WOMENS GOLF UNLIMITED INC Form 10-Q August 14, 2001

FORM 10-Q

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 for the quarterly period ended June 30, 2001.

[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934 for the transition period from \_\_\_\_\_ to \_\_\_\_\_.

Commission File Number: 0-14146

WOMEN'S GOLF UNLIMITED, INC.

(Exact Name of Registrant as Specified in its Charter)

22-2388568

\_\_\_\_\_

(I.R.S. Employer

Identification No.)

07004

(Zip Code)

New Jersey ------(State or other jurisdiction of incorporation or organization)

18 Gloria Lane, Fairfield, NJ
-----(Address of Principal Executive Office)

(973) 227-7783

(Registrant's telephone number, including area code)

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

\_\_\_\_

On June 30, 2001, 3,223,039 shares of common stock, \$.01 par value, were issued and outstanding.

2

(Formerly known as S2 Golf Inc.) FORM 10-Q

For Quarterly Period Ended JUNE 30, 2001

INDEX

PART I. FINANCIA	L INFORMATION	Page Numbe:
Item 1.	FINANCIAL STATEMENTS	
	Balance Sheets - June 30, 2001 and December 31, 2000	2
	Statements of Operations - Three Months Ended June 30, 2001 and June 30, 2000	3
	Statements of Operations - Six Months Ended June 30, 2001 And June 30, 2000	4
	Statements of Cash Flows - Six Months Ended June 30, 2001 and June 30, 2000	5
	Notes to Financial Statements	6
Item 2.	MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS	7
Item 3.	QUANTITIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK	8
PART II. OTHER IN	FORMATION	
Item 6.	EXHIBITS AND REPORTS ON FORM 8-K	9
SIGNATURES		9
EXHIBIT INDEX 3		10

#### PART I. FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

WOMEN'S GOLF UNLIMITED, INC. (FORMERLY KNOWN AS S2 GOLF INC.) BALANCE SHEETS AS OF JUNE 30, 2001 (UNAUDITED) AND DECEMBER 31, 2000 (AUDITED)

	June 30, 2001 	December 31, 2000
ASSETS Current Assets Cash Accounts Receivable - Net	\$    6,422 4,520,298	\$     9,886 3,567,768
Inventories Prepaid Expenses Deferred Income Taxes	5,043,534 268,386 226,000	4,046,122 205,982 214,000
Total Current Assets	10,064,640	8,043,758
Plant and Equipment – Net Non-Current Deferred Income Taxes Goodwill Other Assets – Net	167,678 0 5,133,011 118,533	195,907 6,000 5,307,919 125,056
Total Assets		\$13,678,640
LIABILITIES AND SHAREHOLDERS' EQUITY Current Liabilities Current Portion Long Term-Debt Short -Term Borrowings Accounts Payable Accrued Expenses Other Current Liabilities Total Current Liabilities		\$ 1,447,189 3,460,828 936,614 442,335 83,847  6,370,813
Long-Term Liabilities Long-Term Debt, less current portion Other Long-Term Liabilities Non-Current Deferred Income Taxes	350,000 6,036 1,000	509,847 2,258 0
Total Liabilities	8,477,964	6,882,918
<pre>Shareholders' Equity Common Stock, \$.01 Par; 12,000,000 Shares Authorized: 3,223,039 &amp; 3,223,039 Issued &amp; Outstanding at June 30, 2001 and December 31, 2000, respectively Additional Paid-in Capital Retained Earnings</pre>	32,231 6,347,757 625,910	32,231 6,347,757 415,734
Total Shareholders' Equity	7,005,898	6,795,722
Total Liabilities and Shareholders' Equity	\$15,483,862	\$13,678,640

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE STATEMENTS

2

4

WOMEN'S GOLF UNLIMITED, INC. (FORMERLY KNOWN AS S2 GOLF INC.) STATEMENTS OF OPERATIONS FOR THE THREE MONTHS ENDED JUNE 30, 2001 AND JUNE 30, 2000 (UNAUDITED)

	June 30, 2001 	June 30, 2000 
Net Sales Cost of Goods Sold	\$ 5,402,339 3,055,164	\$ 3,927,376 2,473,059
Gross Profit		1,454,317
Operating Expenses: Selling General & Administrative	1,413,268 741,158	561,055 375,863
Total Operating Expenses	2,154,426	
Operating Income	192,749	517,399
Other (Income) Expense Interest Other	140,144 (100,993)	36,608 46
	39 <b>,</b> 151	36,654
Income Before Income Taxes	153,598	480,745
Provision for Income Taxes	117,350	192,040
Net Income		\$ 288,705
Earnings per Common Share - Basic	\$ 0.01	\$ 0.13
- Diluted	\$ 0.01	\$ 0.13 =======

