

Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

BOOKS A MILLION INC  
Form 10-Q/A  
April 28, 2005

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

FORM 10-Q/A  
AMENDMENT NO. 1

(MARK ONE)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES  
EXCHANGE ACT OF 1934.

For the quarterly period ended: May 1, 2004

- OR -

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES  
EXCHANGE ACT OF 1934.

For the transaction period from \_\_\_\_\_ to \_\_\_\_\_

COMMISSION FILE NUMBER 0-20664

BOOKS-A-MILLION, INC.  
-----

(Exact name of registrant as specified in its charter)

DELAWARE  
-----

63-0798460  
-----

(State or other jurisdiction of  
incorporation or organization)

(IRS Employer Identification No.)

402 INDUSTRIAL LANE, BIRMINGHAM, ALABAMA  
-----

35211  
-----

(Address of principal executive offices)

(Zip Code)

(205) 942-3737  
-----

(Registrant's phone number including area code)

NONE  
-----

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

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 is an accelerated filer (as  
defined in Rule 12b-2 of the Exchange Act).

Yes  No

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

Indicate the number of shares outstanding of each of the issuer's common stock, as of the latest practicable date: Shares of common stock, par value \$.01 per share, outstanding as of June 8, 2004 were 16,531,304 shares.

### EXPLANATORY NOTE:

As previously disclosed in a Form 8-K filed on March 22, 2005, following a detailed review of its lease-related accounting policies, Books-A-Million, Inc. (the "Company") determined to restate its prior financial statements (the "Restatement") to correct errors in those financial statements relating to the computation of depreciation, rent holiday, straight-line rent expense and the related deferred liability.

Historically, the Company depreciated leasehold improvements over a period of ten years, regardless of the term of the lease for the store. The Company has corrected its depreciable life for leasehold improvements to the lesser of the economic useful life of the asset or the term of the lease. When calculating the straight-line rent expense per store, the Company previously used the store opening date as the starting date for the rent expense calculation. The Company has corrected this calculation to start straight-line rent expense on the date when the Company takes possession and has the right to control use of the leased premises. Also, the Company has corrected its method of classification of landlord allowances. For certain new stores, the Company receives funding from landlords for the construction of leasehold improvements. Historically, landlord allowances were classified as a reduction of leasehold improvements on the Company's balance sheet and as a reduction in capital expenditures in the Company's statement of cash flows. However, the Company has restated the balance sheet by increasing other long-term liabilities and increasing leasehold improvements (asset). In addition, in the statement of cash flows, the Company has classified landlord allowances as an operating activity and not as a reduction in capital expenditures.

As a result, the accompanying consolidated financial statements have been restated from the amounts previously reported to incorporate the effects of these corrections. See Note 11 to the condensed consolidated financial statements.

This amendment No. 1 on Form 10-Q/A to the Company's quarterly report on Form 10-Q for the fiscal quarter ended May 1, 2004, initially filed with the Securities and Exchange Commission ("SEC") on June 15, 2004 ("Original Filing"), is being filed to reflect restatements of the Company's consolidated balance sheets at May 1, 2004 and the Company's consolidated statements of operations, and consolidated cash flows for the three months ended May 1, 2004 and May 3, 2003 and the notes related thereto. For a more detailed description of these restatements, see Note 11, "Restatement of Financial Statements" to the accompanying condensed consolidated financial statements.

For the convenience of the reader, this Form 10-Q/A includes the Original Filing in its entirety. However, this Form 10-Q/A only amends and restates Items 1,2, and 4 of Part I of the Original Filing and no other material information in the Original Filing is amended hereby. The foregoing items have not been updated to reflect other events occurring after the Original Filing or to modify or update those disclosures affected by subsequent events. In addition, pursuant to the rules of the SEC, Item 6 of Part II of the Original Filing has been amended to contain currently-dated certifications from our Chief Executive Officer and Chief Financial Officer, as required by Sections 302 and 906 of the Sarbanes-Oxley Act of 2002. The certifications of our Executive Chairman of the Board, Chief Executive Officer and Chief Financial Officer are attached to this Form 10-Q/A as Exhibits 31.1, 31.2, 31.3, 32.1, 32.2 and 32.3, respectively.

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

Except for the foregoing amended information, this Form 10-Q/A continues to describe conditions as of the date of the Original Filing, and does not update disclosures contained herein to reflect events that occurred at a later date.

Concurrently with the filing of this Form 10-Q/A, we are filing an amendment on Form 10-K/A to our Annual Report on Form 10-K for the fiscal year ended January 31, 2004 ("2004 10-K") to provide restatements of the financial statements or financial data as of and for the periods included in the 2004 10-K and amended quarterly reports on Form 10-Q/A for the quarters ended July 31, 2004 and October 30, 2004. We have not amended and do not intend to amend our previously filed Annual Reports on Form 10-K other than the 2004 10-K or our Quarterly Reports on Form 10-Q for the periods affected by the Restatement that ended prior to January 31, 2004. For this reason, the consolidated financial statements, auditors' reports and related financial information for all affected periods contained in any prior reports should no longer be relied upon.

2

### BOOKS-A-MILLION, INC. AND SUBSIDIARIES

#### INDEX

	PAGE
PART I. FINANCIAL INFORMATION	
Item 1. Condensed Consolidated Financial Statements (UNAUDITED AND AS RESTATED)	
Condensed Consolidated Balance Sheets	4
Condensed Consolidated Statements of Operations	5
Condensed Consolidated Statements of Cash Flows	6
Notes to Condensed Consolidated Financial Statements	7
Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations	15
Item 3. Quantitative and Qualitative Disclosures about Market Risk	20
Item 4. Controls and Procedures	21
PART II. OTHER INFORMATION	
Item 1. Legal Proceedings	23
Item 2. Changes in Securities	23
Item 3. Defaults Upon Senior Securities	23
Item 4. Submission of Matters of Vote of Security-Holders	23
Item 5. Other Information	23
Item 6. Exhibits and Reports on Form 8-K	23

Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

PART 1. FINANCIAL INFORMATION  
ITEM 1. FINANCIAL STATEMENTS  
BOOKS-A-MILLION, INC. & SUBSIDIARIES

CONDENSED CONSOLIDATED BALANCE SHEETS  
(DOLLARS IN THOUSANDS EXCEPT PER SHARE AND SHARE AMOUNTS)  
(UNAUDITED)

	AS OF MAY 1, 2004 (AS RESTATED) (SEE NOTE 11)	AS OF JANUARY 31, 2004 (AS RESTATED) (SEE NOTE 11)
	-----	-----
ASSETS		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 5,064	\$
Accounts receivable, net	8,046	
Related party accounts receivable, net	349	
Inventories	218,297	
Prepayments and other	6,314	
Deferred income taxes	4,510	
	-----	-----
TOTAL CURRENT ASSETS	242,580	
	-----	-----
PROPERTY AND EQUIPMENT:		
Gross property and equipment	192,612	
Less accumulated depreciation and amortization	134,524	
	-----	-----
NET PROPERTY AND EQUIPMENT	58,088	
	-----	-----
OTHER ASSETS		
	1,562	
	-----	-----
TOTAL ASSETS	\$ 302,230	\$
	=====	=====
LIABILITIES AND STOCKHOLDERS' EQUITY		
CURRENT LIABILITIES:		
Accounts payable	\$ 89,162	\$
Related party accounts payable	6,750	
Accrued expenses	25,814	
Accrued income taxes	1,172	
Current portion of long-term debt	9,612	
	-----	-----
TOTAL CURRENT LIABILITIES	132,510	
	-----	-----
LONG-TERM DEBT	23,028	
DEFERRED INCOME TAXES	1,843	
OTHER LONG-TERM LIABILITIES	12,781	
	-----	-----
TOTAL NON-CURRENT LIABILITIES	37,652	
	-----	-----
COMMITMENTS AND CONTINGENCIES (NOTE 6)		

Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

STOCKHOLDERS' EQUITY:

Preferred stock, \$.01 par value, 1,000,000 shares authorized, no shares outstanding	-	
Common stock, \$.01 par value, 30,000,000 shares authorized, 18,620,069 and 18,465,387 shares issued at May 1, 2004 and January 31, 2004, respectively	186	
Additional paid-in capital	72,068	
Less treasury stock, at cost (2,094,750 and 2,010,050 shares at May 1, 2004 and January 31, 2004, respectively)	(5,819)	
Deferred compensation	(260)	
Accumulated other comprehensive loss, net of tax	(614)	
Retained earnings	66,507	
	-----	-----
TOTAL STOCKHOLDERS' EQUITY	132,068	
	-----	-----
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 302,230	\$
	=====	=====

SEE ACCOMPANYING NOTES

4

BOOKS-A-MILLION, INC. & SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS  
(IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)  
(UNAUDITED)

	THIRTEEN WEEKS END	
	MAY 1, 2004 (AS RESTATED) (SEE NOTE 11)	MAY 1, 2003 (AS RESTATED) (SEE NOTE 11)
	-----	-----
NET SALES	\$ 108,515	\$ 108,515
Cost of products sold (including warehouse distribution and store occupancy costs) (1)	78,191	78,191
	-----	-----
GROSS PROFIT	30,324	30,324
Operating, selling and administrative expenses	23,183	23,183
Depreciation and amortization	4,642	4,642
	-----	-----
OPERATING INCOME (LOSS)	2,499	2,499
Interest expense, net	518	518
	-----	-----
INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	1,981	1,981
Income taxes provision (benefit)	753	753
	-----	-----
INCOME (LOSS) FROM CONTINUING OPERATIONS	1,228	1,228
DISCONTINUED OPERATIONS (NOTE 10)		
Loss from discontinued operations before income taxes	--	--
Income tax benefit	--	--
	-----	-----
LOSS FROM DISCONTINUED OPERATIONS	--	--
	-----	-----
NET INCOME (LOSS)	\$ 1,228	\$ 1,228

Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

	=====	=====
NET INCOME (LOSS) PER COMMON SHARE:		
BASIC:		
INCOME (LOSS) FROM CONTINUING OPERATIONS	\$ 0.07	\$
LOSS FROM DISCONTINUED OPERATIONS	--	
	-----	-----
NET INCOME (LOSS)	\$ 0.07	\$
	=====	=====
WEIGHTED AVERAGE NUMBER OF SHARES OUTSTANDING - BASIC	16,445	
	=====	=====
DILUTED:		
INCOME (LOSS) FROM CONTINUING OPERATIONS	\$ 0.07	\$
LOSS FROM DISCONTINUED OPERATIONS	--	
	-----	-----
NET INCOME (LOSS)	\$ 0.07	\$
	=====	=====
WEIGHTED AVERAGE NUMBER OF SHARES OUTSTANDING - DILUTED	17,213	
	=====	=====

(1) Inventory purchases from related parties were \$11,261 and \$11,764, respectively, for each of the periods presented above.

SEE ACCOMPANYING NOTES

5

BOOKS-A-MILLION, INC. & SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
(DOLLARS IN THOUSANDS)  
(UNAUDITED)

	THIRTEEN WEEKS ENDED	
	-----	-----
	MAY 1, 2004 (AS RESTATED) (SEE NOTE 11)	MAY 3, 2004 (AS RESTATED) (SEE NOTE 11)
	-----	-----
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income (loss)	\$ 1,228	\$ (1,228)
	-----	-----
Adjustments to reconcile net income (loss) to net cash used in operating activities:		
Depreciation and amortization	4,642	4,642
Deferred compensation amortization	24	
Loss on impairment of assets	-	
Gain on disposal of property	(9)	
Change in deferred income taxes	(338)	
Increase in inventories	(6,706)	(6,706)
Decrease in accounts payable	(849)	(849)
Changes in certain other assets and liabilities	(7,211)	(7,211)
	-----	-----
Total adjustments	(10,447)	(10,447)

Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

Net cash used in operating activities	(9,219)	(25)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Capital expenditures	(2,800)	(1)
Proceeds from sale of equipment	13	
Net cash used in investing activities	(2,787)	(1)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Borrowings under credit facilities	56,260	69
Repayments under credit facilities	(44,260)	(43)
Purchase of treasury stock	(548)	
Proceeds from sale of common stock, net	270	
Net cash provided by financing activities	11,722	26
Net decrease in cash and cash equivalents	(284)	
Cash and cash equivalents at beginning of period	5,348	4
Cash and cash equivalents at end of period	\$ 5,064	\$ 4
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:		
Cash paid during the thirteen week period for:		
Interest	\$ 503	\$ 1
Income taxes, net of refunds	\$ 2,609	\$ 1

SEE ACCOMPANYING NOTES

6

BOOKS-A-MILLION, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(UNAUDITED)

1. BASIS OF PRESENTATION

The unaudited condensed consolidated financial statements of Books-A-Million, Inc. and its subsidiaries (the "Company") for the thirteen week periods ended May 1, 2004 and May 3, 2003, have been prepared in accordance with accounting principles generally accepted in the United States ("GAAP") for interim financial information and are presented in accordance with the requirements of Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial statements. These financial statements should be read in conjunction with the consolidated financial statements and notes thereto, for the fiscal year ended January 31, 2004, included in our Fiscal 2004 Annual Report on Form 10-K/A. In the opinion of management, the financial statements included herein contain all adjustments considered necessary for a fair presentation of our financial position as of May 1, 2004, and the results of its operations and cash flows for the thirteen week periods ended May 1, 2004 and May 3, 2003. Certain prior year amounts have been reclassified to conform to current year presentation.

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and reported amounts of revenues and expenses during the reporting period. Actual amounts could differ from those estimates and assumptions.

We have also experienced, and expect to continue to experience, significant variability in sales and net income from quarter to quarter. Therefore, the results of the interim periods presented herein are not necessarily indicative of the results to be expected for any other interim period or the full year.

### Stock-Based Compensation

At May 1, 2004 and January 31, 2004, the Company had one stock option plan. The Company accounts for the plan under the recognition and measurement principles of Accounting Pronouncements Bulletin (APB) Opinion No. 25, "Accounting for Stock Issued to Employees", and related Interpretations. No stock-based employee compensation cost for this plan is reflected in net income, as all options granted under the plan had an exercise price equal to the market value of the underlying common stock on the date of grant. The following table illustrates the effect on net income (loss) and net income (loss) per common share if the Company had applied the fair value recognition provisions of Statement of Financial Accounting Standards No. 148 ("SFAS 148"), "Accounting for Stock-Based Compensation -- Transaction and Disclosure -- an Amendment of FASB Statement No. 123," to stock-based employee compensation (in thousands except per share amounts):

In thousands	For the Thirteen Weeks Ended	
	May 1, 2004	May 3, 2003
Net income (loss), as reported	\$ 1,228	\$ (1,051)
Deduct: Total stock-based employee compensation expense determined under fair value based method for all awards, net of tax effects	341	328
Pro forma net income (loss)	\$ 887	\$ (1,379)
Net income (loss) per common share:		
Basic -- as reported	\$ 0.07	\$ (0.06)
Basic -- pro forma	\$ 0.05	\$ (0.09)
Diluted -- as reported	\$ 0.07	\$ (0.06)
Diluted -- pro forma	\$ 0.05	\$ (0.09)

The fair value of the options granted under the Company's stock option plan was estimated on the date of grant using the Black-Scholes option-pricing model with the following weighted average assumptions for fiscal 2005 and 2004: no dividend yield; expected stock price volatility rate of 1.06 and 1.01, respectively; risk-free interest rates of 3.87% to 4.90% and 3.63% to 5.10%, respectively; and expected lives of six or ten years.



## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

BOOKS-A-MILLION, INC. AND SUBSIDIARIES  
 NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
 (UNAUDITED)

2. NET INCOME (LOSS) PER SHARE

Basic net income (loss) per share ("EPS") is computed by dividing income (loss) available to common shareholders by the weighted average number of common shares outstanding for the period. Diluted EPS reflects the potential dilution that could occur if securities or other contracts to issue common stock are exercised or converted into common stock or resulted in the issuance of common stock that then shared in the earnings of the Company. Diluted EPS has been computed based on the weighted average number of shares outstanding including the effect of outstanding stock options and restricted stock, if dilutive, in each respective thirteen week period. A reconciliation of the weighted average shares for basic and diluted EPS is as follows:

	For the Thirteen Weeks Ended	
	(in thousands)	
	May 1, 2004	May 3, 2003
	-----	-----
Weighted average shares outstanding:		
Basic	16,445	16,220
Dilutive effect of stock options and restricted stock outstanding	768	-
	-----	-----
Diluted	17,213	16,220
	=====	=====

Options outstanding to purchase 2,555,000 shares of common stock as of May 3, 2003 were not included in the table above as they were anti-dilutive under the treasury stock method.

3. RELATED PARTY TRANSACTIONS

Charles C. Anderson and Terry C. Anderson, both directors of the Company during the quarter, and Clyde B. Anderson, a director and officer of the Company have controlling ownership interests in other entities with which the Company conducts business. Significant transactions between the Company and these various other entities ("related parties") are summarized in the following paragraphs.

The Company purchases a substantial portion of its magazines as well as certain of their seasonal music and newspapers from Anderson Media Corporation ("Anderson Media"), an affiliate through common ownership. During the thirteen weeks ended May 1, 2004 and May 3, 2003, purchases of these items from Anderson Media totaled \$10,561,000 and \$11,172,000, respectively. The Company purchases certain of its collectibles and books from Anderson Press, Inc. ("Anderson Press"), an affiliate through common ownership. During the thirteen weeks ended May 1, 2004 and May 3, 2003, such purchases from Anderson Press totaled \$420,000 and \$300,000, respectively. The Company purchases certain of its greeting cards and gift products from C.R. Gibson, Inc., an affiliate through common ownership. The purchases of these products during the thirteen

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

weeks ended May 1, 2004 and May 3, 2003 were \$142,000 and \$35,000, respectively. The Company purchases certain magazine subscriptions from Magazines.com, an affiliate through common ownership. During the thirteen weeks ended May 1, 2004 and May 3, 2003, purchases of these items were \$24,000 and \$22,000, respectively. The Company purchases content for publication from Publication Marketing Corporation, an affiliate through common ownership. During the thirteen weeks ended May 1, 2004 and May 3, 2003, purchases of these items were \$18,000 and \$18,000, respectively. The Company utilizes import sourcing and consolidation services from Anco Far East Importers, LTD ("Anco Far East"), an affiliate through common ownership. The total paid to Anco Far East was \$95,000 and \$218,000 during the thirteen weeks ended May 1, 2004 and May 3, 2003, respectively. These amounts paid to Anco Far East primarily included the actual cost of the product, as well as duty, freight and fees for sourcing and consolidation services. All costs other than the sourcing and consolidation service fees were passed through from other vendors. Anco Far East fees, net of the passed-through costs, were \$7,000 and \$15,000, respectively.

The Company sold books to Anderson Media in the amounts of \$53,000 and \$81,000 during the thirteen weeks ended May 1, 2004 and May 3, 2003, respectively. During the thirteen weeks ended May 1, 2004 and May 3, 2003, the Company provided \$47,000 and \$57,000, respectively, of internet services to Magazines.com.

8

### BOOKS-A-MILLION, INC. AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

The Company leases its principal executive offices from a trust, which was established for the benefit of the grandchildren of Mr. Charles C. Anderson, a member of the Board of Directors. The lease extends to January 31, 2006. During the thirteen weeks ended May 1, 2004 and May 3, 2003, the Company paid rent of \$34,000 in each period to the trust under this lease. Anderson & Anderson LLC ("A&A"), which is an affiliate through common ownership, also leases three buildings to the Company. During the thirteen weeks ended May 1, 2004 and May 3, 2003, the Company paid A&A a total of \$110,000 and \$119,000, respectively, in connection with such leases. Total minimum future rental payments under all of these leases are \$240,000 at May 1, 2004. The Company subleases certain property to Hibbett Sporting Goods, Inc. ("Hibbett"), a sporting goods retailer in the southeastern United States. The Company's Executive Chairman, Clyde B. Anderson, is a member of Hibbett's board of directors. During the thirteen weeks ended May 1, 2004 and May 3, 2003, the Company received \$48,000 and \$40,000, respectively, in rent payments from Hibbett.

The Company shares ownership of a plane, which the Company uses in the operations of its business, with an affiliated company. The Company rents the plane to affiliated companies at rates that cover all the variable cost and a portion of the fixed cost. The total amounts received from affiliated companies for use of the plane during the thirteen weeks ended May 1, 2004 and May 3, 2003, was \$63,000 and \$119,000, respectively.

#### 4. DERIVATIVE AND HEDGING ACTIVITIES

The Company is subject to interest rate fluctuations involving its credit facilities and debt related to an Industrial Development Revenue Bond (the "Bond"). However, the Company uses fixed interest rate hedges to manage this exposure. The Company entered into two separate \$10 million swaps on July 24, 2002. Both expire in August 2005 and effectively fix the interest rate on \$20 million of variable credit facility debt at 5.13%. In

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

addition, the Company entered into a \$7.5 million interest rate swap in May 1996 that expires in June 2006 and effectively fixes the interest rate on the Bond at 7.98%. The counter parties to the interest rate swaps are two primary banks in the Company's credit facility. The Company believes the credit and liquidity risks of the counter parties failing to meet their obligation are remote as the Company settles its interest position with the banks on a quarterly basis.

The Company's hedges are generally designated as cash flow hedges because they are interest rate swaps that convert variable payments to fixed payments. Cash flow hedges protect against the variability in future cash outflows of current or forecasted debt and related interest expense. The changes in the fair value of these hedges are reported on the balance sheet with a corresponding adjustment to accumulated other comprehensive income (loss) or in earnings, depending on the type of hedging relationship. Over time, amounts held in accumulated other comprehensive income (loss) will be reclassified to earnings if the hedge transaction becomes ineffective.

The Company's interest rate swaps described above are reported as a liability classified in other long-term liabilities in the accompanying condensed consolidated balance sheets at their fair value of \$1.3 million and \$1.5 million as of May 1, 2004 and January 31, 2004, respectively. For the thirteen weeks ended May 1, 2004 and May 3, 2003, respectively, adjustment gains of \$93,000 (net of tax provision of \$57,000) and \$63,000 (net of tax provision of \$39,000) were recorded as unrealized gains in accumulated other comprehensive income loss and are detailed in Note 5. During the fourth quarter of fiscal 2004, one interest rate swap no longer qualified for hedge accounting under SFAS No. 133; as a result, the Company de-designated the hedge. A pre-tax gain of \$70,000 was recorded in earnings during the first quarter of fiscal 2005 related to the de-designated hedge.

9

### BOOKS-A-MILLION, INC. AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

#### 5. COMPREHENSIVE INCOME (LOSS)

Comprehensive income (loss) is net income or loss, plus certain other items that are recorded directly to stockholders' equity. The only such items currently applicable to the Company are the unrealized gains (losses) on the hedges explained in Note 4, as follows:

	Thirteen Weeks Ended (in thousands)	
	May 1, 2004	May 3, 2003
COMPREHENSIVE INCOME (LOSS)		
Net income (loss)	\$ 1,228	(\$ 1,051)
Unrealized gains (losses) on hedges, net of deferred tax provision (benefit) for the thirteen-week periods of \$57		

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

and \$39, respectively	93	63
	-----	-----
Total comprehensive income loss	\$ 1,321	(\$ 988)
	=====	=====

### 6. COMMITMENTS AND CONTINGENCIES

The Company is a party to various legal proceedings incidental to its business. In the opinion of management, after consultation with legal counsel, the ultimate liability, if any, with respect to those proceedings is not presently expected to materially affect the financial position, results of operations or cash flows of the Company.

