

Summer Infant, Inc.  
Form 10-Q  
May 11, 2010

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**FORM 10-Q**

**Quarterly Report Under Section 13 or 15d of the Securities Exchange Act of 1934**

**For the quarterly period ended March 31, 2010**

**Summer Infant, Inc.**

(Name of Registrant as Specified in Its Charter)

**Commission file 001-33346**

**Delaware**  
(State of Incorporation)

**20-1994619**  
IRS Employment Number

**1275 Park East Drive**  
**Woonsocket, RI 02895**  
(Address of principal executive offices)

**(401) 671-6550**  
(Registrant's telephone number)

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 last 90 days. Yes  No

## Edgar Filing: Summer Infant, Inc. - Form 10-Q

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

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

Large accelerated filer

Accelerated filer

Non-accelerated filer   
(Do not check if a smaller reporting company)

Smaller reporting company

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

As of May 1, 2010, there were 15,437,477 shares outstanding of the registrant's Common Stock, \$.0001 par value per share.

---

Summer Infant, Inc.

Form 10Q

Table of Contents

|   | Page Number   |
|---|---|
| <b>Part 1.</b>  | <b>Financial Information</b>  |
| <b>Item 1.</b>  | <b>Condensed Consolidated Financial Statements (unaudited)</b>  |
|   | <b><u>Condensed Consolidated Balance Sheets</u></b>   |
|   | <b><u>March 31, 2010 (unaudited) and December 31, 2009</u></b> <span style="float: right;">3</span>     |
|   | <b><u>Condensed Consolidated Statements of Income for the three months ended</u></b>                    |
|   | <b><u>March 31, 2010 and 2009 (unaudited)</u></b> <span style="float: right;">4</span>                  |
|   | <b><u>Condensed Consolidated Statements of Cash Flows for the three months</u></b>                      |
|   | <b><u>ended</u></b>   |
|   | <b><u>March 31, 2010 and 2009 (unaudited)</u></b> <span style="float: right;">5</span>                  |
|   | <b><u>Notes to Condensed Consolidated Financial Statements</u></b> <span style="float: right;">6</span> |
| <b><u>Item 2.</u></b>   | <b><u>Management's Discussion and Analysis of Financial Condition and Results of</u></b>                |
|   | <b><u>Operations</u></b> <span style="float: right;">13</span>  |
| <b><u>Item 4T.</u></b>  | <b><u>Controls and Procedures</u></b> <span style="float: right;">20</span>                             |
| <b><u>Part II.</u></b>  | <b><u>Other Information</u></b> <span style="float: right;">21</span>                                   |
| <b><u>Item 1. Legal Proceedings</u></b>   | <span style="float: right;">21</span>   |
| <b><u>Item 1A. Risk Factors</u></b>   | <span style="float: right;">21</span>   |
| <b><u>Item 2. Unregistered Sales of Equity Securities and Use of Proceeds</u></b> | <span style="float: right;">21</span>   |
| <b><u>Item 3. Defaults Upon Senior Securities</u></b>                             | <span style="float: right;">21</span>   |
| <b><u>Item 5. Other Information</u></b>   | <span style="float: right;">21</span>   |
| <b><u>Item 6. Exhibits</u></b>  | <span style="float: right;">21</span>   |
| <b><u>Signatures</u></b>  | <span style="float: right;">22</span>   |

## Summer Infant, Inc. and Subsidiaries

## Condensed Consolidated Balance Sheets

Note that all amounts presented in the attached table are in thousands of US dollars except share amounts and par value amounts.

|  | Unaudited<br>March 31,<br>2010 | December 31,<br>2009 |
|--|--------------------------------|----------------------|
| <b>ASSETS</b>  |                                |                      |
| <b>CURRENT ASSETS</b>  |                                |                      |
| Cash and cash equivalents  | \$ 1,617                       | \$ 932               |
| Trade receivables, net of allowance for doubtful accounts                                      | 39,464                         | 32,520               |
| Inventory, net   | 31,648                         | 32,012               |
| Prepays and other current assets   | 2,960                          | 2,495                |
| Deferred tax assets  | 1,071                          | 1,071                |
| <b>TOTAL CURRENT ASSETS</b>  | <b>76,760</b>                  | <b>69,030</b>        |
| Property and equipment, net  | 12,040                         | 11,486               |
| Goodwill   | 45,496                         | 45,496               |
| Other intangible assets, net   | 15,434                         | 15,704               |
| Other assets   | 202                            | 237                  |
| <b>TOTAL ASSETS</b>  | <b>\$ 149,932</b>              | <b>\$ 141,953</b>    |
| <b>LIABILITIES AND STOCKHOLDERS EQUITY</b>   |                                |                      |
| <b>CURRENT LIABILITIES</b>   |                                |                      |
| Accounts payable and accrued expenses  | \$ 29,876                      | \$ 29,966            |
| Current portion of long term debt  | 3,218                          | 2,663                |
| <b>TOTAL CURRENT LIABILITIES</b>   | <b>33,094</b>                  | <b>32,629</b>        |
| Long term debt, less current portion   | 37,628                         | 31,780               |
| Other liabilities  | 6,725                          | 6,957                |
| Deferred tax liabilities   | 1,607                          | 1,607                |
| <b>TOTAL LIABILITIES</b>   | <b>79,054</b>                  | <b>72,973</b>        |
| <b>COMMITMENTS AND CONTINGENCIES</b>   |                                |                      |
| <b>STOCKHOLDERS EQUITY</b>   |                                |                      |
| Common Stock \$.0001 par value, issued and outstanding 15,437,477 and 15,356,727, respectively | 1                              | 1                    |
| Additional paid in capital   | 55,523                         | 55,342               |
| Retained earnings  | 15,668                         | 13,903               |
| Accumulated other comprehensive loss   | (315)                          | (266)                |
| <b>TOTAL STOCKHOLDERS EQUITY</b>   | <b>70,878</b>                  | <b>68,980</b>        |
| <b>TOTAL LIABILITIES AND STOCKHOLDERS EQUITY</b>   | <b>\$ 149,932</b>              | <b>\$ 141,953</b>    |

