	\$	4,957,587	\$	4,277,026

		June 30, 2015		December 31, 2014
Current maturities, net of discount	\$	1,223,718	\$	825,311
Long-term portion, net of discount		3,733,869		3,451,715
Total	\$	4,957,587	\$	4,277,026

Table of Contents

	For the Three Months Ended June 30,	
	2015	2014
Discount on Notes Payable amortized to interest expense:	\$ 99,157	\$ 232,741

  

	For the Six Months Ended June 30,	
	2015	2014
Discount on Notes Payable amortized to interest expense:	\$198,314	\$492,776

At June 30, 2015 and December 31, 2014, the Company had unamortized discounts to notes payable in the aggregate amount of \$198,364 and \$396,678, respectively.

## Beneficial Conversion Features

The Company calculates the fair value of any beneficial conversion features embedded in its convertible notes via the Black-Scholes valuation method. The Company also calculates the fair value of any detachable warrants offered with its convertible notes via the Black-Scholes valuation method. The instruments were considered discounts to the notes, to the extent the aggregate value of the warrants and conversion features did not exceed the face value of the notes. These discounts were amortized to interest expense via the effective interest method over the term of the notes. The Company did not issue any debt with beneficial conversion features during the three and six months ended June 30, 2015 or June 30, 2014.

## 14. RELATED PARTY TRANSACTIONS

For the six months ended June 30, 2015:

During the six months ended June 30, 2015, the Company extended the expiration date to December 31, 2015 of certain options to purchase a total of 277,500 shares of the Company's common stock which were held by board members and key employees. The Company valued the options at the extended due dates using the Black-Scholes valuation model, and charged the amount of \$146 to operations during the period ended June 30, 2015. (See note 16).

At June 30, 2015, the Company has loans receivable outstanding in the aggregate amount of \$426,342 from four individuals who were previously owners of The Fresh Diet. The Company also has a loan receivable in the amount of \$34,899 from a previously related entity.

For the six months ended June 30, 2014:

Pursuant to the terms of the Artisan Acquisition Agreement, the Company made payments in the aggregate amount of \$77,581 to David Vohaska. Mr. Vohaska is no longer a related party.

Pursuant to a settlement agreement, the Company purchased 85,950 shares of its common stock from Michael Ferrone, an individual owning greater than 5% of the outstanding shares of the Company. The purchase price was \$60,000 or \$0.698 per share. These shares were returned to the Company treasury.

## 15. COMMITMENT AND CONTINGENT LIABILITIES

Pursuant to the OFB acquisition, the Company is contingently liable for certain performance-based payments over the twenty-four months following the acquisition date. The Company believes it is likely that these payments will be



made, and accordingly recorded the entire amount of \$225,000 as a contingent liability on its balance sheet at acquisition. During the three and six months ended June 30 2015, payments in the aggregate amount of \$26,250 and \$52,500 have been made under this contingent liability; at June 30, 2015, the balance of the contingent liability is \$120,000 related to the OFB acquisition.

The Company has recorded a contingent liability of \$450,000 representing the estimated potential amounts payable pursuant to certain litigation discussed below.

#### Litigation

From time to time, the Company may become involved in various lawsuits and legal proceedings which arise in the ordinary course of business. However, litigation is subject to inherent uncertainties, and an adverse result in these or other matters may arise from time to time that may harm our business.

Table of Contents

On June 1, 2012, nine persons, on behalf of themselves and others similarly situated, filed a Collective and Class Action Complaint in the New York Federal District Court, Southern District, against Late Night Express Courier Services, Inc. (FL) (“LNE”) and The Fresh Diet Inc. (“The Fresh Diet”) and certain individuals entitled Hernandez, et al. v. The Fresh Diet Inc., et al., Case No. 12 CV 4339. On or about October 26, 2012, Plaintiffs filed an Amended Complaint (“Complaint”) adding additional individual Defendants. The Complaint seeks to recover alleged unpaid overtime wages on behalf of drivers for LNE who delivered meals to The Fresh Diet customers in the tri-state area. In an opinion dated September 29, 2014 (“Opinion”), the District Court Judge denied the Plaintiffs’ motion for Summary Judgment which sought a holding that all the Plaintiffs were employees of Defendants, as was Defendants’ cross-motion for Summary Judgment seeking a holding that Plaintiffs were independent contractors, the Court finding that there were questions of fact that could not be resolved on motions. In addition, the Plaintiffs’ motion to certify a class of 109 drivers was denied. In the same Opinion, Defendants’ motion to decertify the case from 29 potential opt-in Plaintiffs down to the 9 named Plaintiffs was granted, and the possible claims of the remaining 20 were dismissed without prejudice. On or about February 24, 2015, a second action was filed in the New York Federal District Court, Southern District, on behalf of 6 (of the 20) additional driver-Plaintiffs entitled Hernandez, et al. v. The Fresh Diet Inc., et al. 15 CV 1338, containing essentially the same allegations, and adding the Company as a party defendant because of its acquisition of LNE. In addition, two of the Plaintiffs from the Complaint also joined the second lawsuit asserting claims for retaliation. The two cases were assigned to the same Federal Judge (since they are related), but were not consolidated for discovery or trial. Prior to the second action and on January 21, 2015, the parties appeared before Federal Magistrate Judge Cott for mediation. The Magistrate Judge did not succeed in settling the case. On March 17, 2015, the Federal Judge stayed both cases, and referred both of them to the Court’s mediation program for further mediation within 60 days. The mediator did not succeed and the Company is considering moving for summary judgment in the first action and dismissal on the pleadings in the second action. With respect to the second instituted litigation, inasmuch as the litigation is in its early phase and discovery has not commenced it is too speculative to predict an outcome. However, we believe we will have available to us many of the same defenses as in the first litigation. Accordingly, given the uncertainty of both of these cases and given the additional Plaintiffs in the second action, the Company has recorded a contingent liability of \$450,000 representing the estimated potential amounts payable in the litigations, even though it is possible that the amount of liability or settlement may actually be less than the reserved amount.

