

INFINITE GROUP INC
Form 10-Q
August 14, 2015

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

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 for the quarterly period ended: June 30, 2015

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: 0-21816

INFINITE GROUP, INC.
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of
incorporation or organization)

52-1490422
(IRS Employer Identification No.)

80 Office Park Way
Pittsford, New York 14534
(Address of principal executive offices)

(585) 385-0610
(Registrant's telephone number)

(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 No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

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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

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

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

There were 26,561,883 shares of the issuer's common stock, par value \$.001 per share, outstanding as of August 14, 2015.

Infinite Group, Inc.
 Quarterly Report on Form 10-Q
 For the Period Ended June 30, 2015

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FORWARD-LOOKING STATEMENTS

Certain statements made in this Quarterly Report on Form 10-Q are “forward-looking statements” regarding the plans and objectives of management for future operations and market trends and expectations. Such statements involve

known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. The forward-looking statements included herein are based on current expectations that involve numerous risks and uncertainties. Our plans and objectives are based, in part, on assumptions involving the expansion of our business. Assumptions relating to the foregoing involve judgments with respect to, among other things, future economic, competitive and market conditions and future business decisions, all of which are difficult or impossible to predict accurately and many of which are beyond our control. Although we believe that our assumptions underlying the forward-looking statements are reasonable, any of the assumptions could prove inaccurate and, therefore, there can be no assurance that the forward-looking statements included in this report will prove to be accurate. In light of the significant uncertainties inherent in the forward-looking statements included herein, the inclusion of such information should not be regarded as a representation by us or any other person that our objectives and plans will be achieved. We undertake no obligation to revise or update publicly any forward-looking statements for any reason. The terms “we”, “our”, “us”, or any derivative thereof, as used herein refer to Infinite Group, Inc., a Delaware corporation.

PART I
FINANCIAL INFORMATION

Item 1. Financial Statements

INFINITE GROUP, INC.

Balance Sheets

	June 30, 2015 (Unaudited)	December 31, 2014
ASSETS		
Current assets:		
Cash	\$ 36,233	\$ 7,768
Accounts receivable, net of allowance of \$70,000	472,025	359,599
Prepaid expenses and deferred charges, net	33,556	43,654
Total current assets	541,814	411,021
Property and equipment, net	48,726	60,039
Software, net	171,000	0
Investment	96,000	109,000
Deposits and deferred charges, net	28,297	36,956
Total Assets	\$ 885,837	\$ 617,016
LIABILITIES AND STOCKHOLDERS' DEFICIENCY		
Current liabilities:		
Accounts payable	\$ 483,893	\$ 341,977
Accrued payroll	437,304	148,918
Accrued interest payable	546,194	503,014
Accrued retirement	212,639	208,449
Accrued expenses - other	17,350	58,888
Current maturities of long-term obligations	12,624	14,388
Current maturities of long-term obligations - related parties	13,340	8,172
Notes payable	427,000	30,000
Notes payable - related parties	548,300	129,000
Total current liabilities	2,698,644	1,442,806
Long-term obligations:		
Notes payable:		
Banks and other	1,177,999	1,509,018
Related parties	328,713	664,828
Total liabilities	4,205,356	3,616,652
Commitments		
Stockholders' deficiency:		

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Common stock, \$.001 par value, 60,000,000 shares authorized;		
26,561,883 shares issued and outstanding	26,561	26,561
Additional paid-in capital	30,452,894	30,422,242
Accumulated deficit	(33,798,974)	(33,448,439)
Total stockholders' deficiency	(3,319,519)	(2,999,636)
Total Liabilities and Stockholders' Deficiency	\$ 885,837	\$ 617,016

See notes to unaudited financial statements.

INFINITE GROUP, INC.

Statements of Operations (Unaudited)

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2015	2014	2015	2014
Sales	\$2,071,068	\$2,127,571	\$4,240,705	\$4,141,988
Cost of sales	1,586,320	1,627,489	3,279,546	3,133,656
Gross profit	484,748	500,082	961,159	1,008,332
Costs and expenses:				
General and administrative	342,419	312,681	740,008	637,902
Selling	201,643	235,852	434,061	479,869
Total costs and expenses	544,062	548,533	1,174,069	1,117,771
Operating loss	(59,314)	(48,451)	(212,910)	(109,439)
Loss on investment	(5,000)	(21,000)	(13,000)	(36,000)
Interest expense:				
Related parties	(18,731)	(11,645)	(37,906)	(23,163)
Other	(42,774)	(63,465)	(86,719)	(135,234)
Total interest expense	(61,505)	(75,110)	(124,625)	(158,397)
Net loss	\$(125,819)	\$(144,561)	\$(350,535)	\$(303,836)
Net loss per share - basic and diluted	\$.00	\$(.01)	\$(.01)	\$(.01)
Weighted average shares outstanding - basic and diluted	26,561,883	25,961,883	26,561,883	25,961,883

See notes to unaudited financial statements.

