

Edgar Filing: BIOMERICA INC - Form 10QSB

BIOMERICA INC
Form 10QSB
October 15, 2007

FORM 10-QSB
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

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

For Quarter Ended August 31, 2007

Commission File No. 0-8765

BIOMERICA, INC.

(Exact name of registrant as specified in its charter)

Delaware

95-2645573

(State or other jurisdiction of
incorporation or organization)

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

1533 Monrovia Avenue, Newport Beach, California

92663

(Address of principal executive offices)

(Zip Code)

Registrant's telephone number including area code: (949) 645-2111

(Not applicable)

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

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes No

Indicate by check mark whether the Registrant is an accelerated filer (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: 6,059,839 shares of common stock as of October 15, 2007.

BIOMERICA, INC.

Edgar Filing: BIOMERICA INC - Form 10QSB

INDEX

PART I

Item 1. Consolidated Financial Statements:

Consolidated Statements of Operations and Comprehensive Gain (unaudited) - Three Months Ended August 31, 2007 and 2006.....1 & 2

Consolidated Balance Sheet (unaudited) - August 31, 2007..... 3 & 4

Consolidated Statements of Cash Flows (unaudited) - Three Months Ended August 31, 2007 and 2006..... 5

Notes to Consolidated Financial Statements (unaudited) 6-11

Item 2. Management's Discussion and Analysis of Financial Condition and Selected Financial Data..... 11-13

Item 3. Quantitative and Qualitative Disclosures about Market Risk..... 13

Item 4. Controls and procedures..... 14

PART II Other Information..... 15

Item 1. Legal Proceedings..... 15

Item 2. Changes in Securities and Use of Proceeds..... 15

Item 3. Defaults upon Senior Securities..... 15

Item 4. Submission of Matters to a Vote of Security Holders..... 15

Item 5. Other Information..... 15

Item 6. Exhibits and Reports on Form 8-K..... 15

Signatures..... 16

PART I - FINANCIAL INFORMATION
SUMMARIZED FINANCIAL INFORMATION
ITEM 1. FINANCIAL STATEMENTS

BIOMERICA, INC.
CONSOLIDATED STATEMENTS OF OPERATIONS
AND COMPREHENSIVE GAIN (UNAUDITED)

Three Months Ended
August 31,
2007 2006

Edgar Filing: BIOMERICA INC - Form 10QSB

Net sales	\$1,340,065	\$ 1,153,266
Cost of sales	(735,621)	(777,615)
Gross profit	604,444	375,651
Operating Expenses:		
Selling, general and administrative	320,283	290,455
Research and development	69,744	41,001
	390,027	331,456
Operating gain from continuing operations	214,417	44,195
Other Expense (income):		
Interest expense	12,543	7,502
Other income, net	(707,754)	(10,000)
	(695,211)	7,492
Income from continuing operations, before income taxes	909,628	36,703
Income tax expense	24,242	0
Net income from continuing operations	\$ 885,386	\$ 36,703

1

BIOMERICA, INC.
CONSOLIDATED STATEMENTS OF OPERATIONS
AND COMPREHENSIVE GAIN - Continued (UNAUDITED)

Discontinued operations:		
Income from discontinued operations, net	--	27,869
Net income	885,386	64,572
Other comprehensive gain, net of tax		
Unrealized gain on available-for-sale securities	34,299	165
Comprehensive gain	\$ 919,685	\$ 64,737

Basic net income per common share:

Edgar Filing: BIOMERICA INC - Form 10QSB

Net income from continuing operations	\$.15	\$.01
Net income from discontinued operations00	.00
	-----	-----
Basic net income per common share	\$.15	\$.01
	=====	=====
Diluted net income per common share:		
Net income from continuing operations	\$.13	\$.01
Net income from discontinued operations00	.00
	-----	-----
Diluted net income per common share	\$.13	\$.01
	=====	=====
Weighted average number of common and common equivalent shares:		
Basic	5,952,730	5,922,681
	=====	=====
Diluted	7,070,187	6,376,894
	=====	=====

The accompanying notes are an integral part of these statements.

2

BIOMERICA, INC.

CONSOLIDATED BALANCE SHEET (UNAUDITED)

	August 31, 2007

Assets	
Current Assets	
Cash and cash equivalents	\$ 990,559
Available for-sale securities	653
Accounts receivable, less allowance for doubtful accounts of \$63,292	739,733
Inventories, net	1,442,498
Notes receivable	1,950
Prepaid expenses and other	137,901
Net assets from discontinued operations.....	598

Total Current Assets	3,313,892
Property and Equipment, net of accumulated depreciation and amortization	159,691
Intangible assets, net of accumulated amortization	1,294
Available-for-sale securities.....	444,315
Other Assets	43,508

	\$ 3,962,700

=====

The accompanying notes are an integral part of these statements.