From time to time, the Company enters into certain types of agreements that require the Company to indemnify parties against third party claims under certain circumstances. Generally these agreements relate to: (a) agreements with vendors and suppliers under which the Company may provide customary indemnification to its vendors and suppliers in respect of actions they take at the Company's request or otherwise on its behalf, (b) agreements with vendors who publish books or manufacture merchandise specifically for the Company to indemnify the vendors against trademark and copyright infringement claims concerning the books published or merchandise manufactured on behalf of the Company, (c) real estate leases, under which the Company may agree to indemnify the lessors from claims arising from the Company's use of the property, and (d) agreements with the Company's directors, officers and employees, under which the Company may agree to indemnify such persons for liabilities arising out of their relationship with the Company. The Company has Directors and Officers Liability Insurance, which, subject to the policy's conditions, provides coverage for indemnification amounts payable by the Company with respect to its directors and officers up to specified limits and subject to certain deductibles.

The nature and terms of these types of indemnities vary. The events or circumstances that would require the Company to perform under these indemnities are transaction and circumstance specific. Generally, the Company's maximum liability under such indemnities is not explicitly stated, and therefore the overall maximum amount of the Company's obligations cannot be reasonably estimated. Historically, the Company has not incurred significant costs related to performance under these types of indemnities. No liabilities have been recorded for these obligations on the Company's balance sheet at May 1, 2004 and January 31, 2004 as such liabilities are considered de minimis.

### 7. INVENTORIES

Inventories were:

(In thousands)	May 1, 2004	January 31, 2004
	-----	-----
Inventories (at FIFO)	\$ 219,101	\$ 212,251
LIFO reserve	(804)	(660)
	-----	-----
Net inventories	\$ 218,297	\$ 211,591
	=====	=====

BOOKS-A-MILLION, INC. AND SUBSIDIARIES  
 NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
 (UNAUDITED)

8. BUSINESS SEGMENTS

The Company has two reportable segments: retail trade and electronic commerce trade. The retail trade segment is a strategic business segment that is engaged in the retail trade of mostly book merchandise and includes the Company's distribution center operations, which predominately supplies merchandise to the Company's retail stores. The electronic commerce trade segment is a strategic business segment that transacts business over the internet and is managed separately due to divergent technology and marketing requirements.

The accounting policies of the segments are substantially the same as those described in the Company's Fiscal 2004 Annual Report on Form 10-K/A. The Company evaluates performance of the segments based on profit and loss from operations before interest and income taxes. Certain intersegment cost allocations have been made based upon consolidated and segment revenues.

SEGMENT INFORMATION (IN THOUSANDS)	Thirteen Weeks Ended	
	May 1, 2004	May 3, 2003
NET SALES		
Retail Trade	\$ 106,601	\$ 97,199
Electronic Commerce Trade	6,298	5,207
Intersegment Sales Elimination	(4,384)	(3,901)
Net Sales	\$ 108,515	\$ 98,505
OPERATING INCOME (LOSS)		
Retail Trade	\$ 2,281	\$ (846)
Electronic Commerce Trade	85	31
Intersegment Elimination of Certain Costs	133	127
Total Operating Income (Loss)	\$ 2,499	\$ (688)

Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

	As of May 1, 2004 ----- (as restated)	As of January 31, 2004 ----- (as restated)
ASSETS		
Retail Trade	\$ 301,127	\$ 295,437
Electronic Commerce Trade	1,583	1,527
Intersegment Asset Elimination	(480) -----	(566) -----
Total Assets	\$ 302,230 =====	\$ 296,398 =====

11

BOOKS-A-MILLION, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(UNAUDITED)

9. RECENT ACCOUNTING PRONOUNCEMENTS

In December 2002, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standards No. 148 ("SFAS 148"), "Accounting for Stock-Based Compensation - Transition and Disclosure - an Amendment of FASB No. 123." SFAS 148 amends SFAS 123, "Accounting for Stock-Based Compensation" ("SFAS 123"), to provide alternative methods of transition for a voluntary change to the fair value based method of accounting for stock-based employee compensation. In addition, SFAS 148 amends the disclosure requirements of SFAS 123 to require prominent disclosures in both annual and interim financial statements about the method of accounting for stock-based employee compensation and the effect of the method used on reported results. The disclosure provisions of this statement are effective for financial statements for fiscal years ending after December 15, 2002, and are included herein. The Company has not adopted the fair value method of recording stock options under SFAS No. 123. The FASB has now determined that stock-based compensation should be recognized as a cost in the financial statements and that such cost be measured according to the fair value of the stock options. The FASB has not as yet determined the methodology for calculating fair value and plans to issue an accounting standard. The Company will continue to monitor communications on this subject from the FASB in order to determine the impact on the Company's financial position, results of operations or cash flows.

FASB Interpretation No. 46, "Consolidation of Variable Interest Entities" ("FIN 46"), was issued in January 2003. This interpretation requires consolidation of variable interest entities ("VIE"), also formerly referred to as "special purpose entities," if certain conditions are met. The interpretation applies immediately to VIE's created after January 31, 2003 and to interests obtained in VIE's after January 31, 2003. Beginning after June 15, 2003, the interpretation also applies to VIE's created or interests obtained in VIE's before January 31, 2003. In December 2003, the FASB issued FASB Interpretation No. 46R, "Consolidation of Variable Interest Entities--An Interpretation of ARB 51" (revised December 2003) ("FIN 46R"), which includes significant amendments to previously issued FIN No. 46. Among other provisions, FIN 46R includes revised transition dates for public entities. The Company adopted the provisions of FIN 46R effective in the first quarter of fiscal 2005. The adoption of this interpretation did not have an effect on the Company's financial position,

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

results of operations or cash flows.

### 10. DISCONTINUED OPERATIONS

Discontinued operations represent the closure in fiscal 2004 of four retail stores in markets located in Georgia (two stores), Louisiana and North Carolina where the Company does not expect another of its existing stores to absorb the closed store's customers. These stores had sales of \$928,000 and pretax operating losses of \$138,000 for the thirteen weeks ended May 3, 2003. Included in the loss on discontinued operations are impairment losses of \$12,000 for the thirteen weeks ended May 3, 2003. Also included in the loss on discontinued operations are store closing costs of \$22,000 for the thirteen weeks May 3, 2003. Expenses relating to store closings when the store is not classified as a discontinued operation are reported in Other Administrative Expenses. If the store is closed and another store is in the same market and the cash flows are expected to be materially recovered, the store is not considered a discontinued operation.

### 11. RESTATEMENT OF FINANCIAL STATEMENTS

Subsequent to the issuance of the Company's interim condensed consolidated financial statements for the period ended May 1, 2004, and following a review of its lease-related accounting policies, the Company's management determined that it was appropriate to adjust its prior financial statements to correct certain errors contained in those financial statements relating to the computation of depreciation, rent holidays, straight-line rent expense and the related deferred rent liability.

Historically, the Company depreciated leasehold improvements over a period of ten years, regardless of the term of the lease for the store. When calculating the straight-line rent expense per store, the Company previously used the store opening date as the starting date for the rent expense calculation. For certain new stores, the Company receives funding from landlords for the construction of leasehold improvements. Historically, these landlord allowances were classified as a reduction of property and equipment on the Company's balance sheet and as a reduction in capital expenditures in the Company's statements of cash flows.