16. EQUITY

Common Stock

At June 30, 2015 and December 31, 2014, a total of 700,663 shares are deemed issued but not outstanding by the Company.

Six months ended June 30, 2015:

On March 6, 2015, we completed a round of financing of \$3,065,904 through the sale of 3,178,420 restricted shares of our common stock at a price per share of \$0.9646. Simultaneously, we also raised an additional \$1,226,978 through the sale of 943,829 restricted shares of our common stock at a price per share of \$1.30 for total proceeds of \$4,288,596. Approximately 2.1 Million shares are subject to a one year lock up. No warrants or other convertible securities were involved in the financing and the financing was completed by officers of the Company without requiring the services of a placement agent or the payment of any fees or commissions. The financing was an exempt private placement under Regulation D (Rule 506(b)) with offers and sales made only to “accredited investors” without the use of public advertising.

On March 6, 2015, the Company paid \$3,000,000 cash for the purpose of acquiring, in a block sale, the shares of Monolith Ventures Ltd, a former shareholder of The Fresh Diet, who agreed to sell its position of 3,110,063 shares at

a price of \$0.9646 per share. The Company cancelled these 3,110,063 shares during the three months ended March 31, 2015.

On March 18, 2015, the Company issued 727,272 shares of common stock to Alpha Capital Anstalt for cash proceeds of \$400,000 upon the exercise of warrants with an exercise price of \$0.55 per share.

On April 21, 2015, the Company issued 150,000 shares of common stock to Lou Haley, at \$0.25 per share, which was previously accrued in the amount of \$37,500 pursuant to the terms of the acquisition of The Haley Group.

On March 28, 2015, the Company issued 40,000 shares of common stock to Michael Ferrone pursuant to the exercise of 40,000 stock options with an exercise price of \$0.38 per share, for cash proceeds of \$15,200.

On June 4, 2015, the Company agreed to issue 150,000 shares of common stock Michael Ferrone pursuant to the exercise of 150,000 stock options with a weighted average exercise price of \$0.444 per share, for cash proceeds of \$66,600.

On June 1, 2015, the Company agreed to issue 30,000 shares of common stock with a fair value of \$39,000 (or \$1.30 per share) to a service provider.

Table of Contents

Six months ended June 30, 2014:

The Company issued 804,835 shares of common stock for the conversion of principal in the amount of \$120,583 and accrued interest in the amount of \$80,627 for a total conversion value of \$201,210.

The Company issued 16,203 shares of common stock for the cashless exercise of warrants.

The Company purchased 85,950 shares of the Company's outstanding common stock. The purchase price was \$60,000 and the Company recorded the transaction at cost to Treasury Stock. In addition, the Company has an additional 400,304 shares of common stock which are held in treasury stock at a cost of \$100,099.

## Warrants

The following table summarizes the significant terms of warrants outstanding at June 30, 2015. These warrants may be settled in cash and, unless the underlying shares are registered, via cashless conversion, into shares of the Company's common stock at the request of the warrant holder. These warrants were granted as part of a financing agreement:

Range of exercise Prices	Number of warrants Outstanding	Weighted average remaining contractual life (years)	Weighted average exercise price of outstanding Warrants	Number of warrants Exercisable	Weighted average exercise price of exercisable Warrants
\$ 0.010	700,000	4.88	\$ 0.010	700,000	\$ 0.010
\$ 0.250	94,783	0.59	\$ 0.250	94,783	\$ 0.250
\$ 0.550	448,011	1.59	\$ 0.550	448,011	\$ 0.550
\$ 0.575	2,828,405	1.59	\$ 0.575	2,828,405	\$ 0.575
	4,071,199	2.14	\$ 0.468	4,071,199	\$ 0.468

Transactions involving warrants are summarized as follows:

	Number of Warrants	Weighted Average Exercise Price
Warrants outstanding at December 31, 2014	4,798,469	\$ 0.480
Granted	-	-
Exercised	(727,270)	0.550
Cancelled / Expired	-	-
Warrants outstanding at June 30, 2015	4,071,199	\$ 0.468

During the six months ended June 30, 2015, warrants to purchase a total of 727,270 shares of common stock at a price of \$0.55 were exercised for a total of \$400,000. During the six months ended June 30, 2014, warrants to purchase a

total of 18,841 shares of common stock at a price of \$0.25 were exercise in cashless conversion transactions; this resulted in the net issuance of 16,203 shares of common stock.

Table of Contents

## Options

The following table summarizes the changes outstanding and the related prices for the options to purchase shares of the Company's common stock issued by the Company:

Range of exercise Prices	Number of options Outstanding	Weighted average Remaining contractual life (years)	Weighted average exercise price of outstanding Options	Number of options Exercisable	Weighted average exercise price of exercisable Options
\$ 0.350	1,170,000	2.17	\$ 0.350	1,170,000	\$ 0.350
\$ 0.380	92,500	0.50	\$ 0.380	92,500	\$ 0.380
\$ 0.400	275,000	1.51	\$ 0.400	150,000	\$ 0.400
\$ 0.450	92,500	0.50	\$ 0.450	92,500	\$ 0.450
\$ 0.474	92,500	0.50	\$ 0.474	92,500	\$ 0.474
\$ 0.480	92,500	0.50	\$ 0.480	92,500	\$ 0.480
\$ 0.570	225,000	2.51	\$ 0.570	225,000	\$ 0.570
\$ 1.310	75,000	3.18	\$ 1.310	12,500	\$ 1.310
\$ 1.440	15,000	1.34	\$ 1.440	15,000	\$ 1.440
\$ 1.460	100,000	3.00	\$ 1.460	100,000	\$ 1.460
\$ 1.600	310,000	2.51	\$ 1.600	310,000	\$ 1.600
\$ 1.900	15,000	2.34	\$ 1.900	15,000	\$ 1.900
\$ 2.000	500,000	1.67	\$ 2.000	500,000	\$ 2.000
\$ 2.400	20,000	2.92	\$ 2.400	20,000	\$ 2.400
\$ 3.400	30,000	2.92	\$ 3.400	30,000	\$ 3.400
	3,120,000	1.95	\$ 0.890	2,932,500	\$ 0.902

