

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

ESPEY MFG & ELECTRONICS CORP
Form 10-Q
May 13, 2009

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D. C. 20549

FORM 10-Q

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

For the Quarterly Period Ended March 31, 2009

Commission File Number I-4383

ESPEY MFG. & ELECTRONICS CORP.

(Exact name of registrant as specified in its charter)

NEW YORK

14-1387171

(State of incorporation)

(I.R.S. Employer's Identification No.)

233 Ballston Avenue, Saratoga Springs, New York 12866
(Address of principal executive offices)

Registrant's telephone number, including area code 518-584-4100

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, 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

Indicated 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.

Class Outstanding at May 11, 2009

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

Common stock, \$.33-1/3 par value

2,314,803 shares

ESPEY MFG. & ELECTRONICS CORP.
Quarterly Report on Form 10-Q
I N D E X

PART I	FINANCIAL INFORMATION	PAGE
Item 1	Financial Statements:	
	Balance Sheets - March 31, 2009 (Unaudited) and June 30, 2008	1
	Statements of Income (Unaudited) - Three and Nine Months Ended March 31, 2009 and 2008	3
	Statements of Cash Flows (Unaudited)- Nine Months Ended March 31, 2009 and 2008	4
	Notes to Financial Statements (Unaudited)	5
Item 2	Management's Discussion and Analysis of Financial Condition and Results of Operations	9
Item 3	Quantitative and Qualitative Disclosures About Market Risk	12
Item 4	Controls and Procedures	12
PART II	OTHER INFORMATION AND SIGNATURES	13
Item 1	Legal Proceedings	13
Item 2	Unregistered Sales of Equity Securities	13
Item 4	Submission of Matters to a Vote of Security Holders	13
Item 5	Other Information	13
Item 6	Exhibits	13
	SIGNATURES	14

PART I: FINANCIAL INFORMATION

ESPEY MFG. & ELECTRONICS CORP.
Balance Sheets
March 31, 2009 (Unaudited) and June 30, 2008

2009

2008

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

	March 31, -----	June 30, -----
ASSETS:		
Cash and cash equivalents	\$ 852,199	\$ 6,851,199
Short term investments	7,866,000	7,336,000
Trade accounts receivable, net	4,780,648	3,646,000
Income tax receivable	142,724	276,000
Other receivables	99	4,000
ESOP receivable due to dividends on unallocated shares	199,921	36,000
Inventories:		
Raw materials	1,473,070	1,575,000
Work-in-process	998,906	1,151,000
Costs relating to contracts in process, net of advance payments of \$667,623 at March 31, 2009 and \$959,175 at June 30, 2008	10,246,364	7,461,000
Total inventories	12,718,340	10,187,000
Deferred income taxes	167,868	169,000
Prepaid expenses and other current assets	258,509	355,000
Total current assets	26,986,308	28,864,000
Property, plant and equipment, net	2,800,159	2,956,000
Loan receivable	45,331	65,000
Total assets	\$29,831,798	\$31,886,000

See accompanying notes to the financial statements.

(Continued)

1

ESPEY MFG. & ELECTRONICS CORP.
Balance Sheets
March 31, 2009 (Unaudited) and June 30, 2008

	2009 March 31, -----	2008 June 30, -----
LIABILITIES AND STOCKHOLDERS' EQUITY:		
Accounts payable	\$ 2,060,275	\$ 2,060,275
Accrued expenses:		
Salaries, wages and commissions	235,620	235,620
Vacation	502,229	502,229
Other	48,289	48,289
Payroll and other taxes withheld and accrued	42,665	42,665
Total current liabilities	2,889,078	2,889,078

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

Deferred income taxes	105,547
Total liabilities	2,994,625
Common stock, par value \$.33-1/3 per share. Authorized 10,000,000 shares; issued 3,029,874 shares on March 31, 2009 and June 30, 2008. Outstanding 2,314,803 and 2,325,902 (includes 207,450 and 225,000 Unearned ESOP Shares on March 31, 2009 and June 30, 2008, respectively)	
	1,009,958
Capital in excess of par value	13,651,897
Retained earnings	22,359,796
	37,021,651
Less: Unearned ESOP shares	(3,251,248)
Treasury shares, cost of 715,071 shares on March 31, 2009 and 703,972 shares on June 30, 2008	(6,933,230)
Total stockholders' equity	26,837,173
Total liabilities and stockholders' equity	\$ 29,831,798

See accompanying notes to the financial statements.