12

#### BOOKS-A-MILLION, INC. AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

The Company has corrected its depreciable life for leasehold improvements to the lesser of the economic useful life of the asset or the term of the lease. The Company has corrected the calculation to start straight-line rent expense on the date when the Company takes possession and has the right to control use of the leased premises. Also, the Company has corrected its method of classification of landlord allowances. The Company will now classify landlord allowances as a deferred rent credit on the balance sheet and as an operating activity in the statement of cash flows. Funds received from the landlord intended to reimburse the Company for the cost of leasehold improvements will be recorded as a deferred rent credit resulting from a lease incentive and amortized over the lease term as a reduction to rent expense. As a result, the accompanying condensed consolidated financial statements have been restated from the amounts previously reported to incorporate the effects of these policies.

The following is a summary of the impact of the Restatement on the consolidated balance sheets at January 31, 2004 and May 1, 2004, and the

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

consolidated statements of operations and the consolidated statements of cash flows for the thirteen week periods ended May 1, 2004 and May 3, 2003.

	As of May 1, 2004			As of Janu	
	As Previously Reported	Adjustment	As Restated	As Previously Reported	Adju
<b>CONSOLIDATED BALANCE SHEET</b>					
Gross property and equipment	168,095	24,517	192,612	166,466	23
Accumulated depreciation	121,093	13,431	134,524	117,289	12
Deferred income taxes (asset)	4,509	1	4,510	4,446	
Total assets	291,143	11,087	302,230	285,679	10
Accrued expenses	25,814	-	25,814	30,189	
Accrued income taxes	1,485	(313)	1,172	3,527	
Total current liabilities	132,823	(313)	132,510	130,477	
Deferred income taxes (liability)	1,686	157	1,843	1,805	
Other Long-Term Liabilities	1,282	11,499	12,781	1,507	11
Total Non-Current Liabilities	25,996	11,656	37,652	23,952	11
Retained earnings	66,763	(256)	66,507	65,528	
Total shareholders equity	132,324	(256)	132,068	131,250	
Total shareholders equity & liabilities	291,143	11,087	302,230	285,679	10

	Thirteen Weeks Ended May 1, 2004			Thi	
	As Previously Reported	Adjustment	As Restated	As Previo	Reporte
<b>CONSOLIDATED STATEMENTS OF OPERATIONS</b>					
Cost of products sold	78,831	(640)	78,191	73,56	73,56
Gross profit	29,684	640	30,324	24,93	24,93
Depreciation and amortization	3,991	651	4,642	4,03	4,03
Operating income	2,510	(11)	2,499	(67	(67
Income taxes	757	(4)	753	(58	(58
Net income	1,235	(7)	1,228	(1,04	(1,04
Basic earnings per share	\$ 0.08	(\$ 0.01)	\$ 0.07	(\$ 0.0	(\$ 0.0
Diluted earnings per share	\$ 0.07	\$ 0.00	\$ 0.07	\$ 0.0	\$ 0.0

13

BOOKS-A-MILLION, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(UNAUDITED)

Thirteen Weeks Ended May 1, 2004 Thir



## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

	As Previously Reported -----	Adjustment -----	As Restated -----	As Previo Reporte -----
<b>CONSOLIDATED STATEMENTS OF CASH FLOWS</b>				
Net Income	1,235	(7)	1,228	(1,0
Depreciation and amortization	3,991	651	4,642	4,0
Changes in certain other assets and liabilities	(7,745)	534	(7,211)	(4,7
Net cash used in operating activities	(10,241)	1,022	(9,219)	(25,1
Capital expenditures	(1,778)	(1,022)	(2,800)	(1,6
Net cash used in investing activities	(1,765)	(1,022)	(2,787)	(1,6

14

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following Management's Discussion & Analysis gives effect to the restatement discussed in Note 11 to the Condensed Consolidated Financial Statements.

#### SAFE HARBOR STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

This document contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that involve a number of risks and uncertainties. A number of factors could cause actual results, performance, achievements of the Company, or industry results to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. These factors include, but are not limited to, the competitive environment in the book retail industry in general and in the Company's specific market areas; inflation; economic conditions in general and in the Company's specific market areas; the number of store openings and closings; the profitability of certain product lines, capital expenditures and future liquidity; liability and other claims asserted against the Company; uncertainties related to the Internet and the Company's Internet initiatives; and other factors referenced herein. In addition, such forward-looking statements are necessarily dependent upon the assumptions, estimates and dates that may be incorrect or imprecise and involve known and unknown risks, uncertainties and other factors. Accordingly, any forward-looking statements included herein do not purport to be predictions of future events or circumstances and may not be realized. Given these uncertainties, shareholders and prospective investors are cautioned not to place undue reliance on such forward-looking statements. The Company disclaims any obligations to update any such factors or to publicly announce the results of any revisions to any of the forward-looking statements contained herein to reflect future events or developments.

#### GENERAL

We were founded in 1917 and currently operate 202 retail bookstores, including 163 superstores, concentrated in the southeastern United States.

Our growth strategy is focused on opening superstores in new and existing market areas, particularly in the Southeast. In addition to opening new stores, management intends to continue its practice of reviewing the profitability trends and prospects of existing stores and closing or relocating

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

under-performing stores or converting stores to different formats.

Comparable store sales are determined each fiscal quarter during the year based on all stores that have been open at least 12 full months as of the first day of the fiscal quarter. Any stores closed during a fiscal quarter are excluded from comparable store sales as of the first day of the quarter in which they close.

### RESTATEMENT OF FINANCIAL STATEMENTS

Following a review of its lease-related accounting policies, the Company's management determined that it was appropriate to adjust its prior financial statements to correct certain errors contained in those financial statements relating to the computation of depreciation, rent holidays, straight-line rent expense and the related deferred rent liability.

Historically, the Company depreciated leasehold improvements over a period of ten years, regardless of the term of the lease for the store. When calculating the straight-line rent expense per store, the Company previously used the store opening date as the starting date for the rent expense calculation. For certain new stores, the Company receives funding from landlords for the construction of leasehold improvements. Historically, these landlord allowances were classified as a reduction of property and equipment on the Company's balance sheet and as a reduction in capital expenditures in the Company's statements of cash flows.

The Company has corrected its depreciable life for leasehold improvements to the lesser of the economic useful life of the asset or the term of the lease. The Company has corrected the calculation to start straight-line rent expense on the date when the Company takes possession and has the right to control use of the leased premises. Also, the Company has corrected its method of classification of landlord allowances. The Company will now classify landlord allowances as a deferred rent credit on the balance sheet and as an operating activity in the statement of cash flows. Funds received from the landlord intended to reimburse the Company for the cost of leasehold improvements will be recorded as a deferred rent credit resulting from a lease incentive and amortized over the lease term as a reduction to rent expense. As a result, the accompanying condensed consolidated financial statements have been restated from the amounts previously reported to incorporate the effects of these policies.

15

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The effects of the restatement discussed in Note 11 in the notes to the condensed consolidated financial statements. The following Management's Discussion & Analysis has been updated to give effect to the restatement.

#### RESULTS OF OPERATIONS

The following table sets forth statement of operations data expressed as a percentage of net sales for the periods presented.