BIOMERICA, INC.

CONSOLIDATED BALANCE SHEET - Continued (UNAUDITED)

	August 31, 2007

Liabilities and Shareholders' Equity	
Current Liabilities	
Accounts payable and accrued liabilities	\$ 572,173
Accrued compensation	471,966
Current portion of shareholder loan	153,003
Capital lease - short term portion	4,564

Total Current Liabilities	1,201,706
Capital lease-long-term portion	2,976
Loan for equipment purchase	61,670
Shareholders' Equity	
Common stock, \$0.08 par value authorized 25,000,000 shares, issued and outstanding 5,989,214	479,136
Additional paid-in-capital	17,275,228
Accumulated other comprehensive loss	(195,418)
Accumulated deficit	(14,862,598)

Total Shareholders' Equity	\$ 2,696,348

Total Liabilities and Equity	\$ 3,962,700
	=====

The accompanying notes are an integral part of these statements.

Edgar Filing: BIOMERICA INC - Form 10QSB

CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

For the three months ended August 31,	2007	2006
	-----	-----
Cash flows from operating activities:		
Net income from continuing operations	\$ 885,386	\$ 36,703
Adjustments to reconcile net income to net cash (used in) provided by operating activities:		
Depreciation and amortization	15,227	13,520
Stock option expense.....	6,581	708
Provision for losses on accounts receivable	4,509	--
Changes in current assets and liabilities:		
Accounts Receivable	(239,474)	(9,772)
Inventories	19,215	(66,633)
Prepaid expenses and other assets	(24,123)	(20,701)
Accounts payable and other accrued liabilities	(94,078)	53,251
Accrued compensation	(95,627)	17,243
	-----	-----
Net cash provided by operating activities	477,616	24,319
	-----	-----
Cash flows from investing activities:		
Purchases of property and equipment	(5,588)	(66,658)
	-----	-----
Net cash used in investing activities	(5,588)	(66,658)
	-----	-----
Cash flows from financing activities:		
Paydown on shareholder loan	(14,867)	(12,130)
Proceeds from sale of common stock	--	24,960
Exercise of stock options	17,533	--
Payments on capital lease	(1,034)	(855)
	-----	-----
Net cash provided by financing activities	1,632	11,975
	-----	-----
Net increase (decrease) in cash and cash equivalents	473,660	(30,364)
Cash and cash equivalents at beginning of period	516,899	119,914
	-----	-----
Cash and cash equivalents at end of period	\$ 990,559	\$ 89,550
	=====	=====
Supplemental Disclosure of Cash Flow Information:		
Cash paid during the quarter for:		
Interest	\$ 8,080	\$ 6,564
Taxes	1,600	--
	=====	=====
Change in unrealized holding loss on available-for-sale securities	\$ 34,299	\$ 165
	=====	=====

The accompanying notes are an integral part of these statements.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

August 31, 2007

(1) Reference is made to Note 2 of the Notes to Consolidated Financial Statements contained in Biomerica, Inc.'s (the "Company") Annual Report on Form 10-KSB for the fiscal year ended May 31, 2007, for a summary of significant accounting policies utilized by the Company.

(2) As of August 31, 2007, the Company had cash and available-for-sale securities in the amount of \$991,212 and working capital of \$2,112,186. The Company also has \$444,315 of long term available-for-sale securities.

(3) In December 2004, the Financial Accounting Standards Board ("FASB") Issued Statement of Financial Accounting Standards No. 123 (revised 2004), Share-Based Payment (SFAS No. 123R). SFAS No. 123R revised SFAS No. 123, Accounting For Stock-Based Compensation, and supersedes APB Opinion No. 25, Accounting for Stock Issued to Employees, and its related implementation guidance. SFAS No. 123R requires compensation costs related to share-based payment transactions to be recognized in the financial statement (with limited exceptions). The amount of compensation cost is measured based on the grant-date fair value of the equity or liability instruments issued. Compensation cost is recognized over the period that an employee provides service in exchange for the award. As of the beginning of fiscal 2007, June 1, 2006, the Company began using this method.

The Black Scholes option valuation model was developed for use in estimating the fair value of traded options which have no vesting restrictions and are fully transferable. In addition, option valuation models require the input of highly subjective assumptions including the expected stock price volatility. Because the Company's employee stock options have characteristics significantly different from those of traded options, and because changes in the subjective input assumptions can materially affect the fair value estimate, in management's opinion, the existing models do not necessarily provide a reliable single measure of the fair value of its employee stock options.