2

ESPEY MFG. & ELECTRONICS CORP.
Statements of Income (Unaudited)
Three and Nine Months Ended March 31, 2009 and 2008

	Three Months		Nine Months	
	2009	2008	2009	2008
Net sales	\$ 6,709,880	\$ 6,479,020	\$ 18,957,576	\$ 19,512,950
Cost of sales	4,977,068	4,301,589	15,447,559	14,303,824
Gross profit	1,732,812	2,177,431	3,510,017	5,209,126
Selling, general and administrative expenses	658,115	647,998	2,125,927	2,017,370
Operating income	1,074,697	1,529,433	1,384,090	3,191,756
Other income (expense)				

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

Interest and dividend income	72,982	137,594	268,866	537,039
Other	(2,278)	16,186	13,635	64,748
	-----	-----	-----	-----
	70,704	153,780	282,501	601,787
	-----	-----	-----	-----
Income before income taxes	1,145,401	1,683,213	1,666,591	3,793,543
Provision for income taxes	364,129	584,008	529,436	1,305,669
	-----	-----	-----	-----
Net income	\$ 781,272	\$ 1,099,205	\$ 1,137,155	\$ 2,487,874
	=====	=====	=====	=====
Net income per share:				
Basic	\$.37	\$.53	\$.54	\$ 1.20
Diluted	\$.37	\$.53	\$.54	\$ 1.18
	-----	-----	-----	-----
Weighted average number of shares outstanding:				
Basic	2,113,772	2,083,659	2,107,735	2,074,743
Diluted	2,115,696	2,098,596	2,114,732	2,101,177
	-----	-----	-----	-----
Dividends per share:	\$.2250	\$ 1.7000	\$ 2.1750	\$ 2.0500
	=====	=====	=====	=====

See accompanying notes to the financial statements.

3

ESPEY MFG. & ELECTRONICS CORP.
Statements of Cash Flows (Unaudited)
Nine Months Ended March 31, 2009 and 2008

	March 31,	March 31,
	2009	2008
	-----	-----
Cash Flows From Operating Activities:		
Net income	\$ 1,137,155	\$ 2,487,874
Adjustments to reconcile net income to net cash provided by operating activities:		
Excess tax benefits from share-based compensation	30,245	1,305,669
Stock-based compensation	85,111	1,305,669
Depreciation	369,379	1,305,669
ESOP compensation expense	326,263	1,305,669
Gain on disposal of assets	(996)	1,305,669
Deferred income tax	(25,046)	1,305,669
Changes in assets and liabilities:		
Increase in trade receivables, net	(1,134,521)	1,305,669
Decrease in income taxes receivable	133,363	1,305,669
Decrease (increase) in other receivables	4,249	1,305,669

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

Increase in ESOP receivable due to dividends on unallocated shares	(163,112)
(Increase) decrease in inventories	(2,530,106)
Decrease in prepaid expenses and other current assets	97,179
Increase in accounts payable	1,459,344
Increase in accrued salaries, wages and commissions	51,243
Decrease in vacation accrual	(40,212)
Decrease in ESOP payable	(326,263)
Increase (decrease) in other accrued expenses	2,036
Increase (decrease) in payroll & other taxes withheld and accrued	490
Decrease in income taxes payable	(30,245)

Net cash (used in) provided by operating activities	(554,444)

 Cash Flows From Investing Activities:	
Additions to property, plant & equipment	(211,952)
Payment for issuance of loan receivable	--
Proceeds from loan receivable	19,672
Purchase of short term investments	(7,318,000)
Maturity of short term investments	6,788,000

Net cash used in investing activities	(722,280)

 Cash Flows From Financing Activities:	
Dividends on common stock	(4,574,062)
Purchase of treasury stock	(311,545)
Proceeds from exercise of stock options	132,532
Excess tax benefits from share-based compensation	30,245

Net cash used in financing activities	(4,722,830)

 Decrease in cash and cash equivalents	(5,999,554)
Cash and cash equivalents, beginning of period	6,851,753

Cash and cash equivalents, end of period	852,199
	=====
 Supplemental disclosures of cash flow information:	
Income Taxes Paid	\$ 400,000
	=====

See accompanying notes to the financial statements.

ESPEY MFG. & ELECTRONICS CORP.
Notes to Financial Statements (Unaudited)

Note 1. Basis of Presentation

In the opinion of management the accompanying unaudited financial statements contain all adjustments (consisting of only normal recurring adjustments) necessary for a fair presentation of the results for such periods. The results for any interim period are not necessarily indicative of the results to be expected for the full fiscal year. Certain information and footnote disclosures normally included in financial statements prepared in accordance with United States generally accepted accounting principles have been condensed or omitted.