Transactions involving stock options are summarized as follows:

	Number of Shares	Weighted Average Exercise Price
Options outstanding at December 31, 2014	3,245,000	\$ 0.822

Granted	65,000	\$	2.654
Exercised	(190,000)		0.431
Cancelled / Expired	-	\$	-
Options outstanding at June 30, 2015	3,120,000	\$	0.890

Aggregate intrinsic value of options outstanding and exercisable at June 30, 2015 and 2014 was \$1,553,630 and \$1,473,620, respectively. Aggregate intrinsic value represents the difference between the Company's closing stock price on the last trading day of the fiscal period, which was \$1.16 and \$1.20 as of June 30, 2015 and 2014, respectively, and the exercise price multiplied by the number of options outstanding.

Table of Contents

During the six months ended June 30, 2015, the Company extended the expiration date of certain options to purchase a total of 277,500 shares of the Company's common stock which were held by board members and key employees. The expiration dates of options to purchase 92,500 shares of common stock at a price of \$0.38 per share were extended from March 31, 2015 to December 31, 2015; the expiration dates of options to purchase 92,500 shares of common stock at a price of \$0.45 per share were extended from June 30, 2015 to December 31, 2015; and the expiration dates of options to purchase 92,500 shares of common stock at a price of \$0.474 per share were extended from September 30, 2015 to December 31, 2015. The Company valued the options at the extended due dates using the Black-Scholes valuation model, and charged the amount of \$146 to operations during the period ended March 31, 2015.

During the three and six months ended June 30, 2015, the Company charged a total of \$16,854 and \$85,914, respectively, to operations related to recognized stock-based compensation expense for employee stock options; during the three and six months ended June 30, 2014, the Company charged a total of \$39,245 and \$47,958, respectively, to operations related to recognized stock-based compensation expense for employee stock options.

## Accounting for warrants and stock options

The Company valued warrants and options using the Black-Scholes valuation model utilizing the following variables:

	June 30, 2015	June 30, 2014
Volatility	47.35%	187.68%
Dividends	\$ -	\$ -
Risk-free interest rates	0.99%	0.37%
Term (years)	3.00	4.00

## Restricted Stock Units ("RSUs")

The Company has issued restricted stock units ("RSUs") for the potential issuance of shares of the Company's common stock for the purpose of aligning executives and employees of the Company and for the purpose of compensation for serving as members of the Board of Directors of the Company and for the purposes of retaining qualified personnel at compensation levels that otherwise would not be available should the company have been required to pay certain salaries in cash only. Certain of the RSUs were issued to employees of The Fresh Diet ("Employee RSUs") and certain RSUs were issued to the executive officers of the Company ("Executive RSUs") and certain RSUs were issued to members of the board of directors of the Company ("Board RSUs"). With respect to the Executive RSUs, the Company's executive officers were awarded an aggregate number of RSUs which vest according the following schedule, provided the performance conditions are met: 322,466 RSU's vest on January 1, 2015, 390,000 RSUs vest on July 1, 2015 and 300,000 RSU's vest on December 31, 2015; 75,000 RSU's vest on May 1, 2016, 90,000 RSU's vest on July 1, 2016 and 600,000 RSUs vest on December 31, 2016 and 890,000 RSUs vest on July 1, 2017 and 300,000 RSU's vest solely upon the achievement of performance goals and the continued employment with the Company. The members of the Company's Board of Directors were awarded an aggregate number of RSU's which vest according to the following schedule: 270,000 RSU's vest on July 1, 2015; 270,000 RSU's vest on July 1, 2016; and 270,000 RSU's vest on July 1, 2017.

The Employee RSUs issued to certain nonexecutive employees of the Company were issued either partially in lieu of salary, future bonuses or a combination of both bonus and salary. The Employee RSUs vest according to the following schedule: On July 1, 2015 600,000 shares will vest and on December 31, 2015 an additional 600,000 shares will vest. On December 31, 2016 an additional 1.2 million shares will vest and an additional 1.6 million shares will vest on July 1, 2017. Vesting is contingent on being an employee of the Company at the time of vesting. In addition, there are restrictions on the sale of such vested stock including aggregate volume restrictions and no Employee RSU shares can



be sold below \$2.50 per share. In addition, up to an additional 25,000 shares will vest on a monthly basis. Vesting is contingent on continued employment at the time of vesting and the Company stock price closing above \$2.50 per share for 20 straight days. In addition there are restrictions on the sale of such vested stock including aggregate volume restrictions and no shares can be sold below \$2.50 per share.

Table of Contents

The Company estimated that the stock-price goals of the Company's stock price closing above \$2.50 per share for 20 straight days have a 90% likelihood of achievement, and these RSUs were valued at 90% of their face value. The Company estimated that the revenue targets had a 100% likelihood of achievement, and these RSUs were valued at 100% of their face value. We recognized stock-based compensation expense of in a straight-line manner over the vesting period of the RSUs. This resulted in stock-based compensation expense of \$690,397 and \$2,159,050, respectively, related to recognition of RSUs during the three and six months ended June 30, 2015.

## 17. NONCONTROLLING INTEREST

The carrying value and ending balance of the noncontrolling interest at June 30, 2015 was calculated as follows:

Balance of noncontrolling interest at December 31, 2014	\$ 1,184
Loss attributable to noncontrolling interest for the six months ended June 30, 2015	(1,544)
Ending balance of noncontrolling interest at June 30, 2015	\$ (360)

## 18. SUBSEQUENT EVENT

On August 7, 2015, the Company entered into a Second Amendment to Restated Loan Agreement with Fifth Third Bank which had the effect of, among other things, (i) increasing the revolving loan facility by \$500,000 to \$1.5 million and extending its Maturity Date from November 26, 2015 to August 1, 2016 and (ii) establishing a new credit facility in the amount of \$1 million due December 1, 2015 accruing interest at the LIBOR Rate plus 4%.