INFINITE GROUP, INC.

Statements of Cash Flows (Unaudited)

	Six Months Ended June 30,	
	2015	2014
Cash flows from operating activities:		
Net loss	\$ (350,535)	\$ (303,836)
Adjustments to reconcile net loss to net cash provided by operating activities:		
Stock based compensation	30,652	74,894
Depreciation and amortization	29,572	12,836
Loss on investment	13,000	36,000
(Increase) decrease in assets:		
Accounts receivable	(112,426)	120,545
Other assets	10,097	(10,925)
Increase in liabilities:		
Accounts payable	141,917	140,489
Accrued expenses	290,028	207
Accrued retirement	4,190	4,026
Net cash provided by operating activities	56,495	74,236
Cash flows from investing activities:		
Purchase of software	(100,000)	0
Purchases of property and equipment	(600)	(18,789)
Net cash used by investing activities	(100,600)	(18,789)
Cash flows from financing activities:		
Proceeds from notes payable - related parties	145,000	0
Repayments of notes payable - banks and other	(7,783)	(10,492)
Repayments of note payable - related parties	(64,647)	0
Net cash provided (used) by financing activities	72,570	(10,492)
Net increase in cash	28,465	44,955
Cash - beginning of period	7,768	16,947
Cash - end of period	\$ 36,233	\$ 61,902
Supplemental Disclosures of Cash Flow Information:		
Cash paid for:		
Interest	\$ 75,753	127,016
Income taxes	\$ 0	\$ 0

See notes to unaudited financial statements.

INFINITE GROUP, INC.

Notes to Financial Statements – (Unaudited)

Note 1. Basis of Presentation

The accompanying unaudited financial statements of Infinite Group, Inc. (“Infinite Group, Inc.” or the “Company”) included herein have been prepared by the Company in accordance with accounting principles generally accepted in the United States of America (U.S.) (“GAAP”) for interim financial information and with instructions to Form 10-Q. Accordingly, they do not include all of the information and footnotes required by accounting principles generally accepted in the U.S. for complete financial statements. In the opinion of management, all adjustments considered necessary for a fair presentation have been included. All such adjustments are of a normal recurring nature. The December 31, 2014 balance sheet has been derived from the audited financial statements at that date, but does not include all disclosures required by GAAP. The accompanying unaudited financial statements should be read in conjunction with the Company’s audited financial statements and the notes thereto included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2014 filed with the U.S. Securities and Exchange Commission (SEC). Results of operations for the three and six months ended June 30, 2015 are not necessarily indicative of the operating results that may be expected for the year ending December 31, 2015.

Note 2. Management Plans - Capital Resources

The Company reported operating losses of \$212,910 and \$109,439 and net losses of \$350,535 and \$303,836 for the six months ended June 30, 2015 and 2014, respectively.

The Company's primary source of liquidity is cash provided by collections of accounts receivable and its factoring line of credit. At June 30, 2015, the Company had approximately \$210,000 of availability under this line. During the six months ended June 30, 2015, the Company financed its business activities through sales with recourse of accounts receivable and loans from a director and from an officer of the Company.

The Company’s working capital deficit increased from approximately \$1,032,000 at December 31, 2014 to approximately \$2,157,000 at June 30, 2015 principally due to the scheduled maturity on January 1, 2016 of notes payable of \$419,300 to related parties and \$325,000 to others which total \$744,300. We also originated a short-term secured promissory note in the principal amount of \$80,000 in February 2015 in connection with the purchase of UberScan software. We plan to renegotiate the terms of the notes payable, seek funds to repay the notes or use a combination of both alternatives.