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

The preparation of these financial statements requires us to make estimates and judgments that affect the reported amounts of assets, liabilities, revenues and expenses, and related disclosure of assets and liabilities. On an ongoing basis, we evaluate our estimates and judgments, including those related to revenue recognition, inventories, income taxes, and stock-based compensation. Management bases its estimates on historical experience and on various other factors that are believed to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates under different assumptions or conditions. These financial statements should be read in conjunction with the Company's most recent audited financial statements included in its report on Form 10-KSB for the year ended June 30, 2008.

Note 2. Net Income per Share

Basic net income per share excludes dilution and is computed by dividing net income available to common stockholders by the weighted average number of common shares outstanding for the period. Diluted net income per share reflects the potential dilution that could occur if securities or other contracts to issue common stock were exercised or converted into common stock or resulted in the issuance of common stock that then shared in the income of the Company. As Unearned ESOP shares are released or committed-to-be-released the shares become outstanding for earnings-per-share computations.

Note 3. Stock Based Compensation

Effective July 1, 2006, the Company adopted Statement of Financial Accounting Standards No. 123 (Revised 2004), "Share-Based Payment" ("SFAS No. 123 (R)"), which amends SFAS No. 123 and supersedes Accounting Principles Board Opinion ("APB") No. 25 in establishing standards for the accounting for transactions in which an entity exchanges its equity instruments for goods or services, as well as transactions in which an entity incurs liabilities in exchange for goods or services that are based on the fair value of the entity's equity instruments or that may be settled by the issuance of those equity instruments. SFAS No. 123(R) requires that the cost resulting from all share-based payment transactions be recognized in the financial statements based on the fair value of the share-based payment. SFAS No.123(R) establishes fair value as the measurement objective in accounting for share-based payment transactions with employees, except for equity instruments held by employee share ownership plans. As allowed under SFAS No. 123(R), the Company elected the modified prospective method of adoption, under which compensation cost is recognized in the financial statements beginning with the effective date of SFAS No. 123(R) for all share-based payments granted after that date, and for all unvested awards granted prior to the effective date of SFAS No. 123(R). Accordingly, prior period amounts have not been restated.

Total stock-based compensation expense recognized in the Statement of Income for the three months ended March 31, 2009 and 2008, was \$26,945 and \$32,491, respectively, before income taxes. The related total deferred tax benefit was approximately \$2,399 and \$2,487, for the three months ended March 31, 2009 and 2008, respectively. Total stock-based compensation expense recognized in the Statement of Income for the nine months ended March 31, 2009 and 2008, was \$85,111 and \$115,822, respectively, before income taxes. The related total deferred tax benefit was approximately \$7,353 and \$8,991, for the nine months ended March 31, 2009 and 2008, respectively. Prior to the adoption of SFAS No. 123(R), the Company presented all tax benefits for deductions resulting from the exercise of stock options as operating cash flows in the Statements of Cash Flows. SFAS No. 123(R) requires the tax benefits resulting from tax deductions in excess of the compensation cost recognized for those options to be classified and reported as both an operating cash outflow and a financing cash inflow on a prospective basis upon adoption.

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

As of March 31, 2009, there was approximately \$140,854 of unrecognized compensation cost related to stock option awards that is expected to be recognized as expense over a period of 2.0 years.

The Company has one employee stock option plan under which options may be granted, the 2007 Stock Option and Restricted Stock Plan (the "2007 Plan"). The Board of Directors may grant options to acquire shares of common stock to employees of the Company at the fair market value of the common stock on the date of grant. Generally, options granted have a two-year vesting period based on two years of continuous service and have a ten-year contractual life. Option grants provide for accelerated vesting if there is a change in control. Shares issued upon the exercise of options are from those held in Treasury. The 2007 Plan was approved by the Company's shareholders at the Company's Annual Meeting on November 30, 2007 and supercedes the Company's 2000 Stock Option Plan (the "2000 Plan"). Options covering 400,000 shares are authorized for issuance under the 2007 Plan, of which 65,700 have been granted and are outstanding as of March 31, 2009. While no further grants of options may be made under the 2000 Plan, as of March 31, 2009, 80,900 options were outstanding, vested and exercisable.