See notes to condensed consolidated financial statements



**Summer Infant, Inc. and Subsidiaries**  
**Condensed Consolidated Statements of Income**

Note that all amounts presented in the attached table are in thousands of US dollars except share and per share amounts.

|   | Unaudited<br>For the three months ended |                   |
|---|---|-------------------|
|   | March 31,<br>2010                       | March 31,<br>2009 |
| Net revenues  | \$ 44,116                               | \$ 34,849         |
| Cost of goods sold  | 27,187                                  | 23,192            |
| Gross profit  | 16,929                                  | 11,657            |
| Selling, general and administrative expenses (including stock-based compensation expense) | 14,042                                  | 10,660            |
| Net operating income  | 2,887                                   | 997               |
| Interest expense, net   | (367)                                   | (421)             |
| Income before provision for income taxes  | 2,520                                   | 576               |
| Provision for income taxes  | 756                                     | 173               |
| NET INCOME  | \$ 1,764                                | \$ 403            |
| Net income per share:   |   |                   |
| BASIC   | \$ 0.11                                 | \$ 0.03           |
| DILUTED   | \$ 0.11                                 | \$ 0.03           |
| Weighted average shares outstanding:  |   |                   |
| BASIC   | 15,412,631                              | 15,128,490        |
| DILUTED   | 16,134,659                              | 15,392,782        |

See notes to condensed consolidated financial statements.

**Summer Infant, Inc. and Subsidiaries**  
**Condensed Consolidated Statements of Cash Flows**

Note that all amounts presented in the attached table are in thousands of US dollars.

|   | <b>Unaudited</b>                  |                  |
|---|-----------------------------------|------------------|
|   | <b>For the three months ended</b> |                  |
|   | <b>March 31,</b>                  | <b>March 31,</b> |
|   | <b>2010</b>                       | <b>2009</b>      |
| <b>Cash flows from operating activities:</b>  |                                   |                  |
| Net income  | \$ 1,764                          | \$ 403           |
| <b>Adjustments to reconcile net income to net cash used in operating activities</b> |                                   |                  |
| Depreciation and amortization   | 1,215                             | 1,001            |
| Stock-based compensation  | 181                               | 365              |
| Change in value of interest rate Swap agreements                                    | (79)                              |                  |
| <b>Changes in assets and liabilities net of effects of acquisitions:</b>            |                                   |                  |
| Increase in trade receivables   | (7,595)                           | (3,209)          |
| Decrease (increase) in inventory  | (356)                             | 3,808            |
| Decrease (increase) in prepaids and other assets                                    | (495)                             | 412              |
| Increase (decrease) in accounts payable and accrued expenses                        | 71                                | (4,268)          |
| Net cash used in operating activities   | (5,294)                           | (1,488)          |
| <b>Cash flows from investing activities:</b>  |                                   |                  |
| Acquisitions of property and equipment  | (1,511)                           | (844)            |
| Acquisition of intangible assets  |                                   | (37)             |
| Net cash used in investing activities   | (1,511)                           | (881)            |
| <b>Cash flows from financing activities:</b>  |                                   |                  |
| Proceeds from sale of building (net of closing costs of \$150)                      |                                   | 3,903            |
| Net borrowings (repayments) on line of credit and other debt                        | 6,758                             | (1,660)          |
| Net cash provided by financing activities   | 6,758                             | 2,243            |
| Effect of exchange rate changes on cash and cash equivalents                        | 733                               | (50)             |
| <b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>                         | <b>685</b>                        | <b>(176)</b>     |

Edgar Filing: Summer Infant, Inc. - Form 10-Q

|  |          |          |
|--|----------|----------|
| CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD | 932      | 988      |
| CASH AND CASH EQUIVALENTS, END OF PERIOD       | \$ 1,617 | \$ 812   |
| Building related finance obligation            | \$       | \$ 3,902 |
| Cash paid for interest                         | \$ 342   | \$ 395   |
| Cash paid for income taxes                     | \$ 577   | \$ 145   |



**SUMMER INFANT, INC. AND SUBSIDIARIES**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The accompanying interim condensed consolidated financial statements of Summer Infant, Inc. (the Company, or Summer) are unaudited, but in the opinion of management, reflect all adjustments, consisting of normal recurring accruals, necessary for a fair presentation of the results for the interim periods. Accordingly, they do not include all information and notes required by generally accepted accounting principles (GAAP) for complete financial statements. The results of operations for interim periods are not necessarily indicative of results to be expected for the entire fiscal year or any other period. The balance sheet at December 31, 2009 has been derived from the audited financial statements at that date but does not include all of the information and footnotes required by accounting principles generally accepted in the United States of America for complete financial statements. These interim consolidated financial statements should be read in conjunction with the Company's consolidated financial statements and notes for the year ended December 31, 2009 filed on Form 10-K on March 10, 2010.

All significant intercompany accounts and transactions have been eliminated in the condensed consolidated financial statements.

*Income Taxes*

The provision for income taxes is based on the Company's estimated annualized effective tax rate for the year.

Income taxes are computed using the asset and liability method of accounting. Under the asset and liability method, a deferred tax asset or liability is recognized for estimated future tax effects attributable to temporary differences and carryforwards. The measurement of deferred income tax assets is adjusted by a valuation allowance, if necessary, to recognize future tax benefits only to the extent, based on available evidence, it is more likely than not such benefits will be realized. The Company recognizes interest and penalties, if any, related to uncertain tax positions in selling, general and administrative expenses. No interest and penalties related to uncertain tax positions were accrued at March 31, 2010. The tax years 2006 through 2009 remain open to examination by the major taxing jurisdictions in which the Company operates. The Company expects no material changes to unrecognized tax positions within the next twelve months.

