UNITED STATES SECURITIES AND EXCHANGE COMMISSION
Washington, D. C. 20549
FORM 10-K/A
$\qquad$ ANNUAL REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934 (FEE REQUIRED)
For the fiscal year ended August 31, 1997.
OR
TRANSITION REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES
EXCHANGE ACT OF 1934 (NO FEE REQUIRED)
For the transition period from $\qquad$ to $\qquad$ —.
Commission file number 0-261.
ALICO, INC.
(Exact name of registrant as specified in its charter)

| Florida | $59-0906081$ |
| :---: | :---: |
| (State or other jurisdiction of <br> incorporation or organization) | (I.R.S. Employer <br> Identification No.) <br> P. O. Box 338, La Belle, Florida |
| (Address of principal executive offices) | $\frac{33975}{\text { (Zip Code) }}$ |
| (941)675-2966 |  |

Registrant's telephone number, including area code
(941) 675-2966

SECURITIES REGISTERED PURSUANT TO SECTION $12(\mathrm{~b})$ OF THE ACT: Name of each exchange on
which registered
Title of each class
None
None
SECURITIES REGISTERED PURSUANT TO SECTION $12(\mathrm{G})$ OF THE ACT:
COMMON CAPITAL STOCK, $\$ 1.00$ Par value, Non-cumulative

## Title of Class)

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation $S-K$ is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form $10-\mathrm{K} / \mathrm{A}$ or any amendment to this Form $10-\mathrm{K} / \mathrm{A}$.

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 such registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes __X__
No $\qquad$
As of October 20,1997 there were $7,027,827$ shares of stock outstanding and the aggregate market value (based upon the average bid and asked price, as quoted on NASDAQ) of the common stock held by nonaffiliates was approximately $\$ 83,851,165$.

DOCUMENTS INCORPORATED BY REFERENCE
Portions of the registrant's Annual Report and Proxy Statement dated November 10, 1997 are incorporated by reference in Parts II and III, respectively.

## PART I

Item 1.
Business.

Alico, Inc. (the "Company") is generally recognized as an agribusiness company operating in Central and Southwest Florida. The Company's primary asset is 142,709 acres of land located in Collier, Hendry, Lee and Polk Counties. (See table on Page 5 for location and acreage by current primary use.) The Company is involved in various operations and activities including citrus fruit production, cattle ranching, sugarcane and sod production, and forestry. The Company also leases land for farming, cattle grazing, recreation, and oil exploration.

The Company's land is managed for multiple use wherever possible. Cattle ranching, forestry and land leased for farming, grazing, recreation and oil exploration, in some instances, utilize the same acreage.

Agricultural operations have combined to produce from 68 to 91 percent of annual revenues during the past five years. Citrus groves generate the most gross revenue. Sugarcane ranks second in revenue production. While the cattle ranching operation utilizes the largest acreage, it ranks third in the production of revenue. Approximately 10,006 acres of the Company's property are classified as timberlands, however, the area in which these lands are located is not highly rated for timber production. These lands are also utilized as native range, in the ranching operation, and leased out for recreation and oil exploration.

Diversification of the Company's agricultural base was initiated with the development of a Sugarcane Division at the end of the 1988 fiscal year. The 5,042 acres in production during the 1997 fiscal year consisted of 995 acres planted in the fall of 1992, 993 acres planted in 1993, 1558 acres planted in 1994, and 1,496 acres planted in 1995.

The Company continued to expand agriculture activities during the 1997 fiscal year, continuing development of a farm leasing project.

Leasing of lands for rock mining and oil and mineral exploration, rental of land for grazing, farming, recreation and other uses, while not classified as agricultural operations, are important components of the Company's land utilization and operation. Gross revenue from these activities during the past five years has ranged from 3 to 5 percent of total revenue.

The Company is not in the land sales and development business, except through its wholly owned subsidiary, Saddlebag Lake Resorts, Inc.; however, it does from time to time sell properties which, in the judgment of management, are surplus to the Company's primary operations. Gross revenue from land sales during the past five years has ranged from 1 to 24 percent of total revenues.

For further discussion of the relative importance of the various segments of the Company's operations, including financial information regarding revenues, operating profits (losses) and assets attributable to each major segment of the Company's business, see Note 11 of Notes to Consolidated Financial Statements and "Management's Discussion and Analysis of Financial Condition and Results of Operations" incorporated in this document.