SFAS No. 123(R) requires the use of a valuation model to calculate the fair value of stock-based awards. The Company has elected to use the Black-Scholes option valuation model, which incorporates various assumptions including those for volatility, expected life and interest rates.

The table below outlines the weighted average assumptions that the Company used to calculate stock-based employee compensation for the three and nine months ended March 31, 2009 and 2008:

	Three Months Ended March 31,		Nine Months Ended March 31,	
	2009	2008	2009	2008
Dividend yield	3.93%	2.59%	3.93%	2.40%
Expected stock price volatility	26.55%	20.50%	26.55%	22.29%
Risk-free interest rate	3.26%	4.80%	3.26%	4.54%
Expected option life (in years)	4.1 yrs	5 yrs	4.1 yrs	5 yrs
Weighted average fair value per share of options granted during the period	\$3.341	\$3.655	\$3.341	\$3.838

The Company pays dividends quarterly and does plan to pay dividends in the foreseeable future. Expected stock price volatility is based on the historical volatility of the Company's stock. The risk-free interest rate is based on the implied yield available on U.S. Treasury issues with an equivalent term approximating the expected life of the options. The expected option life (in years) represents the estimated period of time until exercise and is based on the safe harbor calculation under SFAS No. 123.

The following table summarizes stock option activity during the nine months ended March 31, 2009:

Employee Stock Options Plan		
Number of Shares	Weighted Average	Weighted Average Remaining

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

	Subject To Option	Exercise Price	Contractual Term
Balance at July 1, 2008	126,500	\$18.40	7.61
Granted	31,800	\$17.09	9.89
Exercised	(8,800)	\$15.06	--
Forfeited or expired	(2,900)	\$18.46	--
Balance at March 31, 2009	146,600	\$18.32	8.18
Exercisable at March 31, 2009	80,900	\$17.45	7.10

The intrinsic value of stock options exercised was \$21,073 and \$242,495, during the nine months ended March 31, 2009 and 2008, respectively. The intrinsic value of stock options outstanding and exercisable as of March 31, 2009 and 2008 was \$25,120 and \$132,828, respectively.

6

Note 4. Commitments and Contingencies

The Company at certain times enters into standby letters of credit agreements with financial institutions primarily relating to the guarantee of future performance on certain contracts. Contingent liabilities on outstanding standby letters of credit agreements aggregated to zero at March 31, 2009. As a government contractor, the Company is continually subject to audit by various agencies of the U.S. Government to determine compliance with various procurement laws and regulations. As a result of such audits and as part of normal business operations of the Company, various claims and charges can be asserted against the Company. It is not possible to predict the outcome of such actions. Currently the Company has no claims or assertions pending or threatened against it.

Note 5. Recently Issued Accounting Standards

In May 2008, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standard No. 162 ("SFAS 162"), The Hierarchy of Generally Accepted Accounting Principles. SFAS 162 identifies the sources of accounting principles and the framework for selecting the principles used in the preparation of financial statements of nongovernmental entities that are presented in conformity with generally accepted accounting principles (GAAP) in the United States. SFAS 162 is effective 60 days following the SEC's approval of the Public Company Accounting Oversight Board amendments to AU Section 411, The Meaning of Present Fairly in Conformity With Generally Accepted Accounting Principles. SFAS 162 did not have a material effect on the company's financial statements.

In March 2008, the FASB issued Statement of Financial Accounting Standard No. 161 ("SFAS 161"), Disclosures about Derivative Instruments and Hedging Activities, an amendment of FASB Statement No. 133. SFAS 161 requires enhanced disclosures about an entity's derivative and hedging activities. SFAS 161 is effective for financial statements issued for fiscal years and interim periods beginning after November 15, 2008 with early application encouraged. As such, the Company was required to adopt these provisions at the beginning of the fiscal year ended June 30, 2009. The adoption of the provisions of SFAS 161 did not have a material effect on the Company's financial statements.

In December 2007, the FASB issued Statement of Financial Accounting Standard No. 160 ("SFAS 160"), Noncontrolling Interests in Consolidated Financial Statements, an amendment of ARB No. 51. SFAS 160 establishes accounting and reporting

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

standards for the noncontrolling interest in a subsidiary and for the deconsolidation of a subsidiary. SFAS 160 is effective for fiscal years, and interim periods within those fiscal years, beginning on or after December 15, 2008. As such, the Company was required to adopt these provisions on January 1, 2009. The adoption of the provisions of SFAS 160 did not have a material effect on the Company's financial statements.