The Company believes the capital resources available under its factoring line of credit, cash from additional related and third party loans and cash generated by improving the results of its operations provide sources to fund its ongoing operations and to support the internal growth the Company expects to achieve for at least the next 12 months. However, if the Company does not continue to maintain or improve the results of its operations in future periods, the Company expects that additional working capital will be required to fund its business. Although the Company has no assurances, the Company believes that related parties, who have previously provided working capital, will continue to provide working capital loans on similar terms, as in the past, as may be necessary to fund its on-going operations for at least the next 12 months.

If the Company experiences significant growth in its sales, the Company believes that this may require it to increase its financing line, finance additional accounts receivable, or obtain additional working capital from other sources to support its sales growth. There is no assurance that in the event the Company needs additional funds that adequate additional working capital will be available or, if available, will be offered on acceptable terms.

Note 3. Summary of Significant Accounting Policies

There are several accounting policies that the Company believes are significant to the presentation of its financial statements. These policies require management to make complex or subjective judgments about matters that are inherently uncertain. Note 3 to the Company's audited financial statements for the year ended December 31, 2014 presents a summary of significant accounting policies as included in the Company's Annual Report on Form 10-K as filed with the SEC.

Fair Value of Financial Instruments - The carrying amounts reported in the balance sheets for cash, accounts receivable, accounts payable, and accrued expenses approximate fair value because of the immediate short-term maturity of these financial instruments. The carrying value of notes payable and convertible notes payable approximates the fair value based on rates currently available from financial institutions and various lenders.

Recent Accounting Pronouncements Not Yet Adopted - In May 2014, the FASB issued new accounting guidance on revenue from contracts with customers. The new guidance requires an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. The updated guidance will replace most existing revenue recognition guidance in GAAP when it becomes effective and permits the use of either a retrospective or cumulative effect transition method. This guidance is effective for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2016, subsequently extended to December 15, 2017. The Company will evaluate the effect that the updated standard will have on its financial statements and related disclosures and select a transition method.

In August 2014, the FASB issued ASU No. 2014-15, "Presentation of Financial Statements - Going Concern (Subtopic 205-40): Disclosure of Uncertainties about an Entity's Ability to Continue as a Going Concern." The guidance requires an entity to evaluate whether there are conditions or events, in the aggregate, that raise substantial doubt about the entity's ability to continue as a going concern within one year after the date that the financial statements are issued and to provide related footnote disclosures in certain circumstances. The guidance is effective for the annual period ending after December 15, 2016, and for annual and interim periods thereafter. Early application is permitted. The Company is currently evaluating the effect that the updated standard will have on its financial statements and related disclosures.

Note 4. Sale of Certain Accounts Receivable

The Company has available a financing line with a financial institution (the Purchaser) which enables the Company to sell selected accounts receivable invoices to the Purchaser with full recourse against the Company.

Pursuant to the provisions of FASB ASC 860, the Company reflects the transactions as a sale of assets and establishes an accounts receivable from the Purchaser for the retained amount less the costs of the transaction and less any anticipated future loss in the value of the retained asset. In April 2014, the Company completed a revised financing agreement with the Purchaser. The retained amount was revised to 15% of the total accounts receivable invoice sold to the Purchaser. Previously the retained amount was 20%. The fee for the initial purchase is .466% of the invoice. The fee is charged at prime plus 4% (effective rate of 7.25% at June 30, 2015) against the average daily outstanding balance of funds advanced. Previously, the fee for the first 30 days was 1% and additional fees were charged against the average daily balance of net outstanding funds at the prime rate, which was 3.25% per annum. The estimated future loss reserve for each receivable included in the estimated value of the retained asset is based on the payment history of the accounts receivable customer and is included in the allowance for doubtful accounts, if any. As collateral, the Company granted the Purchaser a first priority interest in accounts receivable and a blanket lien, which may be junior to other creditors, on all other assets.

The financing line provides the Company the ability to finance up to \$2,000,000 of selected accounts receivable invoices, which includes a sublimit for one of the Company's customers of \$1,500,000. During the six months ended June 30, 2015, the Company sold approximately \$3,615,000 (\$4,035,000 - June 30, 2014) of its accounts receivable to the Purchaser. As of June 30, 2015, approximately \$392,000 (\$1,033,000 - December 31, 2014) of these receivables remained outstanding. Additionally, as of June 30, 2015, the Company had approximately \$210,000 available under the financing line with the financial institution (\$220,000 - December 31, 2014). After deducting estimated fees and advances from the Purchaser, the net receivable from the Purchaser amounted to \$57,005 at June 30, 2015 (\$148,850 - June 30, 2014) and is included in accounts receivable in the accompanying balance sheets.