Table of Contents

ITEM 2 - MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

FORWARD LOOKING STATEMENTS

The following discussion should be read in conjunction with the consolidated financial statements and the related notes thereto, as well as all other related notes, and financial and operational references, appearing elsewhere in this document.

Certain information contained in this discussion and elsewhere in this report may include "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, and is subject to the safe harbor created by that act. The safe harbor created by the Private Securities Litigation Reform Act will not apply to certain "forward looking statements" because we issued "penny stock" (as defined in Section 3(a)(51) of the Securities Exchange Act of 1934 and Rule 3(a)(51-1) under the Exchange Act) during the three year period preceding the date(s) on which those forward looking statements were first made, except to the extent otherwise specifically provided by rule, regulation or order of the Securities and Exchange Commission. We caution readers that certain important factors may affect our actual results and could cause such results to differ materially from any forward-looking statements which may be deemed to have been made in this Report or which are otherwise made by or on our behalf. For this purpose, any statements contained in this report that are not statements of historical fact may be deemed to be forward-looking statements. Without limiting the generality of the foregoing, words such as "may", "will", "expect", "believe", "explore", "consider", "anticipate", "intend", "could", "estimate", "plan", "propose" or "continue" or the negative variations of those words or comparable terminology are intended to identify forward-looking statements. Factors that may affect our results include, but are not limited to, the risks and uncertainties associated with:

Our ability to raise capital necessary to sustain our anticipated operations and implement our business plan,

Our ability to implement our business plan,

Our ability to generate sufficient cash to pay our lenders and other creditors,

Our ability to integrate the operations of our acquired businesses,

Our dependence on one major customer,

Our ability to employ and retain qualified management and employees,

Our dependence on the efforts and abilities of our current employees and executive officers,

Changes in government regulations that are applicable to our current or anticipated business,

Changes in the demand for our services,

The degree and nature of our competition,

The lack of diversification of our business plan,

The general volatility of the capital markets and the establishment of a market for our shares, and

Disruption in the economic and financial conditions primarily from the impact of past terrorist attacks in the United States, threats of future attacks, police and military activities overseas and other disruptive worldwide political and economic events and environmental weather conditions.

We are also subject to other risks detailed from time to time in our other filings with Securities and Exchange Commission and elsewhere in this report. Any one or more of these uncertainties, risks and other influences could materially affect our results of operations and whether forward-looking statements made by us ultimately prove to be accurate. Our actual results, performance and achievements could differ materially from those expressed or implied in these forward-looking statements. We undertake no obligation to publicly update or revise any forward-looking statements, whether from new information, future events or otherwise.

## Table of Contents

### Critical Accounting Policy and Estimates

#### Use of Estimates in the Preparation of Financial Statements

The preparation of these financial statements included in this report requires us to make estimates and judgments that affect the reported amounts of assets, liabilities, revenues and expenses, and related disclosure of contingent assets and liabilities. These estimates include certain assumptions related to doubtful accounts receivable, stock-based services, valuation of financial instruments, and income taxes. On an on-going basis, we evaluate these estimates, including those related to revenue recognition and concentration of credit risk. We base our estimates on historical experience and on various other assumptions that are believed to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates under different assumptions or conditions. We believe our estimates have not been materially inaccurate in past years, and our assumptions are not likely to change in the foreseeable future.

#### Doubtful Accounts Receivable

The Company maintained an allowance in the amount of \$36,440 for doubtful accounts receivable at June 30, 2015, and \$46,145 at June 30, 2014. The Company has an operational relationship of several years with our major customers, and we believe this experience provides us with a solid foundation from which to estimate our expected losses on accounts receivable. Should our sales mix change or if we develop new lines of business or new customers, these estimates and our estimation process will change accordingly. These estimates have been accurate in the past.

#### Fair Value of Financial Instruments

The Company measures its financial assets and liabilities in accordance with accounting principles generally accepted in the United States of America. The estimated fair values approximate their carrying value because of the short-term maturity of these instruments or the stated interest rates are indicative of market interest rates. These fair values have historically varied due to the market price of the Company's stock at the date of valuation. Generally, these liabilities increased as the price of the Company's stock increased (with resultant gain), and decreased as the Company's stock decreased (yielding a loss). In December 2012, the Company removed these liabilities from its balance sheet by reclassifying them as equity.

#### Income Taxes

The Company has a history of losses, and as such has recorded no liability for income taxes. Until such time as the Company begins to provide evidence that a continued profit is a reasonable expectation, management will not determine that there is a basis for accruing an income tax liability. These estimates have been accurate in the past.

#### Background

We were initially formed in June 1979 as Alpha Solarco Inc., a Colorado corporation. From June 1979 through February 2003, we were either inactive or involved in discontinued business ventures. We changed our name to Fiber Application Systems Technology, Ltd in February 2003. In January 2004, we changed our state of incorporation by merging into Innovative Food Holdings, Inc. (IVFH), a Florida corporation formed for that purpose. As a result of the merger, we changed our name to Innovative Food Holdings, Inc. In January 2004, we also acquired Food Innovations, Inc. ("FII" or "Food Innovations"), a Delaware corporation, for 500,000 shares of our common stock.

On May 18, 2012, the Company executed a Stock Purchase Agreement to acquire all of the issued and outstanding shares of Artisan Specialty Foods, Inc. from its owner, Mr. David Vohaska. The purchase price was \$1.2 million, with up to another \$300,000 (with a fair value of \$131,000) payable in the event certain financial milestones are met over the next one or two years. Those milestones have been met. The purchase price was primarily financed via a loan from Alpha Capital in the principal amount of \$1,200,000. The loan was repaid in November 2013 via the issuance of a loan from Fifth Third Bank. Prior to the acquisition, Artisan was a supplier and had sold products to the Company.