In December 2007, the FASB issued Statement of Financial Accounting Standard No. 141(R) ("SFAS 141(R)", Business Combinations. SFAS 141(R) establishes principles and requirements for how the acquirer recognizes and measures in its financial statements the identifiable assets acquired, the liabilities assumed, an any noncontrolling interest in the acquiree, recognizes and measures the goodwill acquired in the business combination or a gain from a bargain purchase, and determines what information to disclose to enable users of the financial statements to evaluate the nature and financial effects of the business combination. SFAS 141(R) is effective for fiscal years, and interim periods within those fiscal years, beginning on or after December 15, 2008. As such, the Company was required to adopt these provisions on January 1, 2009. The adoption of the provisions of SFAS 141(R) did not have a material effect on the Company's financial statements.

In February 2007, the FASB issued Statement of Financial Accounting Standard No. 159 ("SFAS 159"), The Fair Value Option for Financial Assets and Financial Liabilities. SFAS 159 provides companies with an option to report selected financial assets and financial liabilities at fair value. Unrealized gains and losses on items for which the fair value option has been elected are reported in earnings at each subsequent reporting date. SFAS 159 is effective beginning July 1, 2008. The adoption of the provisions of SFAS 159 did not have a material effect on the Company's financial statements.

In September 2006, the FASB issued Statement of Financial Accounting Standard No. 157 ("SFAS 157"), Fair Value Measurements. SFAS 157 defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements. SFAS 157 applies to other accounting pronouncements

7

that require or permit fair value measurements, but does not require any new fair value measurements. SFAS 157 is effective for financial statements issued for fiscal years beginning after November 15, 2007, and interim periods within those years. SFAS 157 did not have a material effect on the Company's financial statements.

Note 6. Employee Stock Ownership Plan

The Company sponsors a leveraged employee stock ownership plan (the "ESOP") that covers all nonunion employees who work 1,000 or more hours per year and are employed on June 30.

The Company makes annual contributions to the ESOP equal to the ESOP's debt service less dividends on unallocated shares received by the ESOP. All dividends on unallocated shares received by the ESOP are used to pay debt service. Dividends on allocated ESOP shares are recorded as a reduction of retained earnings. As the debt is repaid, shares are released and allocated to active employees, based on the proportion of debt service paid in the year. The Company accounts for its ESOP in accordance with Statement of Position 93-6. Accordingly, the shares purchased by the ESOP are reported as Unearned ESOP Shares in the statement of financial position. As shares are released or committed-to-be-released, the Company reports compensation expense equal to the current average market price of the shares, and the shares become outstanding

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

for earnings-per-share (EPS) computations. ESOP compensation expense was \$97,360 for the three-month period ended March 31, 2009 and \$326,263 for the nine-month period ended March 31, 2009. The ESOP shares as of March 31, 2009 were as follows:

Allocated Shares	426,894
Committed-to-be-released shares	17,500
Unreleased shares	207,500

Total shares held by the ESOP	651,894
	=====
Fair value of unreleased shares at March 31, 2009	\$3,133,250
	=====

8

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

Overview

Espey Mfg. & Electronics Corp. (the "Company") located in Saratoga Springs, New York, is engaged principally in the development, design, production and sale of specialized electronic power supplies, a wide variety of transformers and other types of iron-core components, and electronic system components. In some cases, the Company manufactures such products in accordance with pre-developed mechanical and electrical requirements ("build to print"). In other cases, the Company is responsible for both the overall design and manufacture of the product. The Company does not generally manufacture standardized components and does not have a product line. The products manufactured by the Company find application principally in (i) shipboard and land based radar, (ii) locomotives, (iii) aircraft, (iv) short and medium range communication systems, (v) navigation systems, and (vi) land-based military vehicles artillery.

Business is solicited from large industrial manufacturers and defense companies, the government of the United States, foreign governments and major foreign electronic equipment companies. In certain countries the Company has external sales representatives to help solicit and coordinate foreign contracts. The Company is also on the eligible list of contractors of agencies of the United States Department of Defense and generally is automatically solicited by such agencies for procurement needs falling within the major classes of products produced by the Company. In addition, the Company directly solicits bids from the United States Department of Defense for prime contracts.

There is competition in all classes of products manufactured by the Company from divisions of the largest electronic companies, as well as many small companies. The Company's sales do not represent a significant share of the industry's market for any class of its products. The principal methods of competition for electronic products of both a military and industrial nature include, among other factors, price, product performance, the experience of the particular company and history of its dealings in such products. The Company, as well as other companies engaged in supplying equipment for military use, is subject to various risks, including, without limitation, dependence on United States and foreign government appropriations and program allocations, the competition for available military business, and government termination of orders for convenience.