There were no gains or losses on the sale of the accounts receivable because all were collected. The cost associated with the financing line totaled approximately \$42,000 for the six months ended June 30, 2015 (\$92,200 - June 30, 2014). These financing line fees are classified on the statements of operations as interest expense.

Note 5. Earnings Per Share

Basic earnings per share is based on the weighted average number of common shares outstanding during the periods presented. Diluted earnings per share is based on the weighted average number of common shares outstanding, as well as dilutive potential common shares which, in the Company's case, comprise shares issuable under convertible notes payable and stock options. The treasury stock method is used to calculate dilutive shares, which reduces the gross number of dilutive shares by the number of shares purchasable from the proceeds of the options and convertible notes assumed to be exercised. In a loss period, the calculation for basic and diluted earnings per share is considered to be the same, as the impact of potential common shares is anti-dilutive.

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The following table sets forth the computation of basic and diluted net loss per share.

	Three months ended		Six months ended	
	June 30, 2015	June 30, 2014	June 30, 2015	June 30, 2014
Numerator for basic and diluted net loss per share:				
Net loss	\$(125,819)	\$(144,561)	\$(350,535)	\$(303,836)
Denominator for basic and diluted net loss per share:				
Weighted average common shares outstanding	26,581,883	25,961,883	26,581,883	25,961,883
Basic and diluted net loss per share	\$.00	\$(.01)	\$(.01)	\$(.01)
Anti-dilutive shares excluded from net loss per share	28,552,398	30,745,393	28,552,398	30,745,893

Certain common shares issuable under stock options and convertible notes payable have been omitted from the diluted net loss per share calculation because their inclusion is considered anti-dilutive because the exercise prices were greater than the average market price of the common shares or their inclusion would have been anti-dilutive.

Note 6. Investment

During 2014 and 2013, the Company purchased an aggregate of 300,000 shares of the authorized but unissued shares of Series A Convertible Preferred Stock ("Series A stock"), \$.001 par value, of Sudo.me Corporation (goSudo) for an aggregate purchase price of \$300,000 pursuant to the terms and conditions of a preferred stock purchase agreement. goSudo is a customer of the Company. As a result, at June 30, 2015 and December 31, 2014, the Company owns approximately 9.4% of the total outstanding shares of goSudo.

The investment is accounted for using the equity method since Company management exercises significant influence over the operating and financial policies of goSudo. Beginning in 2012 certain officers and directors of the Company made loans to goSudo and converted loans to Series A stock. In addition, one former Company employee, whose employment extended through June 30, 2014, is one of four members of the board of directors of goSudo and, was active in managing goSudo's business. The Company's chief executive officer is a member of the board of directors and is President of goSudo. As a result of the foregoing, the Company is deemed to have significant influence upon goSudo's policy and operating decisions. During the six months ended June 30, 2015, the investment was written down by \$13,000 because of the net losses recorded by goSudo. The investment has a carrying value of \$96,000 at June 30, 2015 (\$109,000 at December 31, 2014).

Unaudited financial information for goSudo as of and for the six months ended June 30, 2015 reflects total assets of \$6,932, total liabilities of \$820,338, and a net loss of \$138,128. goSudo is a development stage enterprise. During the six months ended June 30, 2015, goSudo earned consulting fees of \$37,176 from the Company.

Note 7. Software Purchase

On February 6, 2015, the Company purchased all rights to cyber security network vulnerability assessment software (the "Software"). Under the purchase agreement, the Company agreed to pay the Seller the base purchase price of \$180,000, of which \$100,000 was paid in cash at the closing and the remaining \$80,000 of which was paid by delivery at the closing of the Company's secured promissory note in the principal amount of \$80,000. After April 7, 2015, the note accrues interest at 10% per annum. The note was amended to extend the maturity date to October 7, 2015. As security for its obligations under the promissory note, the Company granted the Seller a security interest in the Software. The cost of \$180,000 is being amortized over the estimated useful life of five years beginning on the date the asset is placed in service. Annual amortization expense is estimated to be \$27,000 in 2015, \$36,000 in 2016 to

2019 and \$9,000 in 2020.