Subsidiary Operations
The Company's wholly owned subsidiary, Saddlebag Lake Resorts, Inc. (the "Subsidiary"), is only active in the subdividing, development and sale of real estate. The financial results of the operation of this subsidiary are consolidated with those of the Company. (See Note 1 of Notes to Financial Statements.)

Contributions by the Subsidiary to the net income of the Company, during the past five years, have ranged from 0 to 1 percent. The Subsidiary has two subdivisions near Frostproof, Florida which have been developed and are on the market. Approximately $74 \%$ of the lots have been sold.

Citrus
Approximately 8,358 acres of citrus were harvested during the 1997 season. Since 1983 the Company has maintained a marketing contract covering the majority of the Company's citrus crop with Ben Hill Griffin, Inc., a Florida corporation and major shareholder. The agreement provides for modifications to meet changing market conditions and provides that either party may terminate the contract by giving notice prior to August 1st, preceding the fruit season immediately following. Under the terms of the contract the company's fruit is packed and/or processed and sold along with fruit from other growers, including Ben Hill Griffin, Inc. The proceeds are distributed on a pro rata basis as the finished product is sold. During the year ended August 31, 1997, approximately $89 \%$ of the Company's fruit crop was marketed under this agreement, as compared to 88\% in 1995/96. The Company expects that the majority of the $1997 / 98$ crop will be marketed under the same terms. In addition, Ben Hill Griffin, Inc. provides harvesting services to the Company for citrus sold to unrelated processors. These sales accounted for the remaining $11 \%$ of total citrus revenue for the year.

Ranch
The Company has a cattle operation located in Hendry and Collier Counties, Florida which is engaged primarily in the production of beef cattle and the raising of replacement heifers. The breeding herd consists of approximately 16,500 cows, bulls and replacement heifers. Approximately $45 \%$ of the herd are from one to five years old, while the remaining 55\% are six and older. The Company primarily sells to packing and processing plants. The Company also sells cattle through local livestock auction markets and to contract cattle buyers. These buyers provide ready markets for the Company's cattle. The loss of any one or a few of these plants and/or buyers would not, in management's view, have a material adverse effect on the company's cattle operation. Subject to prevailing market conditions, the Company may hedge up to $50 \%$ of its beef inventory by entering into cattle futures contracts to reduce exposure to changes in market prices.

## Sugarcane

The Company had 5,042 acres and 5,023 acres of sugarcane in production during the 1996/97 and 1995/96 fiscal year, respectively. The 1996/97 and $1995 / 96$ crops yielded approximately 158,000 and 187,000 gross tons, respectively.

Forest Products

Part of the lands, from which the timber was removed, is being converted to semi-improved pasture and other uses.

Land Rental for Grazing, Agricultural and Other Uses

The Company rents lands to others for grazing, farming and recreational uses, on a tenant-at-will basis, for an annual fee. The income is not significant when compared to overall gross income, however, it does help to offset the expense of carrying these properties until they are put to a more profitable use. The Company has developed additional land to lease for farming

There were no significant changes in the method of rental for these purposes during the past fiscal year.

Leases for Oil and Mineral Exploration

The Company has leased subsurface rights to a portion of it's properties for the purpose of oil and mineral exploration. Currently, there are two leases in effect.

Twenty-four wells have been drilled during the years that the Company has been leasing subsurface rights to oil companies. The drilling has resulted in twenty-one dry holes, one marginal producer, which has been abandoned, and two average producers, still producing.

Mining Operations: Rock and Sand

The Company leases 7,927 acres in Lee County, Florida to Florida Rock Industries, Inc. of Jacksonville, Florida for mining and production of rock, aggregate, sand, baserock and other road building and construction materials.

Royalties which the company receives for these products are based on a percentage of the f.o.b. plant sales price.

Competition

As indicated, the Company is primarily engaged in a limited number of agricultural activities, all of which are highly competitive. For instance, citrus is grown in several states, the most notable of which are: Florida, California, Arizona and Texas. In addition, citrus and sugarcane products are imported from some foreign countries. Beef cattle are produced throughout the United States and domestic beef sales must also compete with sales of imported beef. Additionally, forest and rock products are produced in most parts of the United States. Leasing of land for oil exploration is also widespread.

The Company's share of the market for citrus, cattle and forest products in the United States is insignificant.

Environmental Regulations

The Company's operation is subject to various federal, state and local laws regulating the discharge of materials into the environment. The Company is in substantial compliance with all such rules and such compliance has not had a material effect upon capital expenditures, earnings or the competitive position of the Company.