*Use of Estimates*

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

*Net Income Per Share*

Basic earnings per share for the Company are computed by dividing net income by the weighted-average number of shares of common stock outstanding during the period. Diluted earnings per share includes the dilutive impact of outstanding stock options and unvested restricted shares.

*Translation of Foreign Currencies*

The assets and liabilities of the Company's European, Canadian, and Asian operations have been translated into U.S. dollars at year-end exchange rates. All assets and liabilities of the Company's foreign affiliates are translated into U.S. dollars at the exchange rate in effect at the end of the year and the income and expense accounts of these affiliates have been translated at average rates prevailing during each respective year. Resulting translation adjustments are made to a separate component of stockholders' equity within accumulated other comprehensive income (loss).

**Recently Issued Accounting Pronouncements**

In December 2007, the FASB issued a new standard which establishes principles and requirements for how the acquirer of a business recognizes and measures in its financial statements the identifiable assets acquired, the liabilities assumed, and any non-controlling interest in the acquired company. The new standard also provides guidance for recognizing and measuring the goodwill acquired in the business combination and determines what information to disclose to enable users of the financial statements to evaluate the nature and financial effects of the business combination. The provisions of the new standard are effective for financial statements issued for fiscal years beginning after December 15, 2008. The Company adopted this standard, as applicable, on January 1, 2009.

In December 2007, the FASB issued a new standard which establishes accounting and reporting standards for the non-controlling interest in a subsidiary and for the deconsolidation of a subsidiary. In addition, the new standard also includes expanded disclosure requirements regarding interests of the parent and its non-controlling interest. The provisions of the new standard are effective for financial statements issued for fiscal years beginning after December 15, 2008. The Company adopted this standard, as applicable, on January 1, 2009.

In April 2008, the FASB issued new guidance which amends the factors that should be considered in developing renewal or extension assumptions used to determine the useful life of a recognized intangible asset. The intent of the new guidance is to improve the consistency between the useful life of a recognized intangible asset and the period of expected cash flows used to measure the fair value of the asset. The new guidance is effective for fiscal years beginning after December 15, 2008 and is effective beginning January 1, 2009. Adoption did not have a material impact on the Company's consolidated results of operations and financial condition.

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 financial statements.

## 2. DEBT

On April 10, 2008, the Company entered into two three-year secured credit facilities (the Loan Agreement) with Bank of America, N.A., as Administrative Agent, and each of the financial institutions that were a signatory to the Loan Agreement. The Loan Agreement provides for a \$36,000,000 working capital revolving credit facility and a \$10,000,000 non-restoring acquisition credit facility. The new credit facilities mature on June 30, 2011. The Company and its subsidiaries, Summer Infant (USA), Inc., Summer Infant Europe Limited, Summer Infant Asia Limited and Summer Infant Canada, Limited are the borrowers under this Loan Agreement.

The Company's ability to borrow under the Loan Agreement is subject to its ongoing compliance with a number of financial and other covenants, including the following: (i) that the Company and its subsidiaries maintain a net worth of \$50,000,000 plus the sum of 50% of net income earned in each fiscal year, (ii) that the Company and its subsidiaries maintain a ratio of total funded debt to EBITDA of not greater than 3.50:1.00, and (iii) that the Company and its subsidiaries maintain a ratio of operating cash flow to debt service of not less than 1.25:1.00. Furthermore, if the Company's ratio of total funded debt to EBITDA is greater than 3.25:1.00 for any fiscal year, the aggregate amount that may be borrowed under the Loan Agreement will be determined by reference to a borrowing base.

These credit facilities bear interest at a floating rate based on a spread over LIBOR ranging from 150 basis points to 200 basis points, depending upon the ratio of the Company's total funded debt to EBITDA. As of March 31, 2010, the blended interest rate for these credit facilities was 4.1%. In addition, these credit facilities have an unused line fee based on the unused amount of the credit facilities equal to 25 basis points. The total amount outstanding on these facilities at March 31, 2010 was \$39,187,000.

The Loan Agreement also contains customary events of default, including a cross default provision and a change of control provision. In the event of a default, all of the obligations of the Company and its subsidiaries under the Loan Agreement may be declared immediately due and payable. For certain events of default relating to insolvency and receivership, all outstanding obligations become due and payable.

During 2009, the Company initiated an agreement to borrow against certain international receivables. Approximately \$965,000 relating to this agreement is included in current portion of long term debt at March 31, 2010.

**3. Fair Value Measurements**

Effective January 1, 2008, the Company adopted the new standard regarding fair value which establishes a new framework for measuring fair value and expands related disclosures. Broadly, the framework requires fair value to be determined based on the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants. The standard established a three-level valuation hierarchy based upon observable and non-observable inputs.

Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect the Company's market assumptions. Preference is given to observable inputs. These two types of inputs create the following fair value hierarchy:

Level 1 Quoted prices for identical instruments in active markets.

Level 2 Quoted prices for similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active; and model-derived valuations whose inputs are observable or whose significant value drivers are observable.

Level 3 Significant inputs to the valuation model are unobservable.

The Company maintains policies and procedures to value instruments using the best and most relevant data available. In addition, the Company utilizes risk management resources that review valuation, including independent price validation. Management concludes there has been no material change in the company's credit risk nor that of Bank of America and therefore the valuation of the liability is reasonable.

The Company recognizes the fair value of interest rate swaps using Level 2 inputs.