For the three months ended August 31, 2007, the Company expensed \$6,581 of stock option expense due to SFAS 123(R) in its financial statements.

(4) The following summary presents the options granted, exercised, expired, cancelled and outstanding as of August 31, 2007:

	Number of Options and Warrants			Weighted Average Exercise Price
	Employee	Non-employee	Total	
Outstanding May 31, 2007	1,836,083	217,166	2,053,249	\$.48

Edgar Filing: BIOMERICA INC - Form 10QSB

Granted	25,000	--	25,000	.78
Exercised	(45,000)	--	(45,000)	.39
Cancelled or expired	(7,500)	--	(7,500)	.52
	-----	-----	-----	-----
Outstanding				
August 31, 2007	1,808,583	217,166	2,025,749	\$.64
	=====	=====	=====	=====

(5) The information set forth in these condensed consolidated statements is unaudited and may be subject to normal year-end adjustments. The information reflects all adjustments which, in the opinion of management, are necessary to present a fair statement of the consolidated results of operations of Biomerica, Inc., for the periods indicated. It does not include all information and footnotes necessary for a fair presentation of financial position, results of operations, and cash flow in conformity with generally accepted accounting principles.

(6) Consolidated results of operations for the interim periods covered by this report may not necessarily be indicative of results of operations for the full fiscal year.

(7) Reference is made to Note 3 of the Notes to Consolidated Financial Statements contained in the Company's Annual Report on Form 10-KSB for the fiscal year ended May 31, 2007, for a description of the investments in affiliates and consolidated subsidiaries.

6

(8) Reference is made to Notes 5 & 9 of the Notes to Consolidated Financial Statements contained in the Company's Annual Report on Form 10-KSB for the fiscal year ended May 31, 2007, for information on commitments and contingencies.

(9) Aggregate cost exceeded market value of available-for-sale securities by approximately \$195,418 at August 31, 2007.

(10) Earnings Per Share

In February 1997, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standards (SFAS) No. 128, EARNINGS PER SHARE ("EPS"). SFAS No. 128 requires dual presentation of basic EPS and diluted EPS on the face of all income statements issued after December 15, 1997 for all entities with complex capital structures. Basic EPS is computed as net income divided by the weighted average number of common shares outstanding for the period. Diluted EPS reflects the potential dilution that could occur from common shares issuable through stock options, warrants and other convertible securities.

The following table illustrates the required disclosure of the reconciliation of the numerators and denominators of the basic and diluted EPS computations.

AUGUST 31,
2007 2006

Numerator:

Edgar Filing: BIOMERICA INC - Form 10QSB

Income from continuing operations	\$ 885,386	\$ 36,703
Income from discontinued operations	--	27,869

Numerator for basic and diluted net income per common share	\$ 885,386	\$ 64,572
=====		
Denominator for basic net income per common share	5,952,730	5,922,681
Effect of dilutive securities: Options and warrants	1,117,457	454,213

Denominator for diluted net income per common share	7,070,187	6,376,894
=====		
Basic net income per common share:		
Income from continuing operations	\$.15	\$ 0.01
Income from discontinued operations	.00	0.00

Basic net income per common share	\$.15	\$ 0.01
=====		
Diluted net income per common share:		
Income from continuing operations	\$.13	\$ 0.01
Net income from discontinued operations	.00	0.00

Diluted net income per common share	\$.13	\$ 0.01
=====		

(11) In December 2004, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standards No. 123 (revised 2004), Share-Based Payment (SFAS No. 123R). FAS No. 123R revised SFAS No. 123, Accounting for Stock-Based Compensation, and supersedes APB Opinion No. 25, Accounting for Stock Issued to Employees, and its related implementation guidance. SFAS No. 123R requires compensation costs related to share-based payment transactions to be recognized in the financial statement (with limited exceptions). The amount of compensation cost is measured based on the grant-date fair value of the equity or liability instruments issued. Compensation cost is recognized over the expected life of the option.

In March 2005, the Securities and Exchange Commission ("SEC") issued Staff Accounting Bulletin No. 107 ("SAB No. 107"), Share-Based Payment, providing guidance on option valuation methods, the accounting for income tax effects of share-based payment arrangements upon adoption of SFAS No. 123R, and the disclosures in MD&A subsequent to the adoption. The Company has provided SAB No. 107 required disclosures upon adoption of SFAS No. 123R on June 1, 2006.

In April 2005, the Securities and Exchange Commission adopted a new rule that amends the compliance dates for SFAS No. 123R. The Statement requires that compensation cost relating to share-based payment transactions be recognized in financial statements and that this cost be measured based on the fair value of

Edgar Filing: BIOMERICA INC - Form 10QSB

the equity or liability instruments issued. SFAS No. 123R covers a wide range of share-based compensation arrangements including share options, restricted share plans, performance-based awards, share appreciation rights, and employee share purchase plans. The Company adopted SFAS No. 123R on June 1, 2006.