New orders received in the first nine months of fiscal 2009 were approximately \$14.2 million, representing a 12.8% decrease from the amount of new orders

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

received in the first nine months of fiscal 2008. These orders are predominately follow-on production quantities for mature products. These orders are in line with the Company's strategy of getting involved in long-term high quantity military and industrial products. The Company's backlog was \$40.0 million at March 31, 2009 compared to \$33 million at March 31, 2008, and is \$38.9 million at May 10, 2009, which includes \$19.1 million from two significant customers. The backlog for the Company represents the estimated remaining sales value of work to be performed under firm contracts. These contracts include significant orders for military and industrial power supplies, and contracts to manufacture certain customer products in accordance with pre-engineered requirements.

The sales backlog gives the Company a solid base of future sales. Based upon the backlog and the anticipated schedule for the fulfillment of orders, management expects sales for fiscal 2009 to be higher than fiscal 2008 sales. In addition to the backlog, the Company currently has outstanding quotations and potential business representing approximately \$56 million in the aggregate for both repeat and new programs.

Net sales to two significant customers represented 59.0% and 58.4% of the Company's total sales for the three-month period ended March 31, 2009 and 2008, respectively. Sales to these two customers for the nine-month period ended March 31, 2009 and 2008 represented 65.7% and 57.9% of total sales, respectively. Historically, a small number of customers have accounted for a large percentage of the Company's total sales in any given fiscal year. For several years, management has pursued opportunities with current and new customers with an objective of lowering the concentration of sales, mitigating excessive reliance upon a single major product program of a particular program and minimizing the impact of the loss of a single significant customer. Management continues to evaluate its business development functions and potential revised courses of action.

The outstanding quotations encompass various new and previously manufactured power supplies, transformers, and subassemblies. However, there can be no assurance that the Company will acquire any or all of the anticipated

9

orders described above, many of which are subject to allocations of the United States defense spending and factors affecting the defense industry and military procurement generally.

Management, along with the Board of Directors, continues to evaluate the need and use of the Company's working capital. Expectations are that the working capital will be required to fund any increase in orders over the next several quarters, dividend payments, and general operations of the business. Also, the Mergers and Acquisitions Committee of the Board of Directors continues to evaluate potential strategic options on an ongoing basis.

Critical Accounting Policies and Estimates

Management believes our most critical accounting policies include revenue recognition and estimates to completion.

A significant portion of our business is comprised of development and production contracts. Generally, revenues on long-term fixed-price contracts are recorded on a percentage of completion basis using units of delivery as the measurement basis for progress toward completion.

Percentage of completion accounting requires judgment relative to expected sales, estimating costs and making assumptions related to technical issues and delivery schedule. Contract costs include material, subcontract costs, labor and

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

an allocation of overhead costs. The estimation of cost at completion of a contract is subject to numerous variables involving contract costs and estimates as to the length of time to complete the contract. Given the significance of the estimation processes and judgments described above, it is possible that materially different amounts of expected sales and contract costs could be recorded if different assumptions were used, based on changes in circumstances, in the estimation process. When a change in expected sales value or estimated cost is determined, changes are reflected in current period earnings.

Results of Operations

Net sales for the three months ended March 31, 2009 were \$6,709,880 as compared to \$6,479,020 for the same period in 2008, representing an 3.6% increase. Net sales for the nine months ended March 31, 2009 were \$18,957,576 as compared to \$19,512,950 for the same period in 2008, representing a 2.8% decrease. Generally, the increases and decreases in net sales can be attributed to the contract specific nature of the Company's business. The increase for the three months ended March 31, 2009, was due to an overall increase in power supply shipments offset by a decrease in transmitter component shipments. The decrease for the nine months ended March 31, 2009 was due to a decrease in transmitter component and transformer shipments offset by an increase in power supply shipments.