Weighte	ed Average	Number	of	Common	Shares	Outstanding	-		
						Basic		3,223,039	2,220,113
						Dilute	ed	3,323,713	2,280,906

#### THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE STATEMENTS

3

5

### WOMEN'S GOLF UNLIMITED, INC. (FORMERLY KNOWN AS S2 GOLF INC.) STATEMENTS OF OPERATIONS FOR THE SIX MONTHS ENDED JUNE 30, 2001 AND JUNE 30, 2000 (UNAUDITED)

	June 30, 2001	June 30, 2000
Net Sales Cost of Goods Sold	\$ 9,923,934 5,705,055	\$ 6,792,046 4,386,886
Gross Profit	4,218,879	2,405,160
Operating Expenses: Selling General & Administrative	2,236,901 1,402,617	994,189 682,016
Total Operating Expenses	3,639,518	1,676,205

Operating Income	579,361	728 <b>,</b> 955
Other (Income) Expense Interest Other	249,914 (141,452)	
	108,462	57,345
Income Before Income Taxes	470,899	671 <b>,</b> 610
Provision for Income Taxes	260,723	268,868
Net Income	\$ 210,176	\$ 402,742
Earnings per Common Share - Basic	\$ 0.06	
- Diluted	========= \$ 0.06 ========	========= \$ 0.18 ========
	asic 3,223,039 Filuted 3,324,768	

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE STATEMENTS

4

6

WOMEN'S GOLF UNLIMITED, INC. (FORMERLY KNOWN AS S2 GOLF INC.) STATEMENTS OF CASH FLOWS FOR THE SIX MONTHS ENDED JUNE 30, 2001 AND JUNE 30, 2000 (UNAUDITED)

		June 30, 2001	June 30, 2000
OPERATING ACTIVITIES Net Income Adjustments to Reconcile Net Income to Net Cash Provided	Ş	210,176	\$ 402,742

By (Used In) Operating Activities:		
Depreciation	54,168	31,564
Amortization	182,826	
Deferred Income Taxes	(6,000)	(15,900)
Allowance for Doubtful Accounts	156,111	
Changes in Assets and Liabilities:		
Accounts Receivable	(1,108,641)	(783,554)
Inventories	(997,412)	(332,181)
Prepaid Expenses	(62,404)	17,519
Other Assets	6,523	0
Accounts Payable	828,298	265,012
Accrued Expenses	65,522	456,609
Other Current and Non-Current Liabilities	(23,298)	(29,980)
NET CASH PROVIDED BY (USED IN) OPERATIONS	(694,131)	11,831
NET CASH USED IN INVESTING ACTIVITIES		
Purchase of Equipment	(33,857)	(48,694)
FINANCING ACTIVITIES		<u>_</u>
Repayments of Long-Term Debt	(299,794)	0
Proceeds from Revolving Line of Credit, Net	1,024,318	36,863
NET CASH PROVIDED BY FINANCING ACTIVITIES	724,524	36,863
DECREASE IN CASH	(3,464)	0
CASH - BEGINNING OF PERIOD	9,886	150
CASH - BEGINNING OF PERIOD	9,000	
CASH - END OF PERIOD	\$ 6,422	
SUPPLEMENTAL CASH FLOW DISCLOSURES		
Cash Paid During the Period for:	¢ 240.014	¢ 57.000
Interest	\$ 249,914	\$ 57,299
Income Taxes	\$ 133,840	\$         0 ==========

### THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE STATEMENTS

5

7

#### NOTES TO FINANCIAL STATEMENTS

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accompanying unaudited financial statements of Women's Golf Unlimited, Inc., formerly S2 Golf Inc., (the "Company") have been prepared in accordance with accounting principles generally accepted in the United States of America for interim financial reporting. In the opinion of management, all material adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the six months ended June 30, 2001 are not necessarily indicative of the results that may be expected for the fiscal year ending December 31, 2001. The unaudited financial statements and related notes are presented as permitted by Form 10-Q and do not contain certain information included in the Company's annual financial statements and notes thereto. For further information, refer to the Company's annual financial statements are present on Form 10-K for the fiscal year ended December 31, 2000.