-----  
Thirteen Weeks Ended

(as restated)  
-----

Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

	May 1, 2004 -----	May 3, 2003 -----
Net sales	100.0%	100.0%
Gross profit	27.9%	25.9%
Operating, selling and administrative expenses	21.3%	21.9%
Depreciation and amortization	4.3%	4.7%
	-----	-----
Operating income (loss)	2.3%	(0.7)%
Interest expense, net	0.5%	0.9%
	-----	-----
Income (Loss) from continuing operations before income taxes	1.8%	(1.6)%
Income taxes provision (benefit)	0.7%	(0.6)%
	-----	-----
Income (Loss) from continuing operations	1.1%	(1.0)%
Loss from discontinued operations	-	(0.1)%
	-----	-----
Net income (loss)	1.1%	(1.1)%
	=====	=====

Net sales increased \$10.0 million, or 10.2%, to \$108.5 million in the thirteen weeks ended May 1, 2004, from \$98.5 million in the thirteen weeks ended May 3, 2003. Comparable store sales in the thirteen weeks ended May 1, 2004 increased 7.1% when compared with the same thirteen week period for the prior year. The increase in comparable store sales for the thirteen weeks was primarily due to higher sales in the book and cafe departments. The book sales increase was primarily driven by the improving economy, as well as strong sales in categories such as Fiction, Children's and Inspirational. The cafe department sales increase was led by the Company's new cold beverage product line of frappes as well as increased store traffic. During the thirteen weeks ended May 1, 2004, the Company relocated two superstores.

Net sales for the retail trade segment increased \$9.4 million, or 9.7%, to \$106.6 million in the thirteen weeks ended May 1, 2004 from \$97.2 million in the same period last year. The increase in sales was primarily due to higher comparable store sales, which increased 7.1% for the thirteen weeks. Net sales for the electronic commerce segment increased \$1.1 million, or 21.0%, to \$6.3 million in the thirteen weeks ended May 1, 2004, related primarily to higher business to business order volume.

Gross profit increased \$4.8 million, or 18.9%, to \$30.3 million in the thirteen weeks ended May 1, 2004 when compared with \$25.5 million in the same thirteen week period for the prior year. Gross profit as a percentage of net sales for the thirteen weeks ended May 1, 2004 was 27.9% versus 25.9% in the same period last year. The increase in gross profit stated as a percent of net sales for the thirteen week period was due to less promotional activity, improved sales mix to higher margin departments, including cafes, and lower occupancy and warehouse distribution costs as a percentage of sales.

Operating, selling and administrative expenses were \$23.2 million in the thirteen week period ended May 1, 2004 compared to \$21.6 million in the same period last year. Operating, selling and administrative expenses as a percentage of net sales for the thirteen weeks ended May 1, 2004 decreased to 21.3% from 21.9% in the same period last year. The decrease in operating, selling and administrative expenses stated as a percent to sales was primarily due to higher comparable store sales which improved leveraging of operating costs.

Depreciation and amortization was \$4.6 million in each of the thirteen week periods ended May 1, 2004 and May 3, 2003.

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Consolidated operating income was \$2.5 million for the thirteen weeks ended May 1, 2004, compared to an operating loss of \$0.7 million in the same period last year. Operating income for the retail trade segment increased \$3.1 million for the thirteen weeks ended May 1, 2004. The increase in operating income for the quarter was due to strong profit growth driven by stronger comparable store sales. The operating profit for the electronic commerce segment increased \$54,000 for the thirteen weeks ended May 1, 2004 compared to the same period last year. The increase in profit was due to higher order volume in the business to business category.

Interest expense was \$518,000 in the thirteen weeks ended May 1, 2004 versus \$869,000 in the same period last year. The decrease was primarily due to lower average debt balances compared with prior year.

Discontinued operations represent the closure in fiscal 2004 of four retail stores in markets located in Georgia (two stores), Louisiana and North Carolina where the Company does not expect another of its existing stores to absorb the closed store's customers. These stores had sales of \$928,000 and pretax operating losses of \$138,000 for the thirteen weeks ended May 3, 2003. Included in the loss on discontinued operations are impairment losses of \$12,000 for the thirteen weeks ended May 3, 2003. Also included in the loss on discontinued operations are store closing costs of \$22,000 for the thirteen weeks May 3, 2003.

#### LIQUIDITY AND CAPITAL RESOURCES

The Company's primary sources of liquidity are cash flows from operations, including credit terms from vendors, and borrowings under its credit facility. The Company has an unsecured revolving credit facility that allows borrowings up to \$100 million, for which no principal repayments are due until the facility expires in July 2005. The credit facility has certain financial and non-financial covenants, the most restrictive of which is the maintenance of a minimum fixed charge coverage ratio. As of May 1, 2004 and January 31, 2004, \$25.1 million and \$13.1 million, respectively, were outstanding under this credit facility. The maximum and average outstanding balances during the thirteen weeks ended May 1, 2004 were \$33.2 million and \$25.8 million, respectively, compared to \$73.9 million and \$64.4 million, respectively for the same period in the prior year. The decrease in the maximum and average outstanding balances from the prior year was due to higher earnings, lower capital expenditures and improved inventory management. The outstanding borrowings as of May 1, 2004 had interest rates ranging from 1.86% to 2.75%. Additionally, as of May 1, 2004 and January 31, 2004, the Company has outstanding borrowings under an industrial revenue bond totaling \$7.5 million, which is secured by certain property.

#### Financial Position

Inventory balances at May 1, 2004 compared to January 31, 2004 increased due to seasonal fluctuation in inventory. Inventory levels are lowest at January 31, 2004 due to large post holiday returns to vendors. Accrued expenses at May 1, 2004 compared to January 31, 2004 decreased due to payment of fiscal 2004 management bonuses in the first quarter of fiscal 2005.

#### Future Commitments

The following table lists the aggregate maturities of various

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

classes of obligations and expiration amounts of various classes of commitments related to Books-A-Million, Inc. at May 1, 2004 (in thousands):

### PAYMENTS DUE UNDER CONTRACTUAL OBLIGATIONS

	Total	FY 2005	FY 2006	FY 2007	FY 2008
	-----	-----	-----	-----	-----
Long-term debt-revolving credit facility	\$ 25,140	\$ 9,612	\$ 15,528	-	
Long-term debt-industrial revenue bond	7,500	-	7,500	-	
Subtotal of debt	32,640	9,612	23,028	-	
Operating leases	115,398	21,317	25,844	20,216	16,000
Total of obligations	\$148,038	\$ 30,929	\$ 48,872	\$ 20,216	\$ 16,000

17

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### Guarantees

From time to time, the Company enters into certain types of agreements that contingently require the Company to indemnify parties against third party claims. Generally these agreements relate to: (a) agreements with vendors and suppliers, under which the Company may provide customary indemnification to its vendors and suppliers in respect of actions they take at the Company's request or otherwise on its behalf, (b) agreements with vendors who publish books or manufacture merchandise specifically for the Company to indemnify the vendors against trademark and copyright infringement claims concerning the books published or merchandise manufactured on behalf of the Company, (c) real estate leases, under which the Company may agree to indemnify the lessors from claims arising from the Company's use of the property, and (d) agreements with the Company's directors, officers and employees, under which the Company may agree to indemnify such persons for liabilities arising out of their relationship with the Company. The Company has Directors and Officers Liability Insurance, which, subject to the policy's conditions, provides coverage for indemnification amounts payable by the Company with respect to its directors and officers up to specified limits and subject to certain deductibles.

The nature and terms of these types of indemnities vary. The events or circumstances that would require the Company to perform under these indemnities are transaction and circumstance specific. Generally, the Company's maximum liability under such indemnities is not explicitly stated, and therefore the overall maximum amount of the Company's obligations cannot be reasonably estimated. Historically, the Company has not incurred significant costs related to performance under these types of indemnities. No liabilities have been recorded for these obligations on the Company's balance sheet at May 1, 2004 and January 31, 2004 as such liabilities are considered de minimis.

#### Cash Flows

Operating activities used cash of \$9.2 million and \$25.1 million in

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

the thirteen week periods ended May 1, 2004 and May 3, 2003, respectively, and included the following effects:

- Cash used for inventories in the thirteen week periods ended May 1, 2004 and May 3, 2003 was \$6.7 million and \$15.4 million, respectively. The smaller usage in the current period was primarily due to higher sales and improved inventory management versus last year.
- Cash used for accounts payable in the thirteen week periods ended May 1, 2004 and May 3, 2003 was \$0.8 million and \$7.4 million, respectively. This change was due to improved leveraging of accounts payable with vendors in the first quarter of fiscal 2005.
- Depreciation and amortization expenses were \$4.6 million and \$4.7 million, respectively in the thirteen week periods ended May 1, 2004 and May 3, 2003.