As of March 31, 2010 the fair value of the swaps now reflects a liability of approximately \$742,000, which is included in other liabilities on the accompanying balance sheet. The change in fair value of the swap liability is recorded in interest expense. The interest rate swaps are not accounted for as hedges.

The notional amounts under the interest rate swap agreements total \$20 million, which is approximately 50% of the Company's total outstanding bank debt at March 31, 2010.

**4. Derivative Instruments**

## Edgar Filing: Summer Infant, Inc. - Form 10-Q

The Company is exposed to interest rate risk primarily through its borrowing activities. The Company's long-term debt is a variable rate instrument. The Company entered into three interest rate swap contracts under which the Company agreed to pay an amount equal to a specified fixed rate of interest times a notional principal amount, and to in turn receive an amount equal to a specified variable rate of interest times the same notional principal amount.

The Company uses derivatives to fix interest rates. As a matter of policy, the Company does not use derivatives for speculative purposes. This is a requirement in the Company's loan agreement to mitigate interest rate risk.

Edgar Filing: Summer Infant, Inc. - Form 10-Q

The interest rate swap contracts require payment of a fixed rate of interest and the receipt of a variable rate of interest at the LIBOR one month index rate plus 150-200 basis points on a notional amount of indebtedness.

|        | <b>Rate</b> | <b>Notional Amt</b> | <b>Eff. Date</b> | <b>Mat. Date</b> |    | <b>Mark-to-Market @ 3/31/10</b> |
|--------|-------------|---------------------|------------------|------------------|----|---------------------------------|
| Swap 1 | 7.06%       | 3,771,904           | 6/21/2007        | 6/7/2012         | \$ | (363,414)                       |
| Swap 2 | 3.50%       | 6,000,000           | 5/12/2008        | 4/08/2011        | \$ | (202,139)                       |
| Swap 3 | 2.92%       | 10,000,000          | 11/3/2008        | 11/01/2010       | \$ | (176,601)                       |
|        |             |                     |                  |                  | \$ | (742,154)                       |

**5. REAL ESTATE TRANSACTION**

On March 24, 2009 the Company entered into a definitive agreement with Faith Realty II, LLC, a Rhode Island limited liability company ( Faith Realty ) (the members of which are Jason Macari, the current Chairman of the Board of Directors and President of the Company, and his spouse), pursuant to which Faith Realty will purchase the corporate headquarters of the Company located at 1275 Park East Drive, Woonsocket, Rhode Island (the Headquarters ) and subsequently lease the Headquarters back to Summer USA (collectively, the Transactions ). Pursuant to the terms of that certain Purchase and Sale Agreement between Summer USA and Faith Realty, dated as of March 24, 2009, Faith Realty purchased the Headquarters for \$4,052,500 and then leased the Headquarters back to Summer USA for an annual rent of \$390,000 during the initial seven (7) year term of the lease, payable monthly and in advance. The lease will expire on the seventh (7th) anniversary of its commencement unless an option period is exercised by Summer USA. At that time, Summer USA will have the opportunity to extend the lease for one (1) additional period of five (5) years. If Summer USA elects to extend the term of the lease for an additional five (5) years, the annual rent for the first two (2) years of the extension term shall be equal to \$429,000 and for the final three (3) years of the extension term shall be equal to \$468,000. In addition, during the first six (6) months of the last lease year of the initial term of the lease Summer USA has the option to repurchase the Headquarters for \$4,457,750 (110% of the initial sale price). The Transactions were consummated concurrently with the execution of the definitive agreements. With the majority of the proceeds of the sale of the Headquarters, Summer USA paid off the construction loan relating to the Headquarters. Mr. Macari has given a personal guarantee to secure the Faith Realty debt on its mortgage; therefore, due to his continuing involvement in the building transaction and the Company's option to repurchase the building, the building remains on the books of the Company and the transaction has been recognized as a financing, with no gain recognized. The Company also has recorded a finance obligation under other liabilities in regards to this transaction; the outstanding liability at March 31, 2010 was \$3,752,000, of which approximately \$138,000 is included in accounts payable and accrued expenses and the remaining \$3,614,000 is included in other liabilities, in the accompanying consolidated balance sheet.

On February 25, 2009, the Company's Board of Directors (with Mr. Macari and Mr. Gibree abstaining from such action) approved the Transactions, subject to the negotiation and execution of definitive agreements within the parameters approved by the Board. In connection therewith, the board granted a potential waiver, to the extent necessary, if at all, of the conflict of interest provisions of the Company's Model Code of Ethics, effective upon execution of definitive agreements within the parameters approved by the Board. In connection with granting such potential waiver, the Board of Directors engaged independent counsel to review the proposed Transactions and an independent appraiser to ascertain (i) the value of the Headquarters and (ii) the market rent for the Headquarters. In reaching its conclusion that the Transactions are fair to the



Company, the Board of Directors considered a number of factors, including Summer USA's ability to repurchase the headquarters at 110% of the initial sale price at the end of the initial term.

In addition, the Company's Audit Committee approved the Transactions (as a related party transaction) and the potential waiver and recommended the matter to a vote of the entire Board of Directors.

## 6. COMMITMENTS AND CONTINGENCIES

### *Litigation*

The Company is a party to routine litigation and administrative complaints incidental to its business. Management does not believe that the resolution of any or all of such routine litigation and administrative complaints is likely to have a material adverse effect on the Company's financial condition or results of operations.

## 7. STOCK OPTIONS AND RESTRICTED SHARES

The Company has granted stock options under its 2006 Performance Equity Plan ( 2006 Plan ). Under the 2006 Plan, awards may be granted to participants in the form of Non-Qualified Stock Options, Incentive Stock Options, Restricted Stock, Deferred Stock, Stock Reload Options and other stock-based awards. Subject to the provisions of the plan, awards may be granted to employees, officers, directors, advisors and consultants who are deemed to have rendered or are able to render significant services to the Company and who are deemed to have contributed or to have the potential to contribute to the Company's success. The Company has issued both stock options and restricted shares to employees and board members.