Pursuant to an asset purchase agreement, effective November 2, 2012, the Company purchased assets of The Haley Group, LLC. Pursuant to a stock purchase agreement, effective June 30, 2014, the Company purchased 100% of the membership interests of Organic Food Brokers, LLC.

## Table of Contents

On August 15, 2014, pursuant to a merger agreement, the Company acquired The Fresh Diet, Inc. (“FD”) through a reverse triangular merger as the registrant created a subsidiary corporation that merged with and into FD with FD being the surviving corporation and becoming a wholly-owned subsidiary of the Company. The purchase price consisted of 10,000,000 shares of the Company’s common stock valued at \$14,000,000. During the three months ended March 31, 2015, the company cancelled 3,110,063 of these shares with a value of \$4,354,088 in exchange for a cash payment of \$3,000,000 to former Fresh Diet shareholders. At the time of acquisition, the majority of FD’s current liabilities consisted of approximately \$3.8 million of deferred revenues and approximately \$2.1 million in short term commercial loans and there were additional ordinary course of business expenses such as trade payables, payroll and sales taxes which vary from month to month. In addition, it had some long term obligations the bulk of which consist of interest free loans from FD’s former shareholders in the amount of approximately \$2.2 million which are not due for three years. Prior to the merger FD had purchased an immaterial amount of product from the Company. FD operates as an independent subsidiary subject to oversight of its board of directors and the Company’s President and CEO.

### Transactions With a Major Customer

Transactions with a major customer and related economic dependence information is set forth immediately below and above in Note 2 to the Condensed Consolidated Financial Statements and also in our Annual Report on Form 10-K for the year ended December 31, 2014 (1) following our discussion of Liquidity and Capital Resources, (2) Concentrations of Credit Risk in Note 2 to the Condensed Consolidated Financial Statements, and (3) as the fourth item under Risk Factors.

### Relationship with U.S. Foods

The Company’s largest customer, US Foods, Inc. and its affiliates, accounted for approximately 43% and 72% of total sales in the three months ended June 30, 2015 and 2014, respectively. During the six months ended June 30, 2015 and 2014, sales to USF accounted for 43% and 74% of total sales, respectively. A contract between our subsidiary, Food Innovations, Inc. and USF entered an optional renewal period in December 2012 but was automatically extended for an additional 12 months in each of January 1, 2013 and 2014. On January 26, 2015 we executed a Vendor Program Agreement between Food Innovations, Inc., our wholly-owned subsidiary, and U.S. Foods, Inc. The term of the Agreement is from January 1, 2015 through December 31, 2016 and provides for up to three (3) automatic annual renewals thereafter if no party gives the other 30 days’ notice of its intent not to renew.

## RESULTS OF OPERATIONS

The following is a discussion of our financial condition and results of operations for the three and six months ended June 30, 2015 and 2014.

This discussion may contain forward looking-statements that involve risks and uncertainties. Our future results could differ materially from the forward looking-statements discussed in this report. This discussion should be read in conjunction with our unaudited condensed consolidated financial statements, the notes thereto and other financial information included elsewhere in the report.

### Three Months Ended June 30, 2015 Compared to Three Months Ended June 30, 2014

#### Revenue

Revenue increased by \$6,083,474 or approximately 94% to \$12,532,501 for the three months ended June 30, 2015 from \$6,449,027 in the prior year. Approximately \$4,898,851 (or 80%) of the increase was attributable to revenue associated with The Fresh Diet, Inc. which the Company acquired effective August 15, 2014, and approximately

\$1,184,623 of the increase was due to organic growth of the Company.

We continue to assess the potential of new revenue sources from the manufacture and sale of proprietary food products and additional sales channel opportunities in both the foodservice and consumer space and will implement that strategy if, based on our analysis, we deem it beneficial to us.

Any changes in the food distribution, specialty foods and direct to consumer delivered meals operating landscape that materially hinders our current ability and/or cost to deliver our products to our customers could potentially cause a material impact on our net revenue and gross margin and, therefore, our profitability and cash flows could be adversely affected.

Currently, a small portion of our revenues comes from imported products or international sales. Our current sales from such segments may be hampered and negatively impacted by any economic tariffs that may be imposed in the United States or in foreign countries.



Table of Contents

See "Transactions with Major Customers" and the Securities and Exchange Commission's ("SEC") mandated FR-60 disclosures following the "Liquidity and Capital Resources" section for a further discussion of the significant customer concentrations, loss of significant customer, critical accounting policies and estimates, and other factors that could affect future results.

Cost of goods sold

Our cost of goods sold for the three months ended June 30, 2015 was \$8,770,802, an increase of \$4,306,526 or approximately 96% compared to cost of goods sold of \$4,464,276 for the three months ended June 30, 2014. The increase was primarily attributable to costs associated with The Fresh Diet, which the Company acquired effective August 15, 2014 and to an increase in organic revenues. Cost of goods sold is made up of the following expenses for the three months ended June 30, 2015: cost of goods of specialty, meat, game, cheese, seafood, poultry and other sales categories in the amount of \$3,863,547; and kitchen operating expenses including payroll, rents, depreciation, and preparation; shipping and delivery expenses including payroll and handling; and purchase allowance expenses in the amount of \$4,907,255. Total gross margin was approximately 30.0% of sales in 2015, compared to approximately 30.8% of sales in 2014. The decrease in gross margins for 2015 are primarily attributable to the operations of The Fresh Diet which we acquired on August 15, 2014. The operations of The Fresh Diet also included a non-cash operational charge associated with the valuation of deferred revenues which had the effect of lowering Fresh Diet's gross margin.

In 2015, we continued to price our products in order to gain market share and increase the number of our end users. We were successful in both increasing sales and increasing market share. We currently expect, if market conditions and our product revenue mix remain constant, that our cost of goods sold will either remain stable or possibly improve slightly.