In June 2005, the FASB issued SFAS No. 154, Accounting Changes and Errors Corrections, a replacement of APB Opinion No. 20 and FAS No. 3. The Statement applies to all voluntary changes in accounting principle, and changes the requirements for accounting for and reporting of a change in accounting principle. SFAS No. 154 requires retrospective application to prior periods' financial statements of a voluntary change in accounting principle unless it is impractical. APB Opinion No. 20 previously required that most voluntary changes in accounting principle be recognized by including in net income of the period of the change the cumulative effect of changing to the new accounting principle.

SFAS No.154 improves the financial reporting because its requirements enhance the consistency of financial reporting between periods. The adoption of this standard did not have an impact on our results of operations.

In February 2006, the FASB issued SFAS No. 155, Accounting for Certain Hybrid Financial Instruments—an amendment of FASB Statements No. 133 and 140 ("SFAS 155"). This statement resolves issues addressed in SFAS No. 133 Implementation Issue No. D1, Application of Statement 133 to Beneficial Interest in Securitized Financial Assets. SFAS No. 155: a) permits fair value remeasurement for any hybrid financial instrument that contains an imbedded derivative that otherwise would require bifurcation; (b) clarifies which interest-only strips and principal-only strips are not subject to the requirements of SFAS No. 133; (c) establishes a requirement to evaluate beneficial interests in securitized financial assets to identify interests that are freestanding derivatives or that are hybrid financial instruments that contain an imbedded derivative requiring bifurcation; (d) clarifies that concentrations of credit risk in the form of subordination are not embedded derivatives; and, (e) eliminates restriction on a qualifying special-purpose entity's ability to hold passive derivative financial instruments that pertain to beneficial interests that are or contain a derivative financial instrument. SFAS No. 155 also requires presentation within the financial statements that identifies those hybrid financial instruments for which the fair value election has been applied and information on the income statement impact of the changes in fair value of those instruments. The Company is required to apply SFAS No. 155 to all financial instruments acquired, issued or subject to a remeasurement event beginning June 1, 2007. The adoption of SFAS No. 155 did not have a material impact on the Company's financial statements.

In March 2006, the FASB issued SFAS No. 156, Accounting for Servicing of Financial Assets, an amendment of FASB Statement No. 140 (Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities). This Statement requires that all separately recognized servicing assets and servicing liabilities be initially measured at fair value, if practicable. This Statement permits, but does not require, the subsequent measurement of separately recognized servicing assets and servicing liabilities at fair value. The Company was required to adopt this statement as of June 1, 2007. The Company has not yet determined the impact, if any, of adopting SFAS 156 on its consolidated financial statements.

In September 2006, the FASB issued SFAS No. 157, Defining Fair Value Measurement. The purpose of SFAS No. 157 is to eliminate the diversity in practice that exists due to the different definitions of fair value and the limited guidance for applying those definitions in GAAP that are dispersed among the many accounting pronouncements that require fair value measurements. SFAS No. 157 is effective for financial statements issued for fiscal years beginning after November 15, 2007, and interim periods within those fiscal years. The Company does not believe the adoption of SFAS 157 has had a material impact on its consolidated financial statements.

Edgar Filing: BIOMERICA INC - Form 10QSB

In September 2006, the FASB issued SFAS No. 158, Employers' Accounting For Defined Benefit Pension and Other Postretirement Plans. Effective in calendar-year 2006 (with certain exceptions) for public companies and calendar-year 2007 (with certain exceptions) for private companies, SFAS No. 158 represents the "first phase" of a planned "two-phased" project where the FASB is working on improving financial reporting related to pension and other postretirement (OPB) plans, SEC registrants have been required to disclose the "expected impact" of implementing SFAS No. 158. The adoption of SFAS No. 158 did not have a material impact on the Company's financial statements.

8

In July 2006, the FASB issued FIN 48, entitled "Accounting for Uncertainty in Income Taxes". FIN 48 interprets the guidance in SFAS No. 109, entitled "Accounting for Income Taxes". Through the interpretive guidance, the FASB clarifies the accounting for uncertainty in income taxes, provides recognition and measurement guidance related to accounting for income taxes, and provides guidance related to classification and disclosure of income tax-related financial statement components. The Company does not believe the adoption of FIN 48 has had a material impact on its consolidated financial statements.