While compliance with environmental regulations has not had a material economic effect on the Company's operations, executive officers are required to spend a considerable amount of time keeping current on these matters. In addition, there are ongoing costs incurred in complying with the permitting and reporting requirements.

Employees

At the end of August 1997 the Company had a total of 124 full-time employees classified as follows: Citrus 59; Ranch 12; Sugarcane 9 Facilities Maintenance Support 28; General and Administrative 16. There are no employees engaged in the development of new products or research.

Seasonal Nature of Business

As with any agribusiness enterprise, the Company's business operations are predominantly seasonal in nature. The harvest and sale of citrus fruit generally occurs from October to June. Sugarcane is harvested during the first, second and third quarters. Other segments of the Company's business such as its cattle and sod sales, and its timber, mining and leasing operations, tend to be more successive than seasonal in nature.

Item 2.
Properties.

At August 31, 1997, the Company owned a total of 142,709 acres of land located in four counties in Florida. Acreage in each county and the primary classification with respect to present use of these properties is shown in the following table:

<TABLE>
<CAPTION>
ACREAGE BY CURRENT PRIMARY USE

</TABLE>
Of the above lands, the Company utilizes 26,493 acres of improved pasture plus approximately 56,000 acres of native pasture for cattle production and 7,927 acres are leased for rock mining operations. Much of the land is also leased for multi-purpose use such as cattle grazing, oil exploration, agriculture and recreation.

In addition to the land shown in the above table, the Company owns full subsurface rights to 1,064 acres and fractional subsurface rights to 18,882 acres.

From the inception of the Company's initial development program in 1948, the goal has been to develop the lands for the most profitable use. Prior to implementation of the development program, detailed studies were made of the properties focusing on soil capabilities, topography, transportation, availability of markets and the climatic characteristics of each of the tracts. Based on these and later studies, the use of each tract was determined. It is the opinion of Management that the lands are suitable for agricultural, residential and commercial uses. However, since the Company is primarily engaged in agricultural activities, some of the lands are considered surplus to its needs for this purpose and, as indicated under Item 1 of this report, sales of real property are made from time to time.

Management believes that each of the major programs is adequately supported by agricultural equipment, buildings, fences, irrigation systems and other amenities required for the operation of the projects.

In October 1992 the Company entered into a contract, with the Board of Regents of the State of Florida, committing to a donation of 975 acres of land and other items, in connection with a new state university. In addition to the contribution of land, the following items and amounts were also committed: design and planning - \$200,000; academic chairs $\$ 1,200,000$; road construction - $\$ 2,400,000$.

The land (975 acres) was recorded as a donation in May 1994 when the title to the land was transferred. Design and planning costs, as well as the academic chairs, were accrued during the fourth quarter ending August 31, 1992 and were paid during November 1992. Of the $\$ 2.4$ million commitment, accrued for road construction cost, $\$ 212,075$ remained unpaid at August 31, 1997 (see footnote 10 to the Consolidated Financial Statements).

Governmental approvals have been obtained to develop approximately 2,500 acres surrounding the University site. However, the development schedule of the University is subject to the appropriation of funds by the legislature. The University opened in August 1997.

Item 3. Legal Proceedings.
There are no pending legal proceedings involving the Company.
Item 4. Submission of Matters to a Vote of Security Holders.
There were no matters submitted to a vote of security holders during the 1997 fiscal year.

Executive Officers of the Company
included as an unnumbered Item in Part I of this report in lieu of being included in the Proxy Statement for the Annual Meeting of Stockholders to be held on December 2, 1997.

Election of Executive Officer is held each year at the Annual Meeting of the Board of Directors following the Annual Meeting of the Stockholders.

| Name | Title |
| :---: | :---: |
| Ben Hill Griffin, III | ```Chairman of the Board (since March 1990), President and Chief Executive Officer (since January 1988) and Director (since March 1973)``` |
| W. Bernard Lester | Executive Vice President and Chief Operating Officer (since January 1988) and Director (since 1987), prior to July 1, 1986 was Executive Director of Florida Department of Citrus for over five years |
| L. Craig Simmons | Vice President (effective February, 1995), Treasurer and Chief Financial Officer (effective September 1, 1992), prior thereto was Controller (from January 1 to August 31, 1992) and Assistant Comptroller (from January 1 to December 31, 1991), prior to September 1990 was Controller of Farm/Citrus Division, Collier Enterprises, Agribusiness Group |

Based solely upon a review of Forms 3 and 4 and amendments thereto furnished to the Company pursuant to Rule $16 a-3(e)$ during the 1997 fiscal year and Forms 5 and amendments thereto furnished to the Company during fiscal year 1992 and certain written representations, if any, made to the Company, no officer, director or beneficial owners of $10 \%$ or more of the Company's common stock has failed to file on a timely basis any reports required by Section $16(\mathrm{a})$ of the Exchange Act to be filed during fiscal 1997.