For the three months ended March 31, 2009 and 2008 gross profits were \$1,732,812 and \$2,177,431, respectively. Gross profit as a percentage of sales was 25.8% and 33.6%, for the three months ended March 31, 2009 and 2008, respectively. For the nine months ended March 31, 2009 and 2008 gross profits were \$3,510,017 and \$5,209,126, respectively. Gross profit as a percentage of sales was 18.5% and 26.7%, for the nine months ended March 31, 2009 and 2008, respectively. The primary factor in determining gross profit and net income is product mix. The gross profits on mature products and build to print contracts are higher as compared to products which are still in the engineering development stage or in the early stages of production. In any given accounting period the mix of product shipments between higher margin mature programs and less mature programs, including loss contracts, has a significant impact on gross profit and net income. The decreased gross profit and gross profit percentage in the three and nine months ended March 31, 2009, was primarily the result of unexpected losses incurred on two programs with significant engineering and production time required for design efforts. These two programs experienced significant cost overruns due to extended product qualification testing and difficulties moving the products from engineering design into full production. Currently, one program has completed qualification testing and has moved into full production. The other program is still in qualification testing and has made significant progress towards completion. There also is a third loss contract that had a negative impact on gross profit and net income in the 3 months ended March 31, 2009. This contract is near completion and should ship prior to June 30, 2009. Management continues to evaluate the Company's workforce to ensure that production and overall execution of the backlog orders and additional anticipated orders are successfully obtained and executed. Employment of full time equivalents at March 31, 2009 was 166 compared to 173 people at March 31, 2008.

10

Selling, general and administrative expenses were \$658,115 for the three months ended March 31, 2009; an increase of \$10,117, compared to the three months ended March 31, 2008. Selling, general and administrative expenses were \$2,125,927 for the nine months ended March 31, 2009, an increase of \$108,557 compared to the nine months ended March 31, 2008. The increase for the three and nine months ended March 31, 2009, relates primarily to an increase in salaries and an increase in legal and consulting fees.

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

Other income for the three and nine months ended March 31, 2009 decreased as compared to the three and nine months ended March 31, 2008 due to decreased interest rates and related interest income on the Company's cash and cash equivalents and short-term investments. The Company does not believe that there is a significant risk associated with its investment policy, since at March 31, 2009 all of the investments were primarily represented by short-term liquid investments including certificates of deposit and money market funds.

The effective income tax rate at March 31, 2009 and 2008 was 31.8% and 34.4%, respectively. The effective tax rate is less than the statutory tax rate mainly due to the benefit the Company receives on its Qualified Production Activities and the benefit derived from the ESOP dividends paid on allocated shares.

Net income for the three months ended March 31, 2009, was \$ 781,272 or \$.37 per share, both basic and diluted, compared to \$1,099,205 or \$.53 per share, both basic and diluted, for the three months ended March 31, 2008. Net income for the nine months ended March 31, 2009, was \$1,137,155 or \$.54 per share, both basic and diluted, compared to \$2,487,874 or \$1.20 and \$1.18 per share, basic and diluted, respectively, for the nine months ended March 31, 2008. The decrease in net income per share was primarily due to the loss programs explained above and decreased interest income.

Liquidity and Capital Resources

The Company's working capital is an appropriate indicator of the liquidity of its business, and during the past three fiscal years, the Company, when possible, has funded all of its operations with cash flows resulting from operating activities and when necessary from its existing cash and investments. The Company did not borrow any funds during the last three fiscal years.

The Company's working capital as of March 31, 2009 and 2008 was approximately \$24.1 million and \$26.4 million, respectively. During the three months ended March 31, 2009 and 2008 the Company repurchased 14,350 and 7,500 shares, respectively, of its common stock for a total purchase price of \$209,035 and \$144,600, respectively. Of the total purchases, 10,699 shares and 7,500 shares, respectively, were purchased from the Company's Employee Retirement Plan and Trust ("ESOP") for a purchase price of \$157,222 and \$144,600, respectively. All remaining shares were purchased on the open market. During the nine months ended March 31, 2009 and 2008 the Company repurchased 19,899 and 33,220 shares, respectively, of its common stock for a total purchase price of \$311,545 and \$716,363, respectively. Of the total purchases, 11,499 shares and 33,220 shares, respectively, were purchased from the Company's Employee Retirement Plan and Trust ("ESOP") for a purchase price of \$171,662 and \$716,363, respectively. All remaining shares were purchased on the open market. Under existing authorizations from the Company's Board of Directors, as of March 31, 2009, management is authorized to purchase an additional \$1,688,454 million of Company stock.