Under the purchase agreement, in addition to the base purchase price, the Company also agreed to pay the Seller: (i) a percentage of the licensing fees paid to the Company within three years after the closing date; provided, that the maximum amount payable to the Seller with respect to that three-year period is \$800,000; plus (ii) a percentage of the licensing fees paid to the Company during the three years beginning on the date, if any, on which the aggregate amount of the licensing fees paid to Seller with respect to the initial three-year period equals \$800,000. The royalties are payable quarterly within 30 days after the end of each calendar quarter. There were no royalties payable for the six months ended June 30, 2015.

The purchase agreement also provides that the Company will pay the Seller one half of the amount by which the total software development costs incurred by the Company in connection with upgrading the Software to include specific functional specifications is less than \$500,000. The amount is payable when the total licensing fees paid to the Company less the licensing fee payments made to the Seller equals the difference between \$500,000 and the total software development cost. The Company has determined the potential obligation is not probable and accordingly no liability was recorded at June 30, 2015.

To finance the portion of the base purchase price paid in cash at the closing under the purchase agreement, the Company borrowed \$100,000 under an unsecured line of credit financing agreement (the "LOC Agreement") with a member of its board of directors. In connection with the closing, the Company entered into an employment agreement with one of the Seller's principals to employ him as Director of CyberSecurity for three years.

Note 8. Notes Payable - Related Parties

Note payable, line of credit, 6.1%, unsecured - During 2015, the Company borrowed an additional \$120,000 under the terms of its LOC Agreement with a member of its board of directors. The balance of the note, after monthly principal payments, was \$317,053 at June 30, 2015 (\$200,000 at December 31, 2014). Principal and interest are paid monthly using an amortization schedule for a fifteen year fully amortizing loan with all outstanding amounts due on December 31, 2017.

Term Note Payable, 7% - On February 12, 2015, the Company received a loan of \$25,000 with interest at 7% from its senior vice-president, chief administrative officer. The note is unsecured and matures on March 31, 2018. The principal is convertible at the option of the holder into shares of common stock at \$.10 per share.

Note 9. Stock Option Plans and Agreements

The Company has approved stock options plans and agreements covering up to an aggregate of 8,967,500 shares of common stock. Plan options may be designated at the time of grant as either incentive stock options or nonqualified stock options. Stock based compensation consists of charges for stock option awards to employees, directors and consultants.

The fair value of each option grant is estimated on the date of grant using the Black-Scholes option-pricing model. The following assumptions were used for the six months ended June 30, 2015 and 2014.

	2015		2014	
Risk-free interest rate	1.49%	-	.77%	
Expected dividend yield	1.78	%	-1.98	%
Expected stock price volatility	0	%	0	%
Expected life of options	100	%	100	%
			3.25 - 5.75	
	5.75 years		years	

The Company recorded expense for options issued to employees and independent service providers of \$16,245 and \$16,089 for the three months ended June 30, 2015 and 2014, respectively, and \$30,652 and \$74,894 for the six months ended June 30, 2015 and 2014, respectively.

At June 30, 2015, there was approximately \$48,000 of unrecognized compensation cost related to non-vested options. This cost is expected to be recognized over a weighted average period of approximately one year. The total fair value of shares that vested during the six months ended June 30, 2015 was approximately \$47,000. The weighted average fair value of options granted during the six months ended June 30, 2015 was approximately \$.03 (\$.09 during the six months ended June 30, 2014). No options were exercised during the six months ended June 30, 2015 and 2014.

A summary of all stock option activity for the six months ended June 30, 2015 follows.

	Number of Options	Weighted Average Exercise Price	Weighted-Average Remaining Contractual Term	Aggregate Intrinsic Value
Outstanding at December 31, 2014	10,899,500	\$.16		
Options granted	150,000	\$.05		

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Options expired	(1,568,333)	\$.16		
Options forfeited	(641,667)	\$.13		
Outstanding at June 30, 2015	8,839,500	\$.16	5.3 years	\$88,200
Vested or expected to vest at				
June 30, 2015	7,089,500	\$.17	5.8 years	\$88,200
Exercisable at June 30, 2015	6,264,500	\$.18	5.5 years	\$64,800

Note 10. Related Party Accounts Receivable, Accounts Payable and Accrued Interest Payable

Accounts Receivable and Accounts Payable – Since 2012, certain officers or directors of the Company have made loans to goSudo, a customer of the Company, and can influence the management of this company. At June 30, 2015, included in accounts receivable are amounts due from this related party of \$88,422 (\$269 - December 31, 2014) and included in accounts payable are amounts due to this related party of \$30,675.