(12) Financial information about foreign and domestic operations and export sales is as follows:

	For the Three Months Ended	
	8/31/07	8/31/06
	-----	-----
Revenues from sales to unaffiliated customers:		
United States	\$ 335,000	\$ 226,000
Asia	318,000	132,000
Europe	648,000	624,000
South America	21,000	17,000
Middle East	4,000	5,000
Oceania	-0-	131,000
Other	14,000	18,000
	\$1,340,000	\$1,153,000
	=====	=====

No other geographic concentrations exist where net sales exceed 10% of total net sales.

(12) In July 2006 the board of directors granted a stock option for 10,000 options to an employee of the company. The options vests one quarter immediately and then one quarter per year thereafter. The option is at the exercise price of \$.50 per share and expires in five years. Management assigned a value of \$2,830 to this option.

In February 2007 the board of directors granted a stock option for 50,000 options to directors of the Company. The options vested one quarter immediately and one quarter vesting in May 2007. One quarter will vest each year thereafter on the grant date. The exercise price is \$.57 per share and the option expires in five years. Management assigned a value of \$18,112 to these options.

In July 2007 the board of directors granted a stock option for 25,000 options to

Edgar Filing: BIOMERICA INC - Form 10QSB

a new Company director. The options vested one half immediately and then one quarter per year thereafter. The option is at the exercise price of \$.78 per share and expires in five years. Management assigned a value of \$11,343 to this option.

In April 2007 the board of directors granted a stock option for 25,000 options to a new Company director. The options vested one half immediately and then one quarter per year thereafter. The option is at the exercise price of \$.76 per share and expires in five years. Management assigned a value of \$11,632 to this option.

In April 2007 the board of directors granted stock options for 163,500 options to employees and consultants of the company. The options vested one half immediately and then one quarter per year thereafter. The options are at the exercise price of \$.73 and expire in five years. Management assigned a value of \$72,489 to these options.

In May 2007 the board of directors granted stock options for 171,000 options to certain officers and employees. The options vested one half immediately and then one quarter per year thereafter. The options are at the exercise price of \$.80 and expire in five years. Management assigned a value of \$78,895 to these options.

During the quarter ended August 31, 2007 45,000 options to purchase Biomerica, Inc. common stock were exercised. The options were at prices ranging from \$.20 to \$.73. The total proceeds to the Company were \$17,533.

Options or warrants granted are assigned values according to current market value, using the Black-Scholes model for option valuation. The term used in the calculation of the options or warrants is the expected life. A discount rate equivalent to five-year (or other life of the option or warrant) Treasury constant maturity interest rates is utilized. The historical volatility of the stock is calculated using weekly historical closing prices for the prior year as reported by Yahoo Finance. For purposes of the SFAS 123R footnote disclosure, the Black-Scholes Model is also used for calculating employee options and warrants valuations.

9

When shares are issued for services or other non-cash consideration, fair value is measured using the current market value on the day of the Board of Directors approval of such issuance.

(13) In August 2007, the Company and the holder of the Note payable-shareholder agreed to the extension of the note due date until September 1, 2008, at the same terms and conditions as the previous agreement.

(14) Under its bylaws, the Company has agreed to indemnify its officers and directors for certain events or occurrences arising as a result of the officer or director's serving in such capacity. The term of the indemnification period is for the officer's or director's lifetime. The maximum potential amount of future payments the Company could be required to make under these indemnification agreements is unlimited. However, the Company has a directors and officer liability insurance policy that limits its exposure and enables it to recover a portion of any future amounts paid.

Edgar Filing: BIOMERICA INC - Form 10QSB

As a result of its insurance policy coverage, the Company believes the estimated fair value of these indemnification agreements is minimal and has no liabilities recorded for these agreements as of August 31, 2007. The Company enters into indemnification provisions under (i) its agreements with other companies in its ordinary course of business, typically with business partners, contractors, and customers, landlords and (ii) its agreements with investors. Under these provisions the Company generally indemnifies and hold harmless the indemnified party for losses suffered or incurred by the indemnified party as a result of the Company's activities or, in some cases, as a result of the indemnified party's activities under the agreement. These indemnification provisions often include indemnifications relating to representations made by the Company with regard to intellectual property rights. These indemnification provisions generally survive termination of the underlying agreement. The maximum potential amount of future payments the Company could be required to make under these indemnification provisions is unlimited. The Company has not incurred material costs to defend lawsuits or settle claims related to these indemnification agreements. As a result, the Company believes the estimated fair value of these agreements is minimal. Accordingly, the Company has no liabilities recorded for these agreements as of August 31, 2007.

(15) Subsequent Events

During September and October 2007 employees have exercised 18,625 options to purchase common stock at exercise prices ranging from \$.20 to \$.73. Total proceeds to the Company were \$6,965.