Selling, general and administrative expenses

Selling, general, and administrative expenses increased by \$4,277,784 or approximately 328% to \$5,580,890 during the three months ended June 30, 2015 compared to \$1,303,106 for the three months ended June 30, 2014. The increase in selling, general, and administrative expenses was primarily due to costs associated with The Fresh Diet, which the Company acquired effective August 15, 2014.

Interest expense

Interest expense, net of interest income, decreased by \$122,342 or approximately 48% to \$132,162 during the three months ended June 30, 2015, compared to \$254,504 during the three months ended June 30, 2014. Approximately 25% or \$33,005 of the interest expense was accrued or paid interest on the company's notes payable; approximately 75% or \$99,157 of the interest was a non-cash GAAP accounting charge associated with the amortization of the discounts on the Company's notes payable.

Net (Loss) Income attributable to Innovative Food Holdings, Inc.

For the reasons above, the Company had a net loss for the three months ended June 30, 2015 of (\$1,951,353) which is an increase in loss of (\$2,378,494) or approximately 557% compared to a net income of \$427,141 during the three months ended June 30, 2014, although approximately \$1,623,664 or 83%, of such loss was due to non-cash GAAP accounting charges including the amortization of the discount on deferred revenues acquired, non-cash compensation expense and amortization of discounted notes.

Six Months Ended June 30, 2015 Compared to Six Months Ended June 30, 2014

## Revenue

Revenue increased by \$11,711,825 or approximately 98% to \$23,714,318 for the six months ended June 30, 2015 from \$12,002,493 in the prior year. Approximately \$9,503,820 (or 81%) of the increase was attributable to revenue associated with The Fresh Diet, Inc. which the Company acquired effective August 15, 2014, and approximately \$2,208,005 of the increase was due to organic growth of the Company. In addition, as a result of the acquisition, pursuant to GAAP accounting rules governing the fair value of deferred revenue in an acquisition, the Company's gross sales were reduced in the amount of \$361,227 due to the amortization of the discount on acquired deferred revenue.

We continue to assess the potential of new revenue sources from the manufacture and sale of proprietary food products and additional sales channel opportunities in both the foodservice and consumer space and will implement that strategy if, based on our analysis, we deem it beneficial to us.

Any changes in the food distribution, specialty foods and direct to consumer delivered meals operating landscape that materially hinders our current ability and/or cost to deliver our products to our customers could potentially cause a material impact on our net revenue and gross margin and, therefore, our profitability and cash flows could be adversely affected.

## Table of Contents

Currently, a small portion of our revenues comes from imported products or international sales. Our current sales from such segments may be hampered and negatively impacted by any economic tariffs that may be imposed in the United States or in foreign countries.

See "Transactions with Major Customers" and the Securities and Exchange Commission's ("SEC") mandated FR-60 disclosures following the "Liquidity and Capital Resources" section for a further discussion of the significant customer concentrations, loss of significant customer, critical accounting policies and estimates, and other factors that could affect future results.

### Cost of goods sold

Our cost of goods sold for the six months ended June 30, 2015 was \$16,956,107, an increase of \$8,761,976 or approximately 107% compared to cost of goods sold of \$8,194,131 for the six months ended June 30, 2014. The increase was primarily attributable to costs associated with The Fresh Diet, which the Company acquired effective August 15, 2014 and to an increase in organic revenues. Cost of goods sold is made up of the following expenses for the six months ended June 30, 2015: cost of goods of specialty, meat, game, cheese, seafood, poultry and other sales categories in the amount of \$7,297,450; and kitchen operating expenses including payroll, rents, depreciation, and preparation; shipping and delivery expenses including payroll and handling; and purchase allowance expenses in the amount of \$9,658,657. Total gross margin was approximately 28.5% of sales in 2015, compared to approximately 31.7% of sales in 2014. The decrease in gross margins for 2015 are primarily attributable to the operations of The Fresh Diet which we acquired on August 15, 2014. The operations of The Fresh Diet also included a non-cash operational charge associated with the valuation of deferred revenues which had the effect of lowering Fresh Diet's gross margin.

In 2015, we continued to price our products in order to gain market share and increase the number of our end users. We were successful in both increasing sales and increasing market share. We currently expect, if market conditions and our product revenue mix remain constant, that our cost of goods sold will either remain stable or possibly improve slightly.

### Selling, general and administrative expenses

Selling, general, and administrative expenses increased by \$7,791,069 or approximately 292% to \$10,462,286 during the six months ended June 30, 2015 compared to \$2,671,217 for the six months ended June 30, 2014. The increase in selling, general, and administrative expenses was primarily due to costs associated with The Fresh Diet, which the Company acquired effective August 15, 2014.

### Other Income

Other income was \$0 during the six months ended June 30, 2015 compared to \$20,000 for the six months ended June 30, 2014, which was due to the adjustment of the contingent liability due to The Haley Group, LLC pursuant to the terms of the Haley acquisition.

### Interest expense

Interest expense, net of interest income, decreased by \$277,366 or approximately 51% to \$263,932 during the six months ended June 30, 2015, compared to \$541,298 during the six months ended June 30, 2014. Approximately 25% or \$65,618 of the interest expense was accrued or paid interest on the company's notes payable; approximately 75% or \$198,314 of the interest was a non-cash GAAP accounting charge associated with the amortization of the discounts on the Company's notes payable.

Net Income attributable to variable interest entities

During the six months ended June 30, 2015, the Company recognized income of \$1,544 from a variable interest entity acquired as part of the acquisition of The Fresh Diet during the current period. There was no such income or loss in the comparable period of the prior year.

Net (Loss) Income attributable to Innovative Food Holdings, Inc.

For the reasons above, the Company had a net loss for the six months ended June 30, 2015 of \$3,966,463 which is an increase in loss of (\$4,583,854) or approximately 744% compared to a net income of \$615,847 during the six months ended June 30, 2014, although approximately \$2,482,424 or 63%, of such loss was due to non-cash GAAP accounting charges including the amortization of the discount on deferred revenues acquired, non-cash compensation expense and amortization of discounted notes.