Accrued Interest Payable – Included in accrued interest payable is accrued interest payable to related parties of \$399,949 at June 30, 2015 (\$358,698 - December 31, 2014).

Note 11. Supplemental Cash Flow Information

On February 6, 2015, the Company originated a secured promissory note in the principal amount of \$80,000 in connection with the acquisition of the UberScan software (See Note 7).

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

IT Consulting

Headquartered in Pittsford, New York, we provide IT solutions that are intended to deliver measurable results to small and medium sized businesses (SMBs), government agencies, and large commercial enterprises. We provide:

Cloud computing;

Managed services that include managing leading edge operations and implementing complex programs in advanced server management;

Remote desktop and remote server monitoring and remediation;

Help desk and call center services;

Third party data storage;

Cyber security services;

Third party software licenses for our SMB partners; and

Project management.

We provide cloud computing solutions that include public and private cloud architectures along with hybrid scalable cloud hosting, server virtualization and desktop virtualization solutions. In addition, we provide IT solutions that address mobility and unified communications. Our cyber security practice provides information security services including internal and external security assessments and recommended solutions. We focus on aligning business processes with technology for delivery of solutions meeting our clients' needs and providing expert management services to the lifecycle of technology-based projects.

We provide support to professional services organizations of software companies that need additional skilled resources when implementing solutions. Our technical support personnel maintain leading edge certifications and qualifications in their respective software applications. We intend to use our service track record and experience to our advantage and market our excellent record to other software companies who need our services. Our objective is to expand our sales with our existing clients by expanding within those organizations.

Results of Operations

Comparison of Three and Six Month Periods ended June 30, 2015 and 2014

The following tables compare our statements of operations data for the three and six months ended June 30, 2015 and 2014. The trends suggested by this table are not indicative of future operating results.

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Three Months Ended June 30,

	2015 vs. 2014					
	2015	As a % of Sales	2014	As a % of Sales	Amount of Change	Increase (Decrease) %
Sales	\$2,071,068	100.0 %	\$2,127,571	100.0 %	\$(56,503)	(2.7) %
Cost of sales	1,586,320	76.6	1,627,489	76.5	(41,169)	(2.5)
Gross profit	484,748	23.4	500,082	23.5	(15,334)	(3.1)
General and administrative	342,419	16.5	312,681	14.7	29,738	9.5
Selling	201,643	9.7	235,852	11.1	(34,209)	(14.5)
Total costs and expenses	544,062	26.3	548,533	25.8	(4,471)	(.8)
Operating loss	(59,314)	(2.9)	(48,451)	(2.3)	(10,863)	22.4
Loss on investment	(5,000)	(.2)	(21,000)	(1.0)	(16,000)	(76.2)
Interest expense	(61,505)	(3.0)	(75,110)	(3.5)	(13,605)	(18.1)
Net loss	\$(125,819)	(6.1) %	\$(144,561)	(6.8) %	\$18,742	(13.0) %
Net loss per share - basic and diluted	\$.00		\$(.01)		\$.01	

Six Months Ended June 30,

	2015 vs. 2014					
	2015	As a % of Sales	2014	As a % of Sales	Amount of Change	Increase (Decrease) %
Sales	\$4,240,705	100.0 %	\$4,141,988	100.0 %	\$98,717	2.4 %
Cost of sales	3,279,546	77.3	3,133,656	75.7	145,890	4.7
Gross profit	961,159	22.7	1,008,332	24.3	(47,173)	(4.7)
General and administrative	740,008	17.5	637,902	15.4	102,106	16.0
Selling	434,061	10.2	479,869	11.6	(45,808)	(9.5)
Total costs and expenses	1,174,069	27.7	1,117,771	27.0	56,298	5.0
Operating loss	(212,910)	(5.0)	(109,439)	(2.6)	(103,471)	94.5
Loss on investment	(13,000)	(.3)	(36,000)	(.9)	23,000	(63.9)
Interest expense	(124,625)	(2.9)	(158,397)	(3.8)	33,772	(21.3)
Net loss	\$(350,535)	(8.3) %	\$(303,836)	(7.3) %	\$(46,699)	15.4 %
Net loss per share - basic and diluted	\$(.01)		\$(.01)		\$.00	