On September 19, 2007 the Company entered into an agreement with the landlords for payment of \$97,165 in back rent (included in the August 31, 2007 accounts payable), \$2,500 in attorney's fees and extension of the lease term. The Company and landlords agreed to an initial payment of \$14,575 and five monthly payments of \$14,575 commencing October 1, 2007. No further interest will accrue on the past due amount after August 1, 2007 and if payments are made on a timely basis a discount of 10% (\$9,716) will be given at the end of the agreement term. Prior to the agreement the Company was on a month-to-month rental term. The landlords and Company have agreed to a three month holdover period and each has agreed to provide the other at least 90 days prior written notice on non-renewal if it does not intend to further renew the Lease Term for an additional three months.

In September 2007 the Company borrowed an additional \$92,350 on the equipment loan. This draw brings the loan balance up to \$154,020.

10

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND SELECTED FINANCIAL DATA

CERTAIN INFORMATION CONTAINED HEREIN (AS WELL AS INFORMATION INCLUDED IN ORAL STATEMENTS OR OTHER WRITTEN STATEMENTS MADE OR TO BE MADE BY BIOMERICA) CONTAINS STATEMENTS THAT ARE FORWARD-LOOKING, SUCH AS STATEMENTS RELATING TO ANTICIPATED FUTURE REVENUES OF THE COMPANY AND SUCCESS OR CURRENT PRODUCT OFFERINGS. SUCH FORWARD-LOOKING INFORMATION INVOLVES IMPORTANT RISKS AND UNCERTAINTIES THAT COULD SIGNIFICANTLY AFFECT ANTICIPATED RESULTS IN THE FUTURE, AND ACCORDINGLY, SUCH RESULTS MAY DIFFER MATERIALLY FROM THOSE EXPRESSED IN ANY FORWARD-LOOKING STATEMENTS MADE BY OR ON BEHALF OF BIOMERICA. THE POTENTIAL RISKS AND UNCERTAINTIES INCLUDE, AMONG OTHERS, FLUCTUATIONS IN THE COMPANY'S OPERATING RESULTS. THESE RISKS AND UNCERTAINTIES ALSO INCLUDE THE SUCCESS OF THE COMPANY IN RAISING NEEDED CAPITAL, THE ABILITY OF THE COMPANY TO MAINTAIN REQUIREMENTS

Edgar Filing: BIOMERICA INC - Form 10QSB

TO BE LISTED ON NASDAQ, THE CONTINUAL DEMAND FOR THE COMPANY'S PRODUCTS, COMPETITIVE AND ECONOMIC FACTORS OF THE MARKETPLACE, AVAILABILITY OF RAW MATERIALS, HEALTH CARE REGULATIONS AND THE STATE OF THE ECONOMY. READERS ARE CAUTIONED NOT TO PLACE UNDUE RELIANCE ON THESE FORWARD-LOOKING STATEMENTS, WHICH SPEAK ONLY AS OF THE DATE HEREOF, AND THE COMPANY UNDERTAKES NO OBLIGATION TO UPDATE THESE FORWARD-LOOKING STATEMENTS.

RESULTS OF OPERATIONS

Consolidated net sales for Biomerica were \$1,340,065 for the first quarter of fiscal 2007 as compared to \$1,153,266 for the same period in the previous year. This represents an increase of \$186,799 or 16.2% for the quarter ended August 31, 2007 as compared to the quarter ended August 31, 2006. The increase was primarily due to an increase in sales of the existing product line domestically and internationally.

Cost of sales in the first quarter of fiscal 2008 were \$735,621, or 54.9% of sales as compared to \$777,615, or 67.4% of sales in fiscal 2007. Cost of sales in fiscal 2007 were higher due to increased burden expenses and expenses due to hiring of additional personnel in production in anticipation of higher production volumes.

Selling, general and administrative costs increased by \$29,828, or 10.3% for the period ended August 31, 2007 as compared to the period ended August 31, 2006. The increase was primarily the result of higher wages. Research and development increased by \$28,743, or 70.1% for period ended August 31, 2007 as compared to the period ended August 31, 2006, which resulted from the increased research effort of developing additional new products.

For the three months ended August 31, 2007, other income of \$707,754 was realized as compared to \$10 in the same period in the prior fiscal year. This increase was due to one-time other income of \$697,034 which was realized from the sale of a marketable security which had been carried on the Company's books at zero. The balance of the increase was due to interest income on the Company's cash balance.

There was interest incurred in fiscal 2008 on the equipment loan from Commercial Bank, whereas there was no equipment loan in fiscal 2007. In addition, interest expense increased from \$7,502 to \$12,543 due to interest being charged on accrued back wages in fiscal 2008, whereas none was charged in fiscal 2007.