Table of Contents

Liquidity and Capital Resources

As of June 30, 2015, the Company had current assets of \$5,547,701 consisting of cash and cash equivalents of \$1,797,506; trade accounts receivable of \$1,466,690; inventory of \$1,204,922; other current assets of \$617,342; and amount due from related parties of \$461,241. Also at June 30, 2015, the Company had current liabilities of \$12,113,710, consisting of deferred revenue of \$4,153,797; accounts payable and accrued liabilities of \$4,261,065 (of which \$343,891 was payable to related parties); amount due under revolving credit facilities of \$132,704; accrued interest of \$703,226 (of which \$343,891 was payable to related parties); current portion of notes payable, net of discounts, of \$1,113,218; contingent liabilities of \$570,000; and current portion of notes payable – related parties of \$110,500. In addition, current liabilities included a deferred tax liability of \$1,069,200, which is related to intangible assets acquired in The Fresh Diet transaction. The deferred tax liability may be adjusted based on the value of assets but does not affect the Company’s current profitability or current cash obligations.

During the six months ended June 30, 2015, the Company had cash used in operating activities in the amount of \$2,245,502. This consisted of the Company’s net loss of \$(3,968,007), offset by non-cash charges for the amortization of discount on notes payable of \$198,314; depreciation and amortization of \$608,839; and stock based compensation in the amount of \$2,284,110. The Company’s cash position also decreased by \$1,368,758 as a result of changes in the components of current assets and current liabilities.

The Company had cash used in investing activities of \$4,094,054 for the six months ended June 30, 2015, which consisted of \$3,000,000 cash paid to re-acquire shares originally issued in The Fresh Diet acquisition; and \$1,094,054 for the purchase of property and equipment.

The Company had cash generated by financing activities of \$5,024,536 for the six months ended June 30, 2015, which consisted of \$4,288,596 from the sale of common stock and \$481,060 from the exercise of options and warrants, and \$980,000 from the issuance of notes payable, offset by \$228,167 of payments (net of borrowings) on revolving credit facilities; and principal payments on notes payable and capital leases of \$497,753 (including \$111,111 on the Fifth Third Bank Term Loan).

The Company had net working capital deficit of \$6,566,009 as of June 30, 2015. We have generated positive cash flow from operations during the years ended December 31, 2014 and 2013. In addition, the Company’s auditors previously removed the going concern qualification to the audit opinion on the Company’s financial statements for the year ended December 31, 2012. The Company intends to continue to focus on increasing market share and cash flow from operations by focusing its sales activities on specific market segments and new product lines. Currently, we do not have any material long-term obligations other than those described in Note 13 to the financial statements included in this report. As we seek to increase our sales of new items and enter new markets, acquire new businesses as well as identify new and other consumer and food service oriented products and services, we may use existing cash reserves, long-term financing, or other means to finance such diversification.

On March 6, 2015 we completed a round of financing of \$3,078,998 through the sale of 3,178,420 restricted shares of our common stock at a price per share of \$0.9646, primarily for the purpose of acquiring, in a block sale, the shares of Monolith Ventures Ltd, a former shareholder of The Fresh Diet, who agreed to sell its position of approximately 3 million shares at a price of \$0.9646 per share. Concurrently, Monolith Ventures Ltd. dismissed its previously reported litigation against the Company and exchanged mutual releases with the Company. Simultaneously, the Company also raised an additional \$1,209,596 through the sale of 943,829 restricted shares of the Company’s common stock at a price per share of \$1.30. Approximately 2.1 Million shares are subject to a one year lock up. No warrants or other convertible securities were involved in the financing and the financing was completed by officers of the Company without requiring the services of a placement agent. The financing was an exempt private placement under Regulation D with offers and sales made only to “accredited investors” without the use of public advertising.

In March 2015, warrants to purchase 727,272 shares of the Company's common stock were exercised for cash of \$400,000.

In June 2015, options to purchase 150,000 shares of the Company's common stock were exercised for cash of \$66,600.

Table of Contents

2015 Plans

During 2015, in addition to our efforts to increase sales in our existing foodservice operations we plan to attempt to expand our business by expanding our focus to additional specialty foods markets in both the consumer and foodservice sector, exploring potential acquisition opportunities and continuing to extend our focus from a mainly wholesale foodservice business directed towards chefs to expanding sales and market opportunities in the direct to consumer specialty food market through the growth of The Fresh Diet's existing sales channels and through a variety of direct to consumer sales channel relationships which are currently being explored. In addition we are currently exploring the introduction of a variety of new product categories and new product lines, to leverage our existing foodservice and consumer customer base.

No assurances can be given that any of these plans will come to fruition or that if implemented that they will necessarily yield positive results.

Off-Balance Sheet Arrangements

We have no off-balance sheet arrangements that have or are reasonably likely to have a current or future effect on our financial condition, changes in financial condition, revenues, or expenses, results of operations, liquidity, capital expenditures or capital resources that is material to investors.

Inflation

In the opinion of management, inflation has not had a material effect on the Company's financial condition or results of its operations.

Subsequent Event

On August 7, 2015, the Company entered into a Second Amendment to Restated Loan Agreement with Fifth Third Bank which had the effect of, among other things, (i) increasing the revolving loan facility by \$500,000 to \$1.5 million and extending its Maturity Date from November 26, 2015 to August 1, 2016 and (ii) establishing a new credit facility in the amount of \$1 million due December 1, 2015 accruing interest at the LIBOR Rate plus 4%.

RISK FACTORS

The Company's business and success is subject to numerous risk factors as detailed in its Annual Report on Form 10-K for the year ended December 31, 2014 which is available at no cost at [www.sec.gov](http://www.sec.gov).