Cash flows used in investing activities reflected a \$2.8 million and \$1.7 million net use of cash for the thirteen week periods ended May 1, 2004 and May 3, 2003, respectively. Cash was used primarily to fund capital expenditures for store relocations, renovation and improvements to existing stores, and investments in management information systems.

Financing activities provided cash of \$11.7 million and \$26.1 million in the thirteen week periods ended May 1, 2004 and May 3, 2003, respectively, principally from net borrowings under the revolving credit facility.

### OUTLOOK

For the thirteen weeks ended May 1, 2004, the Company has relocated two stores and remodeled ten stores. For the remainder of fiscal 2005, the Company expects to open eight to ten stores, complete remodels on approximately fifteen to twenty stores, and close two to four stores. The Company's capital expenditures totaled \$2.8 million in the thirteen week period ended May 1, 2004. Management estimates that capital expenditures for the remainder of fiscal 2005 will be approximately \$13.0 million and that such amounts will be used primarily for new stores and relocations, renovation and improvements to existing stores, upgrades and expansion of warehouse distribution facilities, and investments in management information systems. Management believes that existing cash balances and net cash from operating activities, together with borrowings under the Company's credit facilities, will be adequate to finance the Company's planned capital expenditures and to meet the Company's working capital requirements for the remainder of fiscal 2005.

18

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### RELATED PARTY ACTIVITIES

Charles C. Anderson and Terry C. Anderson, both directors of the Company during the quarter, and Clyde B. Anderson, a director and officer of the Company have controlling ownership interests in other entities with which the Company conducts business. Significant transactions between the Company and these various other entities ("related parties") are summarized in the following paragraphs.

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

The Company purchases a substantial portion of its magazines as well as certain of their seasonal music and newspapers from Anderson Media Corporation ("Anderson Media"), an affiliate through common ownership. During the thirteen weeks ended May 1, 2004 and May 3, 2003, purchases of these items from Anderson Media totaled \$10,561,000 and \$11,172,000, respectively. The Company purchases certain of its collectibles and books from Anderson Press, Inc. ("Anderson Press"), an affiliate through common ownership. During the thirteen weeks ended May 1, 2004 and May 3, 2003, such purchases from Anderson Press totaled \$420,000 and \$300,000, respectively. The Company purchases certain of its greeting cards and gift products from C.R. Gibson, Inc., an affiliate through common ownership. The purchases of these products during the thirteen weeks ended May 1, 2004 and May 3, 2003 were \$142,000 and \$35,000, respectively. The Company purchases certain magazine subscriptions from Magazines.com, an affiliate through common ownership. During the thirteen weeks ended May 1, 2004 and May 3, 2003, purchases of these items were \$24,000 and \$22,000, respectively. The Company purchases content for publication from Publication Marketing Corporation, an affiliate through common ownership. During the thirteen weeks ended May 1, 2004 and May 3, 2003, purchases of these items were \$18,000 and \$18,000, respectively. The Company utilizes import sourcing and consolidation services from Anco Far East Importers, LTD ("Anco Far East"), an affiliate through common ownership. The total paid to Anco Far East was \$95,000 and \$218,000 during the thirteen weeks ended May 1, 2004 and May 3, 2003, respectively. These amounts paid to Anco Far East primarily included the actual cost of the product, as well as duty, freight and fees for sourcing and consolidation services. All costs other than the sourcing and consolidation service fees were passed through from other vendors. Anco Far East fees, net of the passed-through costs, were \$7,000 and \$15,000, respectively.

The Company sold books to Anderson Media in the amounts of \$53,000 and \$81,000 during the thirteen weeks ended May 1, 2004 and May 3, 2003, respectively. During the thirteen weeks ended May 1, 2004 and May 3, 2003, the Company provided \$47,000 and \$57,000, respectively, of internet services to Magazines.com.

The Company leases its principal executive offices from a trust, which was established for the benefit of the grandchildren of Mr. Charles C. Anderson, a member of the Board of Directors. The lease extends to January 31, 2006. During the thirteen weeks ended May 1, 2004 and May 3, 2003, the Company paid rent of \$34,000 in each period to the trust under this lease. Anderson & Anderson LLC ("A&A"), which is an affiliate through common ownership, also leases three buildings to the Company. During the thirteen weeks ended May 1, 2004 and May 3, 2003, the Company paid A&A a total of \$110,000 and \$119,000, respectively, in connection with such leases. Total minimum future rental payments under all of these leases are \$240,000 at May 1, 2004. The Company subleases certain property to Hibbett Sporting Goods, Inc. ("Hibbett"), a sporting goods retailer in the southeastern United States. The Company's Executive Chairman, Clyde B. Anderson, is a member of Hibbett's board of directors. During the thirteen weeks ended May 1, 2004 and May 3, 2003, the Company received \$48,000 and \$40,000, respectively, in rent payments from Hibbett.

The Company shares ownership of a plane, which the Company uses in the operations of its business, with an affiliated company. The Company rents the plane to affiliated companies at rates that cover all the variable cost and a portion of the fixed cost. The total amounts received from affiliated companies for use of the plane during the thirteen weeks ended May 1, 2004 and May 3, 2003, was \$63,000 and \$119,000, respectively. The cost of operating the plane during these periods was approximately the same as the revenue received.

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

### QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The Company is subject to interest rate fluctuations involving its credit facilities. The average amount of debt outstanding under the Company's credit facilities was \$57.5 million during fiscal 2004. However, the Company utilizes both fixed and variable debt to manage this exposure. The Company entered into two separate \$10 million swaps on July 24, 2002. Both expire August 2005 and effectively fix the interest rate on \$20 million of variable debt at 5.13%. Also, on May 14, 1996, the Company entered into an interest rate swap agreement, with a ten-year term, which carries a notional principal amount of \$7.5 million. The swap effectively fixes the interest rate on \$7.5 million of variable rate debt at 7.98%. The swap agreement expires on June 7, 2006. The counter parties to the interest rate swaps are parties to the Company's revolving credit facilities. The Company believes the credit and liquidity risk of the counter parties failing to meet their obligations is remote as the Company settles its interest position with the banks on a quarterly basis.

To illustrate the sensitivity of the results of operations to changes in interest rates on its debt, the Company estimates that a 66% increase in LIBOR rates would increase interest expense by approximately \$10,000 for the thirteen weeks ended May 1, 2004. Likewise, a 66% decrease in LIBOR rates would decrease interest expense by \$10,000 for the thirteen weeks ended May 1, 2004. This hypothetical change in LIBOR rates was calculated based on the fluctuation in LIBOR in 2002, which was the maximum LIBOR fluctuation in the last ten years. The estimates do not consider the effect of the potential termination of the interest rate swaps associated with the debt will have on interest expense.

20

### CONTROLS AND PROCEDURES

We maintain disclosure controls and procedures that are designed to ensure that information required to be disclosed in the Company's Exchange Act reports is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms, and that such information is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure. In designing and evaluating the disclosure controls and procedures, management recognized that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives, and management necessarily was required to apply its judgment in evaluating the cost-benefit relationship of possible controls and procedures.