Income tax expense for the quarter ended August 31, 2007 represents alternative minimum taxes estimated to be due primarily due to the other income recognized from the sale of the Holister Stier securities.

LIQUIDITY AND CAPITAL RESOURCES

As of August 31, 2007, the Company had cash and available-for-sale securities in the amount of \$991,212 and working capital of \$2,112,186.

During the quarter ended August 31, 2007, the Company operations provided cash of \$477,616 as compared to cash used in operations of \$24,319 in the same period in the prior fiscal year. The increase was primarily due to the other income of \$707,754 received in fiscal 2008, which was offset by increased accounts receivable of \$239,474, decreased payables of \$94,078 and decreased

Edgar Filing: BIOMERICA INC - Form 10QSB

accrued compensation of \$95,627. Cash provided by financing activities for fiscal 2007 was \$1,632 as compared to \$11,975 in the prior fiscal year. The \$1,632 in fiscal 2007 was a result of \$17,533 in proceeds from the exercise of employee stock options, which were offset by \$14,867 in payments on the shareholders' note payable. The Company invested \$5,588 in the purchase of fixed assets in fiscal 2008 as compared to \$66,658 in the prior fiscal year.

Until three years ago Biomerica had suffered substantial recurring losses from operations. Biomerica has funded its operations through profits as well as debt and equity financings for the past three years. ReadyScript operations were discontinued in May 2001. ReadyScript was a contributor to the Company's losses in prior fiscal years. During the fiscal years ended May 31, 2007 and 2006, certain ReadyScript liabilities were forgiven and thus income from discontinued operations for the years then ended was recorded. The subsidiary is being reported in the financial statements as a discontinued operation because it is no longer an operating entity.

In February 2007 the Company obtained a \$200,000 working capital line of credit and was approved for a \$200,000 equipment loan with Commercial Bank of California. The credit line and the equipment loan are collateralized by substantially all of the assets of the Company. As of August 31, 2007 \$61,670 was owed on the equipment loan and there was no outstanding balance due on the working capital line of credit. As of August 31, 2007 \$153,003 was owed on the shareholder note payable and all payments are up to date.

For the fiscal years ended May 31, 2003 through 2006 Biomerica's independent auditors had concluded that there was substantial doubt as to the Company's ability to continue as a going concern for a reasonable period of time and thus rendered a "going concern" opinion on the audited financial statements. Because the Company has had an upturn in sales and profitability and has an improved working capital condition, among other factors, the audited financial statements for the fiscal year ended May 31, 2007, do not contain such a "going concern" opinion. However, there is no assurance that the Company will be able to sustain such results in future years.

CRITICAL ACCOUNTING POLICIES

The discussion and analysis of our financial condition and results of operations are based on the consolidated financial statements, which have been prepared in accordance with accounting principles generally accepted in the United States. Note 2 of the Notes to Consolidated Financial Statements contained in the Company's annual report on Form 10KSB for the period ended May 31, 2007, describes the significant accounting policies essential to the consolidated financial statements. The preparation of these financial statements requires estimates and assumptions that affect the reported amounts and disclosures.

We believe the following to be critical accounting policies as they require more significant judgments and estimates used in the preparation of our consolidated financial statements. Although we believe that our judgments and estimates are appropriate and correct, actual future results may differ from our estimates.

In general the critical accounting policies that may require judgments or estimates relate specifically to the Allowance for Doubtful Accounts, Inventory Reserves for Obsolescence and Declines in Market Value, Impairment of Long-Lived Assets, Stock Based Compensation and Income Tax Accruals.

Revenues from product sales are recognized at the time the product is shipped, customarily FOB shipping point, at which point title passes. When necessary an allowance is established for estimated returns as revenue is

recognized.

The Allowance for Doubtful Accounts is established for estimated losses resulting from the inability of our customers to make required payments. The assessment of specific receivable balances and required reserves is performed by management and discussed with the audit committee. We have identified specific customers where collection is not probable and have established specific reserves, but to the extent collection is made, the allowance will be released. Additionally, if the financial condition of our customers were to deteriorate, resulting in an impairment of their ability to make payments, additional allowances may be required.

12

Reserves are provided for excess and obsolete inventory, which are estimated based on a comparison of the quantity and cost of inventory on hand to management's forecast of customer demand. Customer demand is dependent on many factors and requires us to use significant judgment in our forecasting process. We must also make assumptions regarding the rate at which new products will be accepted in the marketplace and at which customers will transition from older products to newer products. Once a reserve is established, it is maintained until the product to which it relates is sold or otherwise disposed of, even if in subsequent periods we forecast demand for the product.