#### 1) EARNINGS PER SHARE

Basic earnings per share ("EPS") excludes dilution and is computed by dividing net income available to common stockholders by the weighted average number of common shares outstanding for the period. Diluted EPS reflects the potential dilution that could occur if stock options or other contracts to issue common stock were exercised and resulted in the issuance of common stock that then shared in the earnings of the Company. Diluted EPS is computed using the treasury stock method when the effect of common stock equivalents would be dilutive. The only reconciling item between the denominator used to calculate basic EPS and the denominator used to calculate diluted EPS is the dilutive effect of stock options issued to employees of the Company and other parties. The Company has issued no other potentially dilutive common stock equivalents.

#### 2) NEW ACCOUNTING PRONOUNCEMENT

In July 2001, the Financial Accounting Standard Board ("FASB") issued SFAS No.'s 141 and 142, "Business Combinations" and "Goodwill and Other Intangibles". FASB 141 requires all business combinations initiated after June 30, 2001 to be accounted for using the purchase method. Under FASB 142, effective the first quarter of the year ending December 31, 2002, goodwill is no longer subject to amortization over its estimated useful life. Rather, goodwill is subject to at least an annual assessment for impairment applying a fair-value based test. Additionally, an acquired intangible asset should be separately recognized if the benefit of the intangible asset is obtained through contractual or other legal rights, or if the intangible asset can be sold, transferred, licensed, rented or exchanged, regardless of the acquirer's intent to do so. The Company is in the process of determining the impact of these pronouncements on its financial position and results of operations.

#### INVENTORIES

Inventories are valued at the lower of cost, determined on the basis of the first-in, first-out method, or market. Inventories at June 30, 2001 and December 31, 2000 consisted of the following components:

	6/30/01	12/31/00
Raw Materials Finished Goods	\$4,287,004 756,530	\$3,404,600 641,522
	\$5,043,534	\$4,046,122
	=========	

6

8

#### SHORT TERM BORROWINGS

The Company has a secured revolving line of credit allowing a maximum credit limit of \$8,000,000, less 50% of the aggregate face amount of all outstanding letters of credit, and subject to various borrowing bases through September 30, 2003. The availability of funds under this line of credit varies as it is based, in part, on a borrowing base of 80% of eligible accounts receivable and 60% of qualified inventory. Substantially all of the Company's assets are used as collateral for the credit line. Interest rates are at prime plus one-quarter percent, paid monthly; the interest rate was 7.00% as of June 30, 2001 and 9.75% as of December 31, 2000. The Company's availability on the line of credit, as of June 30, 2001, was approximately \$ 1,076,000.

The credit facility contains certain covenants, which, among other items, require the maintenance of certain financial ratios including tangible net worth and working capital. Any event of default under the credit facility permits the lender to cease making additional loans thereunder. The Company was in compliance with all covenants and conditions of the facility as of June 30, 2001.

#### QUARTERLY ENDS

The Company reports its interim financial statements as of the Friday closest to month-end of the quarter. Therefore, the interim quarters for fiscal 2001 will end on March 30, 2001, June 30, 2001, and September 28, 2001. The Company reports its year-end financial statements as of December 31.

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

#### RESULTS OF OPERATIONS

Net Sales for the three-month and six-month periods ended June 30, 2001 were \$5,402,339 and \$9,923,934 respectively, compared to \$3,927,376 and \$6,792,046 for the same periods in 2000. Management attributes this 46.1% increase in sales over the same period in the prior year primarily due to the acquisitions of the Nancy Lopez and Lady Fairway product lines. These acquisitions accounted for \$3,576,000 of the \$3,131,888 increase, offset by a decline of \$442,112 in the Square Two brand. The primary reason for the decline in the Square Two brand was a softening of demand for the men's clubs. The Square Two women's clubs increased 3%.

Gross profit as a percentage of sales for the three-month and six-month periods ended June 30, 2001 was 43.4% and 42.5% respectively, as compared to 37.0% and 35.4% for the same periods in 2000. Management attributes this increase to the higher margin sales of the NancyLopezGolf brand and the Lady Fairway brand along with lower component pricing for the Square Two brand.

Selling expenses for the three-month and six-month periods ended June 30, 2001 were \$1,413,268 and \$2,236,901, compared to \$561,055 and \$994,189 for the same periods in 2000. This is the result of increased expenses of approximately \$236,000 due to Lady Fairway acquisition, as well as increased television advertising, PGA show expense, and commissions. In addition, the company incurred player endorsements during the six-month period ended June 30, 2001 that did not exist in the six-month period ended June 30, 2000, which was approximately \$ 100,000.

General and Administrative expenses for the three-month and six-month periods

ended June 30, 2001 were \$741,158 and \$1,402,617 respectively, compared to \$375,863 and \$682,016 for the same periods in 2000. This is due primarily to increased expenses of approximately \$ 419,000 due to Lady Fairway acquisition as well as increased salaries and wages, public company expense, professional and legal fees and Amortization of Goodwill for both NancyLopezGolf and Lady Fairway.