Table of Contents

ITEM 4 - CONTROLS AND PROCEDURES

Disclosure controls and procedures are controls and other procedures that are designed to ensure that information required to be disclosed by us in the reports that we file or submit pursuant to the requirements of the Securities Exchange Act of 1934 is recorded, processed, summarized and reported, within the time periods specified in the Securities and Exchange Commission's rules and forms. Disclosure controls and procedures include, among other things, controls and procedures designed to ensure that information required to be disclosed by us in the reports that we file under the Exchange Act is accumulated and communicated to our management, including our principal executive and financial officers, as appropriate, to allow timely decisions regarding required disclosure.

(a) Evaluation of disclosure controls and procedures

Our Principal Executive Officer and Principal Financial Officer, after evaluating the effectiveness of our disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) as of the end of the period covered by this Quarterly Report, have concluded that as of that date, our disclosure controls and procedures were adequate and effective to ensure that information required to be disclosed by us in the reports we file or submit with the Securities and Exchange Commission is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms. The conclusions notwithstanding, you are advised that no system is foolproof.

(b) Changes in internal control over financial reporting

There were no changes in our internal control over financial reporting identified in connection with the evaluation required by Exchange Act Rules 13a-15(d) and 15d-15 that occurred during the period covered by this Quarterly Report that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.



Table of Contents

PART II. OTHER INFORMATION

Item 1. Legal Proceedings

From time to time, the Company may become involved in various lawsuits and legal proceedings which arise in the ordinary course of business. However, litigation is subject to inherent uncertainties, and an adverse result in these or other matters may arise from time to time that may harm our business.

On June 1, 2012, nine persons, on behalf of themselves and others similarly situated, filed a Collective and Class Action Complaint in the New York Federal District Court, Southern District, against Late Night Express Courier Services, Inc. (FL) (“LNE”) and The Fresh Diet Inc. (“The Fresh Diet”) and certain individuals entitled Hernandez, et al. v. The Fresh Diet Inc., et al., Case No. 12 CV 4339. On or about October 26, 2012, Plaintiffs filed an Amended Complaint (“Complaint”) adding additional individual Defendants. The Complaint seeks to recover alleged unpaid overtime wages on behalf of drivers for LNE who delivered meals to The Fresh Diet customers in the tri-state area. In an opinion dated September 29, 2014 (“Opinion”), the District Court Judge denied the Plaintiffs’ motion for Summary Judgment which sought a holding that all the Plaintiffs were employees of Defendants, as was Defendants’ cross-motion for Summary Judgment seeking a holding that Plaintiffs were independent contractors, the Court finding that there were questions of fact that could not be resolved on motions. In addition, the Plaintiffs’ motion to certify a class of 109 drivers was denied. In the same Opinion, Defendants’ motion to decertify the case from 29 potential opt-in Plaintiffs down to the 9 named Plaintiffs was granted, and the possible claims of the remaining 20 were dismissed without prejudice. On or about February 24, 2015, a second action was filed in the New York Federal District Court, Southern District, on behalf of 6 (of the 20) additional driver-Plaintiffs entitled Hernandez, et al. v. The Fresh Diet Inc., et al. 15 CV 1338, containing essentially the same allegations, and adding the Company as a party defendant because of its acquisition of LNE. In addition, two of the Plaintiffs from the Complaint also joined the second lawsuit asserting claims for retaliation. The two cases were assigned to the same Federal Judge (since they are related), but were not consolidated for discovery or trial. Prior to the second action and on January 21, 2015, the parties appeared before Federal Magistrate Judge Cott for mediation. The Magistrate Judge did not succeed in settling the case. On March 17, 2015, the Federal Judge stayed both cases, and referred both of them to the Court’s mediation program for further mediation within 60 days. The mediator did not succeed and the Company is considering moving for summary judgment in the first action and dismissal on the pleadings in the second action. With respect to the second instituted litigation, inasmuch as the litigation is in its early phase and discovery has not commenced it is too speculative to predict an outcome. However, we believe we will have available to us many of the same defenses as in the first litigation. Accordingly, given the uncertainty of both of these cases and given the additional Plaintiffs in the second action, the Company has recorded a contingent liability of \$450,000 representing the estimated potential amounts payable in the litigations, even though it is possible that the amount of liability or settlement may actually be less than the reserved amount.

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

None.

Item 3. Defaults Upon Senior Securities

None.

Item 4. Mine Safety Disclosures.

Not applicable.

Item 5. Other Information

None.

31

---

Table of Contents

Item 6. Exhibits

10.1 First Amendment to Restated Loan Agreement dated May 29, 2015 between the Company, certain of its subsidiaries and Fifth Third Bank.

10.2 Mortgage, Assignment of Leases and Rents, Security Agreement and Fixture Filing dated May 29, 2015 between the Company and Fifth Third Bank.

10.3 Note 4 dated May 29, 2015 between the Company and certain of its subsidiaries in favor of Fifth Third Bank.

10.4 Reaffirmation of Security Agreement dated May 29, 2015 between the Company, certain of its subsidiaries and Fifth Third Bank.

10.5 Second Amendment to Restated Loan Agreement dated August 7, 2015 between the Company, certain of its subsidiaries and Fifth Third Bank.

10.6 Note 2 (Renewal and Increase) dated August 7, 2015 between the Company and certain of its subsidiaries in favor of Fifth Third Bank.

31.1 Section 302 Certification

31.2 Section 302 Certification

32.1 Section 906 Certification

32.2 Section 906 Certification

101.INS XBRL Instance Document

101.SCH XBRL Taxonomy Extension Schema

101.CAL XBRL Taxonomy Extension Calculation Linkbase

101.DEF XBRL Taxonomy Extension Definition Linkbase

101.LAB XBRL Taxonomy Extension Label Linkbase

101.PRE XBRL Taxonomy Extension Presentation Linkbase

Table of Contents

SIGNATURES

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

SIGNATURE	TITLE	DATE
/s/ Sam Klepfish Sam Klepfish	Chief Executive Officer	August 11, 2015
/s/ John McDonald John McDonald	Principal Financial Officer	August 11, 2015