Sales

Sales for the six months ended June 30, 2015 were \$4,240,705 an increase of \$98,717 or 2.4% as compared to sales for the six months ended June 30, 2014 of \$4,141,988. Sales for the three months ended June 30, 2015 were \$2,071,068, a decrease of \$56,503 or 2.7% as compared to sales for the three months ended June 30, 2014 of \$2,127,571. Sales of virtualization projects increased during the six months ended June 30, 2015 as compared to 2014 by approximately \$153,000. However, we realized sales decreases of approximately \$150,000 during the six months

ended June 30, 2015 due to a lower rate when our principal contract with Hewlett-Packard Company was renewed for its twelfth consecutive year. We expect this rate reduction to continue through at least the next contract renewal date, October 1, 2015. During 2015, we began to close new contracts for security assessments and related projects using proprietary software, UberScan, which we purchased in February 2015. During the three months ended June 30, 2015, we began to deliver cyber security assessments, reports and other cyber security services and we sold third party software licenses to our SMB partners, which accounted for a substantial portion of our 2015 sales increase.

One of our priorities is to increase sales. In March and April 2015, we hired employees to focus on increasing our cyber security assessment and virtualization project sales. Due to the lengthy lead times typically needed to generate new sales in these areas, we do not expect to realize a return from the addition of the new sales personnel for one or more quarters. As a result, we may experience net losses from these investments in personnel until sufficient sales are generated. We expect to fund the cost for the new sales personnel from our operating cash flows and incremental borrowings, as needed.

We have several contract vehicles that enable us to deliver a broad range of our services and solutions to the U.S. Government and commercial clients. We have formed alliances with large systems integrators, who are mandated by federal policy to direct defined percentages of their work to companies like ours which are small business subcontractors. We have completed proposals with major prime contractors to the U.S. Government.

Cost of Sales and Gross Profit

Cost of sales principally represents the cost of employees delivering services related to our customers. We also incurred cost of sales for third party software licenses for our SMB partners. Cost of sales for the six months ended June 30, 2015 was \$3,279,546 or 77.3% of sales as compared to \$3,133,656 or 75.7% of sales for the six months ended June 30, 2014. Gross profit was \$961,159 or 22.7% of sales for the six months ended June 30, 2015 compared to \$1,008,332 or 24.3% of sales for the six months ended June 30, 2014.

Cost of sales for the three months ended June 30, 2015 was \$1,586,320 or 76.6% of sales as compared to \$1,627,489 or 76.5% of sales for the three months ended June 30, 2014. Gross profit was \$484,748 or 23.4% of sales for the three months ended June 30, 2015 compared to \$500,082 or 23.5% of sales for the three months ended June 30, 2014.

Gross profit was affected by sales decreases of approximately \$150,000 or 3.5% during the six months ended June 30, 2015 due to a lower rate when our principal contract with Hewlett-Packard Company was renewed for its twelfth consecutive year. We experienced an increase in utilization of our IT engineers during the six months ended June 30, 2015 as compared to 2014 which improved our gross profit margin. This increased utilization helped offset the decrease in gross profit from our Hewlett-Packard Company contract.

General and Administrative Expenses

General and administrative expenses include corporate overhead such as compensation and benefits for executive, administrative and finance personnel, rent, insurance, professional fees, travel, and office expenses. General and administrative expenses for the six months ended June 30, 2015 increased by \$102,106 or 16.0% from \$637,902 for the six months ended June 30, 2014 to \$740,008 for the six months ended June 30, 2015. As a percentage of sales, general and administrative expenses were 17.5% for the six months ended June 30, 2015 and 15.4% for the six months ended June 30, 2014.

General and administrative expenses for the three months ended June 30, 2015 were \$342,419 which was an increase of \$29,738 or 9.5% as compared to \$312,681 for the three months ended June 30, 2014. As a percentage of sales, general and administrative expense was 16.5% for the three months ended June 30, 2015 and 14.7% for the three months ended June 30, 2014.

The increase in general and administrative expenses in 2015 was principally a result of increases in professional fees of approximately \$40,000 in connection with the purchase of UberScan software and public reporting requirements and the addition of an executive officer in October 2014 who is responsible for working with other key executives to develop and implement our strategic direction and marketing plans and improve performance through collaboration between sales and service delivery functions. In 2015, we realized expense reductions of approximately \$24,600 for stock options expense and approximately \$43,000 for shareholder investor relations and communications expense.

Selling Expenses