Share-based compensation expense for the three months ended March 31, 2010 and 2009 was approximately \$181,000 and \$365,000, respectively. As of March 31, 2010, there were 2,143,100 stock options outstanding, and 161,500 unvested restricted shares outstanding.

During the three months ended March 31, 2010, the Company granted 128,500 stock options. The key assumptions used in determining the valuation included:

- Expected life - 6 years
- Volatility - 60%
- Discount rate - 0.64%



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

*The statements contained in this Report on Form 10-Q, that are not purely historical, are forward-looking information and statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These include statements regarding our expectations, intentions, or strategies regarding future matters. All forward-looking statements included in this document are based on information available to us on the date hereof. It is important to note that our actual results could differ materially from those projected in such forward-looking statements contained in this Form 10-Q. The forward-looking statements contained herein are based on current expectations that involve numerous risks and uncertainties. These risks include the concentration of the Company's business with retail customers; the ability of the Company to compete in the industry; the Company's dependence on key personnel; the Company's reliance on foreign suppliers; and other risks as detailed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2009, and subsequent filings with the Securities and Exchange Commission. All these matters are difficult or impossible to predict accurately, many of which may be beyond our control. Although we believe that the assumptions underlying our forward-looking statements are reasonable, any of the assumptions could be inaccurate and, therefore, there can be no assurance that the forward-looking statements included in this Form 10-Q will prove to be accurate.*

The information contained in this section has been derived from the Company's consolidated financial statements and should be read together with the consolidated financial statements and related notes included elsewhere in this filing.

The following discussion is intended to assist in the assessment of significant changes and trends related to the results of operations and financial condition of Summer Infant, Inc. This discussion and analysis should be read in conjunction with Summer's consolidated financial statements and notes thereto included herein. Summer's business has grown organically in all of its markets. Summer derives its revenues from the sale of health, safety and wellness products for infants and toddlers. Summer's revenue is driven by its ability to design and market desirable products, identify business opportunities and secure new and renew existing distribution channels. Summer's income from operations is derived from its ability to generate revenue and collect cash in excess of labor and other costs of providing its products and selling, general and administrative costs.

*Summary of critical accounting policies and estimates*

The FASB Accounting Standards Codification (Codification) is the source of authoritative accounting principles recognized by the FASB to be applied by nongovernmental entities in the preparation of financial statements in conformity with GAAP. Rules and interpretive releases of the Securities and Exchange Commission (SEC) under authority of federal securities laws are also sources of authoritative GAAP for SEC registrants. The adoption of the codification had no impact on the Company's financial position, results of operations or cash flows.

The Company's critical accounting policies are disclosed in the Company's Annual Report on Form 10-K. There have been no material changes to these policies during the first three months of 2010. This summary of critical accounting policies of Summer is presented to assist in understanding Summer's consolidated financial statements. The consolidated financial statements and notes are representations of Summer's management, which is responsible for their integrity and objectivity. These accounting policies conform to accounting principles generally accepted in the United States of America and have been consistently applied in the preparation of the consolidated financial statements.

Summer makes certain estimates and assumptions that affect the reported amounts of assets and liabilities and the reported amounts of revenues and expenses. The accounting policies described below are those Summer considers critical in preparing its financial statements. Some of these policies include significant estimates made by management using information available at the time the estimates were made. However, these

estimates could change materially if different information or assumptions were used.

*Nature of operations*

Summer is engaged in the design, marketing and distribution of juvenile products. Over 90% of the Company's revenues are derived from retail customers in North America, with the balance of revenues being generated in Europe, Asia, and Central/South America.

*Income taxes*

Effective January 1, 2007, we adopted the provisions of new accounting guidance which provides detailed guidance for the financial statement recognition, measurement and disclosure of uncertain tax positions recognized in the financial statements. Tax positions must meet a more-likely-than-not recognition threshold at the effective date to be recognized upon adoption and in subsequent periods. Upon adoption, we had no unrecognized tax benefits.

Income taxes are computed using the asset and liability method of accounting. Under the asset and liability method, a deferred tax asset or liability is recognized for estimated future tax effects attributable to temporary differences and carry-forwards. The measurement of deferred income tax assets is adjusted by a valuation allowance, if necessary, to recognize future tax benefits only to the extent, based on available evidence; it is more likely than not such benefits will be realized. The Company recognizes interest and penalties, if any, related to uncertain tax positions in selling, general and administrative expenses. No interest and penalties related to uncertain tax positions were accrued at March 31, 2010. The tax years 2006 through 2009 remain open to examination by the major taxing jurisdictions. The Company expects no material changes to unrecognized tax positions within the next twelve months.

## Company Overview

Summer is a designer, marketer, and distributor of branded juvenile health, safety and wellness products which are sold principally to large North American and UK retailers. Summer currently has more than 80 proprietary products in various product categories including nursery audio/video monitors, safety gates, durable bath products, bed rails, infant thermometers and related health and safety products, booster and potty seats and bouncers.

Summer's strategy is to grow its sales through a variety of methods, including:

- Increased product penetration (more products at each store);
- Increased store penetration (more stores within each retail customer);
- New products (at existing and new customers);
- New mass merchant retail customers;
- New distribution channels (food and drug chains, price clubs, home centers, and web-based retailers);
- New geographies (international expansion);
- New product categories

- Acquisitions

Summer has been able to grow its annual revenues significantly through a combination of all of the above factors. Each year it has been able to expand the number of products into its main distribution channel, mass merchant retailers, and has also added new customers each year. Therefore, even without new product introductions, Summer could grow its business by simply selling more of its existing product line to existing customers.