7

9

Interest expense for the three-month and six-month periods ended June 30, 2001 was \$140,144 and \$249,914 respectively, compared to \$ 36,608 and \$57,299 for the same periods in 2000. The average loan balance for the six-month period ended June 30, 2001 was \$5,209,820 compared to an average loan balance of \$1,333,438 for the six-month period ended June 30, 2000. The increase in the average outstanding balance resulted mainly from the NancyLopezGolf acquisition, as well as increased inventory. The NancyLopezGolf acquisition, which occurred on July 31, 2000, was a cash purchase of approximately \$ 3,645,000 after post-closing adjustments, which the Company funded with a term loan of \$ 900,000 and the existing line of credit. Interest expense for the six-month period ended June 30, 2001 also includes \$50,000 projected interest expense on the Promissory Note with a maturity date of December 31, 2001 that the Company issued in connection with the Lady Fairway acquisition.

Other (Income)/Expense for the three-month and six-month periods ended June 30, 2001 was \$100,993 and \$ 141,452 respectively, compared to \$0 and an expense of \$46 for the same periods in 2000. This increase is due royalty income from international distributors.

The provision for income taxes was \$260,723 for the six-month period ended June 30, 2001 compared to \$268,868 for the same six-month period in 2000.

The Company's net income for the three-month and six-month periods ended June 30, 2001 was \$36,248 and \$210,176 respectively, compared to \$288,705 and \$402,742 for the same periods in 2000. This decrease was the result of a 46.1% increase in net revenue, gross margins improving to 42.5%, offset by increased selling, general and administrative, interest and other expense due to the Nancy Lopez and Lady Fairway acquisition.

#### FINANCIAL CONDITION AND LIQUIDITY

The Company's working capital increased by \$270,767 for the six-month period ended June 30, 2001. Current assets increased by \$2,020,882, offset by an increase in current liabilities of \$1,750,115. Accounts receivable increased by approximately \$953,000, inventory increased by approximately \$997,000, for the six-month period ended June 30, 2001, which was typical for the Company due to the cyclical nature of the Golf Industry. In addition, Prepaid expenses increased approximately \$62,000. The Company's short-term borrowing increased by approximately \$1,024,000, which was a result of increased inventory. In addition, accounts payable increased by approximately \$828,000 for the six-month period ended June 30, 2001.

Cash used by operations was \$694,131 for the six-month period ended June 30, 2001, compared to cash provided of \$ 11,831 for the same period ended June 30, 2000. Cash provided by financing activities totaled \$724,524 for the six-month period ended June 30, 2001 and \$36,863 for the same six-month period in 2000. During the six-month period ended June 30, 2001 cash used for the payment of equipment purchased was \$33,857. Interest charges on short and long-term

borrowings were \$249,914.

#### PART II. OTHER INFORMATION

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK.

Not applicable.

10

8

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

(a) The exhibits listed on the attached Exhibit Index are filed as part of this report.

### 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.

	WOMEN'S GOLF UNLIMITED, INC.
08/14/2001	/s/ Douglas A. Buffington
Dated	By: Douglas A. Buffington

President and Chief Operating Officer

9

# EXHIBIT INDEX

EXHIBIT NUMBER 	DESCRIPTION OF EXHIBIT*
3.1	Amended and Second Restated Certificate of Incorporation of the registrant dated June to Exhibit 3.1 to the registrant's Quarterly Report on Form 10-Q for the quarter ended
3.2	Amended and Restated By-laws of the registrant dated December 6, 1991 (incorporated by registrant's Annual Report on Form 10-K for the year ended December 31, 1991).
3.3	Certificate of Amendment to the Amended and Second Restated Certificate of Incorporati by reference to Exhibit 99.0 to the registrant's Current Report on form 8-K reporting
4.1	Common Stock Purchase Warrant in favor of Wesmar Partners dated February 28, 1988 (inc 4.4 of the registrant's Registration Statement No. 33–37371 on Form S–3).
4.2	Common Stock Purchase Warrant in favor of Wesmar Partners dated February 28, 1988 (inc

4.5 of the registrant's Registration Statement No. 33-37371 on Form S-3).