As required by SEC Rule 13a-15(b), the Company carried out an evaluation, under the supervision and with the participation of the Company's management, including the Company's Chief Executive Officer and the Company's Chief Financial Officer, of the effectiveness of the design and operation of the Company's disclosure controls and procedures as of the end of the fiscal quarter covered by this amended report. In performing this evaluation, in light of the pronouncement of February 7, 2005 by the Office of the Chief Accountant of the SEC in a letter to the AICPA, management focused on our lease accounting policies. Specifically, as further discussed in Note 11 to the accompanying condensed consolidated financial statements, we determined that: (i) our practice of depreciating leasehold improvements over a period of ten years was incorrect, which we corrected by changing the depreciable life for leasehold improvements to the lesser of the economic useful life of the asset or the term of the lease; (ii) our practice of using the store opening date as the starting date for the rent expense calculation was incorrect, which we corrected by changing the calculation of leasehold expense so that straight-line rent expense



## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

begins on the date we take possession and have the right to control use of the leased premises; and (iii) our practice of classifying landlord allowances as a reduction of property and equipment on our balance sheet and as a reduction in capital expenditures in our statements of cash flows was incorrect, which we corrected by changing our method of classification so that landlord allowances are classified as a deferred rent credit on our balance sheet and as an operating activity in our statement of cash flows. Funds received from the landlord intended to reimburse the Company for the cost of leasehold improvements will be recorded as a deferred rent credit resulting from a lease incentive and amortized over the lease term as a reduction to rent expense.

Further, after consulting with the Audit Committee and our independent certified public accountants we determined to restate our financial statements for each of the three years in the period ended January 31, 2004 and for the first three quarters of fiscal 2005 and to file a Form 10-K/A amending our Annual Report on Form 10-K for our fiscal year ended January 31, 2004 with restated consolidated financial statements and Forms 10-Q/A amending our interim condensed consolidated financial statements for the first three quarters of fiscal 2005. The restatement is further discussed in "Explanatory Note" in the forepart of this Form 10-Q/A and in Note 11, "Restatement of Financial Statements," to the accompanying condensed consolidated financial statements. We do not consider the impact of correcting the previously issued financial statements to be material with respect to any individual reporting period.

Based on the foregoing, the Company's Chief Executive Officer and Chief Financial Officer concluded that, as of the end of the period covered by this Quarterly Report, the Company's disclosure controls and procedures were effective at the reasonable assurance level. In concluding that our disclosure controls and procedures were effective as of May 1, 2004, our management considered, among other things, the circumstances that resulted in the restatement of our previously issued financial statements. We also considered the materiality of the restatement adjustments on our consolidated balance sheet and statement of operations (as more fully set forth in Note 11, "Restatement of Financial Statements," to the accompanying condensed consolidated financial statements) and that these non-cash adjustments have no effect on historical or future cash flows or the timing of payments under our operating leases.

There was no change in the Company's internal controls over financial reporting during the Company's fiscal quarter covered by this amended report that has materially affected, or is reasonably likely to materially affect, the Company's internal controls over financial reporting. However, as a result of the review of our lease accounting policies described above, during the first quarter of fiscal 2006 we made changes in internal controls over financial reporting to implement additional review processes over our leasing arrangements to ensure the collection and

21

communication of information necessary for the proper accounting for each lease in accordance with generally accepted accounting principles. The Company implemented the following accounting changes: (i) we changed depreciable life for leasehold improvements to the lesser of the economic useful life of the asset or the term of the lease, (ii) we changed the calculation to start straight-line rent expense on the date when the Company takes possession and has the right to control use of the leased premises, and (iii) we changed our method of classification of landlord allowances. As explained above, the Company will now classify landlord allowances as a deferred rent credit on the balance sheet and as an operating activity in the statement of cash flows. Funds received from the landlord intended to reimburse the Company for the cost of leasehold improvements will be recorded as a deferred rent credit resulting from a lease incentive and amortized over the lease term as a reduction to rent expense.

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

Management believes that these control changes have fully remediated the issues described above.

22

### II - OTHER INFORMATION

#### ITEM 1: Legal Proceedings

The Company is a party to various legal proceedings incidental to its business. In the opinion of management, after consultation with legal counsel, the ultimate liability, if any, with respect to those proceedings is not presently expected to materially affect the financial position, results of operations or cash flows of the Company.

#### ITEM 2: Changes in Securities, Use of Proceeds and Issuer Purchases of Securities

##### Issuer Purchases of Securities

In March 2004, the Board of Directors authorized a new common stock repurchase program for up to 10% of the outstanding stock, or 1,646,624 shares. The following table shows common stock repurchases under the program:

Period	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of Shares Purchased as Part of Publicly Announced Program
-----	-----	-----	-----
3/17/2004 to 4/3/2004	54,400	\$6.3416	54,400
4/4/2004 to 5/1/2004	30,300	\$6.5535	30,300
	-----	-----	-----
Total	84,700	\$6.4174	84,700
	=====	=====	=====

#### ITEM 3: Defaults Upon Senior Securities

None

#### ITEM 4: Submission of Matters of Vote of Security Holders

None

#### ITEM 5: Other Information

None

#### ITEM 6: Exhibits and Reports on Form 8-K

##### (A) Exhibits

Exhibit 3i Certificate of Incorporation of Books-A-Million, Inc. (incorporated herein by reference to Exhibit 3.1 in the Company's Registration Statement on Form S-1 (Capital Registration No. 33-52256)

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

Exhibit 31i By-Laws of Books-A-Million, Inc. (incorporated herein by reference to Exhibit 3.2 in the Company's Registration Statement on Form S-1 (Capital Registration No. 33-52256))

Exhibit 31.1 Certification of Clyde B. Anderson, Executive Chairman of the Board of Books-A-Million, Inc., pursuant to Rule 13a-14(a) under the Securities Exchange Act of 1934, filed under Exhibit 31 of Item 601 of Regulation S-K.

Exhibit 31.2 Certification of Sandra B. Cochran, President and Chief Executive Officer of Books-A-Million, Inc., pursuant to Rule 13a-14(a) under the Securities Exchange Act of 1934, filed under Exhibit 31 of Item 601 of Regulation S-K.

Exhibit 31.3 Certification of Richard S. Wallington, Chief Financial Officer of Books-A-Million, Inc., pursuant to Rule 13a-14(a) under the Securities Exchange Act of 1934, filed under Exhibit 31 of Item 601 of Regulation S-K.

23

Exhibit 32.1 Certification of Clyde B. Anderson, Executive Chairman of the Board of Books-A-Million, Inc., pursuant to 18 U.S.C. Section 1350, filed under Exhibit 32 of Item 601 of Regulation S-K.

Exhibit 32.2 Certification of Sandra B. Cochran, President and Chief Executive Officer of Books-A-Million, Inc., pursuant to 18 U.S.C. Section 1350, filed under Exhibit 32 of Item 601 of Regulation S-K.

Exhibit 32.3 Certification of Richard S. Wallington, Chief Financial Officer of Books-A-Million, Inc., pursuant to 18 U.S.C. Section 1350, filed under Exhibit 32 of Item 601 of Regulation S-K.

### (B) Reports on Form 8-K

On March 19, 2004, the Company furnished a report on Form 8-K pursuant to Items 7, 9 and 12 of such form announcing (1) its earnings results for the fiscal quarter and year ended January 31, 2004 and (2) the authorization from the Company's Board of Directors to repurchase up to 10% of the Company's outstanding stock.

Subsequent to the end of the first quarter of fiscal 2005, on May 24, 2004, the Company furnished a report on Form 8-K pursuant to Items 7 and 12 of such form announcing first quarter fiscal 2005 earnings results.

24

### 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 duly authorized.

Edgar Filing: BOOKS A MILLION INC - Form 10-Q/A

BOOKS-A-MILLION, INC.

Date: April 28, 2005

by:/s/ Clyde B. Anderson  
-----

Clyde B. Anderson  
Executive Chairman of the Board

Date: April 28, 2005

by:/s/ Richard S. Wallington  
-----

Richard S. Wallington  
Chief Financial Officer

Date: April 28, 2005

by:/s/ Sandra B. Cochran  
-----

Sandra B. Cochran  
President and Chief Executive Officer

25