For 2010 and beyond, the growth strategy of Summer will be to continue to develop and sell new products to its existing customer base, sell new and existing products to new customers (or expand relationships with existing customers), and to expand in the UK and in other geographic regions (including Japan, Mexico and Australia, among others).

Summer's growth strategy has included acquisitions.

On March 31, 2008, Summer acquired substantially all of the assets of Basic Comfort, Inc., a leading manufacturer and supplier of infant comfort and safety products, including infant sleep positioners, infant head supports and portable changing pads.

## Edgar Filing: Summer Infant, Inc. - Form 10-Q

On April 18, 2008, Summer acquired Kiddopotamus & Company, a leading manufacturer and supplier of infant nursery, travel and feeding accessories.

On July 17, 2009 Summer acquired Butterfly Living, Inc., a manufacturer of cribs and related nursery furniture.

Summer intends to pursue additional potential acquisition candidates to obtain new innovative products, new product categories, new retail customers or new sales territories. There are approximately 400 active juvenile product companies, of which approximately 300 have less than \$10,000,000 in sales. In addition, there are various product categories that Summer does not currently compete in, including car seats, strollers, walkers, nursery care, and other categories. Summer may look to develop its own products in these categories or attempt to gain entrance into these categories through acquisitions.

As Summer continues to grow through internal initiatives and any additional future acquisitions, it will incur additional expenses. Two of the key areas in which such increased expenses will likely occur are sales and product development. To grow sales, Summer will likely hire additional sales personnel to service new geographic territories, focus existing resources on specific parts of the United States market and retain product line specialists to drive sales of new and existing products in specific areas in which Summer believes it can readily increase sales. Product development expenses are expected to increase as Summer develops new products in existing and new categories. As a result of its acquisition strategy, Summer will face various challenges such as the integration of the acquired companies' product lines, employees, marketing requirements and information systems. Ongoing infrastructure investment also may be required to support realized growth, including expenditures with respect to upgraded and expanded information systems and enhancing the company's management team.

### *Sales*

Summer's sales are primarily derived from the sale of juvenile health, safety and wellness products and are recognized upon transfer of title of product to Summer's customers. Summer's products are marketed through several distribution channels including chain retailers, specialty retailers and direct to consumers.

Over 90% of sales are currently made to customers in North America. Sales are made utilizing standard credit terms of 30 to 90 days. Summer generally accept returns only for defective merchandise.

### *Cost of goods sold and other expenses*

Summer's products are manufactured by third parties, with approximately 80-85% of the dollar value of products being manufactured in China and the majority of the balance being manufactured in the United States and other countries. Cost of goods sold primarily represents purchases of finished products from these third party manufacturers. The remainder of Summer's cost of goods sold includes tooling depreciation, freight-in from suppliers and miscellaneous charges from contract manufacturers. Substantially all of Summer's purchases are made in US dollars, therefore most of this activity is not subject to currency fluctuations. If Summer's suppliers experience increased raw materials, labor or other costs and pass along such cost increases through higher prices for finished goods, Summer's costs of sales would increase, and to the extent we are unable to pass such price increases along to Summer's customers, Summer's gross margins would decrease.



## Edgar Filing: Summer Infant, Inc. - Form 10-Q

Selling, general and administrative expenses primarily consist of payroll, insurance, professional fees, royalties, freight out to customers, product development costs, advertising and marketing expenses (including co-op advertising allowances as negotiated with certain customers) and sales commissions. Several of these items fluctuate with sales, some based on sales to particular customers and others based on sales of particular products.

There are not significant variations in seasonal demand for Summer's products. Sales to its retail customers are generally higher in the time frame when retailers take initial shipments of new products;

these orders usually incorporate enough product to fill each store plus additional amounts to be kept at the customer's distribution center. The timing of these initial shipments varies by customer depending on when they finalize store layouts for the upcoming year, and whether there are any mid-year product introductions.

## Results of Operations

### Condensed Consolidated Statements of Income

For the Three Months Ending March 31, 2010 and 2009

(in thousands of US dollars)

|   | Three Months Ended<br>March 31, 2010<br>(Unaudited) |        | Three Months Ended<br>March 31, 2009<br>(Unaudited) |    |        |        |
|---|---|--------|---|----|--------|--------|
| Net sales   | \$  | 44,116 | 100.0%  | \$ | 34,849 | 100.0% |
| Cost of goods sold  |   | 27,187 | 61.6%   |    | 23,192 | 66.6%  |
| Gross profit  |   | 16,929 | 38.4%   |    | 11,657 | 33.4%  |
| <b>OPERATING EXPENSES</b>   |   |        |   |    |        |        |
| Selling, general and administrative expenses (excluding depreciation, amortization, and stock-based compensation expense) |   | 12,646 | 28.7%   |    | 9,294  | 26.7%  |
| EBITDA(a)   | \$  | 4,283  | 9.7%  | \$ | 2,363  | 6.8%   |

(a) See non-GAAP discussion below regarding the computation of EBITDA.

*Three months ended March 31, 2010 compared with three months ended March 31, 2009*

Net sales increased 27% from approximately \$34,849,000 for the three months ended March 31, 2009 to approximately \$44,116,000 for the three months ended March 31, 2010. This sales increase was primarily attributable to increased distribution of Summer's products throughout Summer's customer base, and new product introductions. Significant increases were noted in many key accounts.

Gross profit increased 45% from approximately \$11,657,000 for the three months ended March 31, 2009 to approximately \$16,929,000 for the three months ended March 31, 2010. The gross profit as a percentage of sales increased to 38.4% from 33.4% in the prior year. The increase as a percentage of sales is primarily due to lower costs of finished goods from the Company's vendors in Asia and the US, in addition to an improved product mix.