- 4.3 Stock Option Agreement between the registrant and Wesmar Partners dated February 29, 1 Exhibit 4.6 of the registrant's Registration Statement No. 33-37371 on Form S-3).
- 10.0 Loan and Security Agreement between the registrant and Midlantic Bank, National Associ (incorporated by reference to Exhibit 99 of the registrant's Current Report on Form 8-
- 10.1 First Amendment to Loan and Security Agreement between the registrant and Midlantic Ba April 9, 1996 (incorporated by reference to Exhibit 10.1 of the registrant's Annual Re ended December 31, 2000).
- 10.2 Second Amendment to Loan and Security Agreement between registrant and PNC Bank, Natio interest of Midlantic Bank, National Association made as of December 1, 1997 (incorpor of the registrant's Annual Report on Form 10-K for the year ended December 31, 1997).
- 10.3 Fourth Amendment to Loan and Security Agreement between the registrant and PNC Bank, N July 31, 2000 (incorporated by reference to Exhibit 10.14 to the registrant's Registra Form S-4).
- 10.4 Fifth Amendment to Loan and Security Agreement between the registrant and PNC Bank, Na 3, 2001 (incorporated by reference to Exhibit 10.4 of the registrant's Annual Report of December 31, 2000).

12

NUMBER	DESCRIPTION OF EXHIBIT*
EXHIBIT	

- 10.5 Lease Agreement between the registrant and 12 Gloria Lane Limited Partnership dated Ju reference to Exhibit 10.6 of the registrant's Registration Statement No. 33-37371 on F
- 10.6 Modification of Lease Agreement between the registrant and 12 Gloria Lane Industrial F (incorporated by reference to Exhibit 10.2 of the registrant's Annual Report on Form 1 1995).
- 10.7 Lease Modification, Extension, Assignment, Assumption and Consent among Joel Levy as S Number One under Unrecorded Land Trust Agreement dated as of November 29, 1999, Ladies S2 Golf Acquisition Corp., as dated as of December 29, 2000 (incorporated by reference registrant's Annual Report on Form 10-K for the year ended December 31, 2000).
- 10.8 Amended and Restated Licensing Agreement between Ladies Professional Golf Association 1999 (incorporated by reference to Exhibit 10.2 of the registrant's Annual Report on f December 31, 1999).
- 10.9 Endorsement Agreement between the registrant and Kathy Whitworth dated October 13, 199 Exhibit 10.13 to the registrant's Annual Report on Form 10-K for the year ended Decemb
- 10.10 Licensing Agreement between Nancy Lopez Enterprises, Inc. and the registrant made as a reference to Exhibit 10.10 of the registrant's Annual Report on Form 10-K for the year

- 10.11 License Agreement between the registrant and Raymond Lanctot Ltee/Ltd. dated June 28, Exhibit 10.12 to the registrant's Annual Report on Form 10-K for the year ended Decemb
- 10.12 Asset Purchase Agreement among the registrant, APGC Holdings Company, LLC and The Arno 31, 2000 (incorporated by reference to Exhibit 2.0 to the registrant's Current Report dated July 31, 2000).
- 10.13 Agreement and Plan of Reorganization, dated as of June 22, 2000, among the registrant, Golf Equipment Company, Inc., James E. Jones and Brian Christopher (incorporated by re registrant's Registration Statement No. 333-47908 on Form S-4).
- 10.14 1992 Stock Plan for Independent Directors of S2 Golf Inc. dated December 29, 1992 (inc 10.11 to the registrant's Annual Report on Form 10-K for the year ended December 31, 1
- 10.15\*\* 1998 Employee Stock Plan of the registrant (incorporated by reference to Exhibit 10.15 on Form 10-K for the year ended December 31, 2000).

13

EXHIBIT	
NUMBER	DESCRIPTION OF EXHIBIT*

- 10.16\*\* Agreement between the registrant and Randy A. Hamill dated January 2, 1997 (incorporat the registrant's Annual Report on Form 10-K for the year ended December 31, 1997).
- 10.17\*\* Employment Agreement between the registrant and Douglas A. Buffington, made April 3, 2
  2001 (incorporated by reference to Exhibit 10.17 of the registrant's Quarterly Report
  March 30, 2001).
- 10.18\*\* Consulting Services Agreement between the registrant and MR & Associates made as of De January 1, 2000 (incorporated by reference to Exhibit 10.18 of the registrant's Annual ended December 31, 2000).
- 10.19\*\* Employment Agreement among the registrant, S2 Golf Acquisition Corp. and James E. Jone (incorporated by reference to Exhibit 10.19 of the registrant's Annual Report on Form 31, 2000).
- 10.20 Agreement and Plan of Merger between the registrant and S2 Golf Acquisition Corp. date
- \* In the case of incorporation by reference to documents filed by the registrant under t file number under the Act is 0-14146.
- \*\* Management contract or management compensatory plan or arrangement.