	Nine Months Ended March 31,	
	2009	2008
	-----	-----
Net cash (used in) provided by operating activities	\$ (554,444)	\$ 2,910,999
Net cash used in investing activities	(722,280)	(3,023,736)
Net cash used in financing activities	(4,722,830)	(4,394,594)

Net cash provided by operating activities fluctuates between periods primarily as a result of differences in net income, the timing of the collection of accounts receivable, purchase of inventory, level of sales and payment of accounts payable. Net cash used in investing activities decreased in the first nine months of fiscal 2009 primarily due to more short-term investments maturing during the current period. The increase in cash used in financing activities is

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

due primarily to increased dividends paid on common stock, decreased purchase of treasury shares, and a decrease in the proceeds from the exercise of stock options.

11

The Company currently believes that the cash flow generated from operations and when necessary, from cash and cash equivalents, will be sufficient to meet its long-term funding requirements for the foreseeable future.

During the nine months ended March 31, 2009 and 2008, the Company expended \$211,952 and \$423,131, respectively, for plant improvements and new equipment. The Company has budgeted approximately \$350,000 for new equipment and plant improvements in fiscal 2009. Management anticipates that the funds required will be available from current operations.

The Company at certain times enters into standby letters of credit agreements with financial institutions primarily relating to the guarantee of future performance on certain contracts. Contingent liabilities on outstanding standby letters of credit agreements aggregated to zero at March 31, 2009 and March 31, 2008.

CAUTIONARY STATEMENT FOR PURPOSES OF THE "SAFE HARBOR" PROVISIONS OF THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

This report contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. The terms "believe," "anticipate," "intend," "goal," "expect," and similar expressions may identify forward-looking statements. These forward-looking statements represent the Company's current expectations or beliefs concerning future events. The matters covered by these statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those set forth in the forward-looking statements, including the Company's dependence on timely development, introduction and customer acceptance of new products, the impact of competition and price erosion, supply and manufacturing constraints, potential new orders from customers and other risks and uncertainties. The foregoing list should not be construed as exhaustive, and the Company disclaims any obligation subsequently to revise any forward-looking statements to reflect events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events. The Company wishes to caution readers not to place undue reliance on any such forward-looking statements, which speak only as of the date made.

Item 3. Quantitative and Qualitative Disclosures About Market Risk

The Company is a smaller reporting company as defined under Securities and Exchange Commission Rule 12b-2. Pursuant to the exemption available to smaller reporting company issuers under Item 305 of Regulation S-K, quantitative and qualitative disclosures about market risk, the Company is not required to provide the information for this item.

Item 4T. Controls and Procedures

(a) The Company's management, with the participation of the Company's chief executive officer and chief financial officer, carried out an evaluation of the effectiveness of our disclosure controls and procedures (as defined in Rule 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934) as of the end of the period covered by this Quarterly Report on Form 10-Q. Based on such evaluation, our chief executive officer and chief financial officer have concluded that our disclosure controls and procedures were effective as of the

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

end of the period covered by this report.

(b) There have been no changes in our internal controls over financial reporting during the period covered by this report that have materially affected, or are reasonably likely to materially affect, our internal controls over financial reporting.

12

PART II: Other Information and Signatures

Item 1. Legal Proceedings

None

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

(a) None

(c) Securities Repurchased

Purchases of Equity Securities

Period	Total Number of Shares Purchased	Average Price Paid per Share	Total Number of Shares Purchased as Part of Publicly Announced Plan or Program	Maximum Number (or Approximate Dollar Value) of Shares that May Yet Be Purchased Under the Plan or Program (1)
March 1 to March 31, 2009	14,350	\$14.5669	14,350	\$1,688,454

(1) Pursuant to a prior Board of Directors authorization, as of March 31, 2009 the Company can repurchase up to \$1,688,454 of its common stock pursuant to an ongoing plan.

Item 3. Defaults Upon Senior Securities

None

Item 4. Submission of Matters to a Vote of Security Holders

None

Item 5. Other Information

None

Item 6. Exhibits

31.1 Certification of the Chief Executive Officer pursuant to Rules 13a-14(a) and 15d-14(a) under the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

31.2 Certification of the Principal Financial Officer

Edgar Filing: ESPEY MFG & ELECTRONICS CORP - Form 10-Q

pursuant to Rules 13a-14(a) and 15d-14(a) under the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002

32.1 Certification of the Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

32.2 Certification of the Principal Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

13

S I G N A T U R E S

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

ESPEY MFG. & ELECTRONICS CORP.

/s/ Howard Pinsley

Howard Pinsley, President and
Chief Executive Officer

/s/ David O'Neil

David O'Neil, Treasurer and
Principal Financial Officer

May 13, 2009

Date

14