Selling, general and administrative expenses increased from approximately \$9,294,000 for the three months ended March 31, 2009 to approximately \$12,646,000 for the three months ended March 31, 2010. This increase was primarily attributable to increases in headcount,

## Edgar Filing: Summer Infant, Inc. - Form 10-Q

higher variable selling expenses due to the increase in sales, increased promotional costs, and costs associated with new product development. Selling, general and administrative expenses increased to 28.7% of net sales in the three months ended March 31, 2010 from 26.7% of net sales in the three months ended March 31, 2009.

EBITDA increased from approximately \$2,363,000 for the three months ended March 31, 2009 to approximately \$4,283,000 for the three months ended March 31, 2010, an increase of 81%.

### **Liquidity and Capital Resources**

Summer generally funds its operations and working capital needs through cash generated from operations and borrowings under its secured credit facilities.

Summer's sales have increased significantly over the past several years. This sales growth has led to a substantial increase in working capital requirements, specifically trade receivables and inventory. The typical cash flow cycle is as follows:

## Edgar Filing: Summer Infant, Inc. - Form 10-Q

- Inventory is purchased to meet expected demand plus a safety stock. Since the majority of Summer's vendors are based in Asia, inventory takes from four to six weeks to arrive from Asia to the various distribution points Summer maintains in the US and the UK. Payment terms for these vendors average 60 days from the date the product ships from Asia, therefore Summer is generally paying for the product a short time after it is physically received in the US. The increased sales Summer has experienced result in increased levels of inventory, and therefore an increase in the amount of cash required to fund its inventory level.
- Sales to customers generally have payment terms of 30 to 60 days. The increased sales have resulted in an increase in the level of accounts receivable, and therefore have increased the amount of cash required to fund working capital.

Summer had traditionally been able to fund its increased working capital through asset-based lines of credit with banks. The lenders generally follow a borrowing base formula that allows advances based on the levels of accounts receivable and inventory.

The majority of capital expenditures for Summer are for tools related to new product introductions. Summer receives indications from retailers generally around the middle of each year as to what products the retailer will be taking into its product line for the upcoming year. Based on these indications, Summer will then acquire the tooling required to build the products. The majority of these expenditures are therefore made in the third and fourth quarters of each year so that initial shipments of products can be made in December and January (the typical time frame for new product shipments). In most cases the payments for the tools are spread out over a three to four month period.

For the three months ended March 31, 2010, net cash used in operating activities was \$5,294,000. This was primarily due to increases in trade receivables of \$7,595,000, which is a direct result of the significant increase in sales for the Company. See detailed discussion of the working capital cycle of Summer above.

Net cash used in investing activities was \$1,511,000, which primarily relates to the purchase of tooling used in the manufacturing process and other additions to property, plant and equipment.

Net cash provided by financing activities was \$6,758,000, which relates to borrowings on the line of credit to fund working capital increases and capital spending.

Based on the above factors, the net cash increase for the three months ended March 31, 2010 was \$686,000, resulting in a cash balance of \$1,617,000 at March 31, 2010.

Summer believes that its cash on hand and current banking facilities are sufficient to fund its cash requirements for at least the next 12 months. However, unforeseen circumstances, such as softness in the retail industry or deterioration in the business of a significant customer, could create a situation where Summer cannot access all of the available lines of credit due to not having sufficient assets or EBITDA. In addition, there is no assurance that Summer will meet all of its bank covenants in the future, or that its lenders will grant waivers if there are covenant violations.

## Edgar Filing: Summer Infant, Inc. - Form 10-Q

Summer's strategy for funding its business going forward is a combination of increased profitability, and if necessary, negotiation of increased borrowing lines as required with traditional lenders.

On April 10, 2008, Summer entered into two new three-year secured credit facilities (the "Loan Agreement") with Bank of America, N.A., as Administrative Agent, and each of the financial institutions a signatory to the Loan Agreement. The Loan Agreement provides for a \$36,000,000 working capital revolving credit facility and a \$10,000,000 non-restoring acquisition credit facility. The new credit facilities mature on June 30, 2011.

## Edgar Filing: Summer Infant, Inc. - Form 10-Q

Summer and its subsidiaries, Summer Infant (USA), Inc., Summer Infant Europe Limited, Summer Infant Asia Limited and Summer Infant Canada, Limited are the borrowers under this Loan Agreement. These new credit facilities are secured by all assets of Summer and its subsidiaries. These new credit facilities replace Summer's prior line of credit, and are being used principally to fund growth opportunities and for working capital purposes.

Summer's ability to borrow under the Loan Agreement is subject to its ongoing compliance with a number of financial and other covenants, including the following: (i) that Summer and its subsidiaries maintain a new worth of \$50,000,000 plus the sum of 50% of net income earned in each fiscal year, (ii) that Summer and its subsidiaries maintain a ratio of total funded debt to EBITDA of not greater than 3.50:1.00, and (iii) that Summer and its subsidiaries maintain a ratio of operating cash flow to debt service of not less than 1.25:1.00. Furthermore, if Summer's ratio of total funded debt to EBITDA is greater than 3.25:1.00 for any fiscal year, the aggregate amount that may be borrowed under the Loan Agreement will be determined by reference to a borrowing base.

These new credit facilities bear interest at a floating rate based on a spread over LIBOR ranging from 150 basis points to 200 basis points, depending upon the ratio of the Company's total funded debt to EBITDA. As of March 31, 2010, the blended interest rate for these credit facilities was 4.1%. In addition, these new credit facilities have an unused line fee based on the unused amount of the credit facilities equal to 25 basis points. The total amount outstanding on these facilities was \$39,187,000 at March 31, 2010.