We have been in a loss position for tax purposes in prior years, and have established a valuation allowance against deferred tax assets, as we do not believe it is likely that we will generate sufficient taxable income in future periods to realize the benefit of our deferred tax assets. Predicting future taxable income is difficult, and requires the use of significant judgment. At August 31, 2007, all of our deferred tax assets were reserved. Accruals are made for specific tax exposures and are generally not material to our operating results or financial position, nor do we anticipate material changes to these reserves in the near future.

The consolidated financial statements reflect, for all periods presented, the adoption of the classification or disclosure requirements pursuant to Emerging Issues Task Force ("EITF") 00-10, "Accounting for Shipping and Handling Fees and Costs." The Company has historically classified income from freight charges to customers as sales, which has been offset by shipping and handling costs. The income from freight for the quarters ended August 31, 2007 and 2006, respectively, was \$34,893 and \$25,069. The financial statements presented herein show the income from shipping and handling as a component of sales for both periods and the costs of shipping and handling as a component of cost of goods sold.

Please refer to the annual report on Form 10-KSB for the period ended May 31, 2007 for an in-depth discussion of risk factors.

FACTORS THAT MAY AFFECT FUTURE RESULTS

Item 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK.

You should read the following factors in conjunction with the factors discussed elsewhere in this and our other filings with the SEC and in materials incorporated by reference in these filings. The following is intended to highlight certain factors that may affect the financial condition and results of

Edgar Filing: BIOMERICA INC - Form 10QSB

operations of Biomerica and are not meant to be an exhaustive discussion of risks that apply to companies such as Biomerica. Like other businesses, Biomerica is susceptible to macroeconomic downturns in the United States or abroad, that may affect the general economic climate and performance of Biomerica or its' customers. Aside from general macroeconomic downturns, the additional material factors that could affect future financial results include, but are not limited to: Terrorist attacks and the impact of such events; diminished access to raw materials that directly enter into our manufacturing process; shipping labor disruption or other major degradation of the ability to ship our products to end users; inability to successfully control our margins which are affected by many factors including competition and product mix; protracted shutdown of the U.S. Border due to an escalation of terrorist or counter terrorist activity; any changes in our business relationships with international distributors or the economic climate they operate in; any event that has a material adverse impact on our foreign manufacturing operations may adversely affect our operation as a whole; failure to manage the future expansion of our business could have an adverse affect on our revenues and profitability; possible costs in complying with government regulations and the delays in receiving required regulatory approvals or the enactment of new adverse regulations or regulatory requirements; numerous competitors, most of which have substantially greater financial and other resources than we do; potential claims and litigation brought by patients or medical professionals alleging harm caused by the use of or exposure to our products; quarterly variations in operating results caused by a number of factors, including business and industry conditions and other factors beyond our control. All of these factors make it difficult to predict operating results for any particular period.

13

Item 4. CONTROLS AND PROCEDURES

The Company's Chief Executive Officer and Chief Financial Officer (the Company's principal executive officer and principal financial officer, respectively) have concluded, based on their evaluation as of August 31, 2007, that the design and operation of the Company's "disclosure controls and procedures" (as defined in rules 13a-15(e) under the Securities Exchange Act of 1934, as amended ("Exchange Act")) are effective to ensure that information required to be disclosed by the Company in the reports filed or submitted by the Company under the Exchange Act is accumulated, recorded, processed, summarized and reported to the Company's management, including the Company's principal executive officer and principal financial officer, as appropriate to allow timely decisions regarding whether or not disclosure is required.

During the quarter ended August 31, 2007, there were no changes in the Company's "internal controls over financial reporting" (as defined in Rule 13a-15(f) under the Exchange Act) that have materially affected, or are reasonably likely to materially affect, the Company's internal controls over financial reporting.

14

Edgar Filing: BIOMERICA INC - Form 10QSB

PART II. OTHER INFORMATION

- Item 1. LEGAL PROCEEDINGS. Inapplicable.
- Item 2. CHANGES IN SECURITIES AND USE OF PROCEEDS. Inapplicable.
- Item 3. DEFAULTS UPON SENIOR SECURITIES. Inapplicable.
- Item 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS. Inapplicable.
- Item 5. OTHER INFORMATION. Inapplicable.
- Item 6. EXHIBITS AND REPORTS ON FORM 8-K. Inapplicable.
- (a) Exhibits
- 99.1 Certifications of Chief Executive Officer and Chief Financial Officer pursuant To 18 U.S.C., Section 1350, as adopted pursuant to Section 302 and 906 of the Sarbanes-Oxley Act of 2002.

15

SIGNATURES

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

Date: October 15, 2007

BIOMERICA, INC.

By: /S/ Zackary S. Irani

Zackary S. Irani
Chief Executive Officer

16