The Loan Agreement also contains customary events of default, including a cross default provision and a change of control provision. In the event of a default, all of the obligations of the Company and its subsidiaries under the Loan Agreement may be declared immediately due and payable. For certain events of default relating to insolvency and receivership, all outstanding obligations become due and payable.

The Company was in compliance with all covenants under its line of credit as of March 31, 2010.

During 2009, the Company also initiated an agreement to borrow against certain international receivables. Approximately \$965,000 relating to this agreement is included in current portion of long term debt at March 31, 2010.

We believe that Summer's cash flows from operations, cash on hand, and available borrowings will be sufficient to meet Summer's working capital and capital expenditure requirements and provide us with adequate liquidity to meet anticipated operating needs for at least the next 12 months. Summer's cash requirements for the period beyond that are expected to be met by the continued use of bank facilities to meet working capital requirements.

### **Non-GAAP Discussion**

In addition to its GAAP results, Summer considers non-GAAP measures of its performance. Adjusted EBITDA, as defined below, is an important supplemental financial measure of Summer's performance that is not required by, or presented in accordance with, GAAP. As used herein, Adjusted EBITDA represents net income before income taxes, interest expense, non-cash stock option expense, and depreciation and amortization. Summer's management uses Adjusted EBITDA as a financial measure to assess the ability of its assets to generate cash sufficient to pay interest on its indebtedness, meet capital expenditure and working capital requirements, and otherwise meet its obligations as they become due. Summer's management believes that the presentation of Adjusted EBITDA provides useful information regarding Summer's results of

## Edgar Filing: Summer Infant, Inc. - Form 10-Q

operations because they assist in analyzing and benchmarking the performance and value of Summer's business. Summer believes that Adjusted EBITDA is useful to stockholders as a measure of comparative operating performance, as it is less susceptible to variances in actual performance resulting from depreciation and amortization and more reflective of changes in pricing decisions, cost controls and other factors that affect operating performance.

Adjusted EBITDA also is used by Summer's management for multiple purposes, including:

- To calculate and support various coverage ratios with Summer's lenders;
- To allow lenders to calculate total proceeds they are willing to loan to Summer based on its relative strength compared to other competitors; and

- To more accurately compare Summer's operating performance from period-to-period and company-to-company by eliminating differences caused by variations in capital structures (which affect relative interest expense), tax positions and amortization of intangibles.

In addition, Adjusted EBITDA is an important valuation tool used by potential investors when assessing the relative performance of a company in comparison to other companies in the same industry. Although Summer uses Adjusted EBITDA as a financial measure to assess the performance of its business, there are material limitations to using a measure such as Adjusted EBITDA, including the difficulty associated with using it as the sole measure to compare the results of one company to another and the inability to analyze significant items that directly affect a company's net income or operating income because it does not include certain material costs, such as interest and taxes, necessary to operate its business. In addition, Summer's calculation of Adjusted EBITDA may not be consistent with similarly titled measures of other companies and should be viewed in conjunction with measures that are computed in accordance with GAAP. Summer's management compensates for these limitations in considering Adjusted EBITDA in conjunction with its analysis of other GAAP financial measures, such as net income.

The following table presents a reconciliation of Summer's Adjusted EBITDA to net income, its most directly comparable GAAP financial measure, on a historical basis, for the periods presented:

**Reconciliation of unaudited Adjusted EBITDA to Net Income (in thousands of US dollars):**

|   | Three Months Ended |          |
|---|--------------------|----------|
|   | March 31           |          |
|   | 2010               | 2009     |
| Net income                                | \$ 1,764           | \$ 403   |
| Income taxes                              | 756                | 173      |
| Non cash stock-based compensation expense | 181                | 365      |
| Interest expense                          | 367                | 421      |
| Depreciation and amortization             | 1,215              | 1,001    |
| Adjusted EBITDA, as defined               | \$ 4,283           | \$ 2,363 |

**ITEM 4T. Controls and Procedures**

*(a) Evaluation of Disclosure Controls and Procedures*

As required by Rule 13a-15 under the Securities Exchange Act of 1934, as of the end of the period covered by this Quarterly Report, we carried out an evaluation, under the supervision and with the participation of our Chief Executive Officer and our Chief Financial Officer, of the effectiveness of our disclosure controls and procedures, as of March 31, 2010. Our principal executive officer and principal financial officer have concluded, based on their evaluation, that as of the end of the period covered by this report, our controls and procedures were effective as of March 31, 2010.

*(b) Changes in Internal Control Over Financial Reporting*



## Edgar Filing: Summer Infant, Inc. - Form 10-Q

There was no change in our internal control over financial reporting 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.

**PART II. OTHER INFORMATION**

**ITEM 1. Legal Proceedings**

None.

**ITEM 1A. Risk Factors**

Not applicable.

**ITEM 2. Unregistered Sales of Equity Securities and Use of Funds.**

None.

**ITEM 3. Defaults Upon Senior Securities**

None.

**ITEM 5. Other Information.**

None.

**ITEM 6. Exhibits**

| <b>Exhibit</b> | <b>Description</b>  |
|----------------|---|
| 31.1           | Chief Executive Officer Certification Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 |
| 31.2           | Chief Financial Officer Certification Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 |

Edgar Filing: Summer Infant, Inc. - Form 10-Q

- 32.1 Certification of Jason Macari, Chief Executive Officer of Summer Infant, Inc., pursuant to 18 U.S.C Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
- 32.2 Certification of Joseph Driscoll, Chief Financial Officer of Summer Infant, Inc., pursuant to 18 U.S.C Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

**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.

**Summer Infant, Inc.**

May 11, 2010

/s/ Jason Macari  
Jason Macari  
Chief Executive Officer

May 11, 2010

/s/ Joseph Driscoll  
Joseph Driscoll  
Chief Financial Officer