PART II

Item 5.
Market for the Registrant's Common Stock and Related
Stockholder Matters.

Common Stock Prices

The common stock of Alico, Inc. is traded over-the-counter on the NASDAQ National Market System under the symbol ALCO. The high and low sales prices, by fiscal quarter, during the years ended August 31, 1997 and 1996 are presented below:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{-} & \multicolumn{2}{|c|}{\multirow[t]{2}{*}{\[
\begin{gathered}
1997 \\
\text { Bid Price }
\end{gathered}
\]}} & \multicolumn{2}{|c|}{\multirow[t]{2}{*}{\[
\begin{gathered}
1996 \\
\text { Bid Price }
\end{gathered}
\]}} \\
\hline & & & & \\
\hline \multicolumn{5}{|l|}{<S>} \\
\hline & High & Low & High & Low \\
\hline & <C> & <C> & <C> & <C> \\
\hline First Quarter & \(221 / 4\) & 19 1/4 & \(221 / 4\) & 17 \\
\hline Second Quarter & 21 1/4 & 18 & \(261 / 2\) & 21 3/4 \\
\hline Third Quarter & 20 1/2 & 17 5/8 & \(251 / 2\) & \(2011 / 16\) \\
\hline Fourth Quarter & \(251 / 4\) & 18 1/2 & \(223 / 4\) & 17 1/4 \\
\hline
\end{tabular}
</TABLE>
Approximate Number of Holders of Common Stock
As of October 20, 1997 there were approximately 928 holders of record of Alico, Inc. Common Stock.

Dividend Information

Only year-end dividends have been paid, and during the last three fiscal years were as follows:

| Amount Paid <br> Per Share |
| :---: |
| $\$ .25$ |
| $\$ .35$ |
| $\$ .15$ |

Dividends are paid at the discretion of the Company's Board of Directors. The Company foresees no change in its ability to pay annual dividends in the immediate future; nevertheless, there is no assurance that dividends will be paid in the future since they are dependent upon earnings, the financial condition of the Company, and other factors.

Item 6. Selected Financial Data.
<CAPTION>

| $\begin{aligned} & \text { <S> } \\ & \text { DESCRIPTION } \end{aligned}$ | Years Ended August 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | 1995 | 1994 | 1993 |
|  | ( In | Thousands | Except Per <C> | Share Amounts) |  |
|  | <C> |  |  | <C> | <C> |
| Revenues | \$ 47,433 | \$ 36,089 | \$ 39,571 | \$ 38,502 | \$ 28,563 |
| Costs and Expenses | 29,583 | 29,269 | 25,105 | 26,799 | 24,103 |
| Income Taxes | 6,677 | 2,381 | 5,525 | 3,975 | 1,503 |
| Cumulative Effect of |  |  |  |  |  |
| Net Income | 11,173 | 4,439 | 8,941 | 7,728 | 5,294 |
| Average Number of |  |  |  |  |  |
| Shares Outstanding | 7,028 | 7,028 | 7,028 | 7,028 | 7,028 |
| Net Income per Share | 1.59 | . 63 | 1.27 | 1.10 | . 75 |
| Cash Dividend Paid per Share | e . 15 | . 35 | . 25 | . 15 | . 15 |
| Current Assets | 37,887 | 34,877 | 31,736 | 28,341 | 23,597 |
| Total Assets | 117,723 | 114,504 | 109,007 | 102,185 | 90,516 |
| Current Liabilities | 4,988 | 5,115 | 5,656 | 5,660 | 2,936 |
| Ratio-Current Assets to Current Liabilities | 7.59:1 | $6.82: 1$ | 5.61:1 | 5.01:1 | 8.04:1 |
| Working Capital | 32,899 | 29,762 | 26,080 | 22,680 | 20,661 |
| Long-Term Obligations | 24,582 | 32,006 | 27,945 | 28,568 | 26,296 |
| Total Liabilities | 29,570 | 37,121 | 33,601 | 34,228 | 29,232 |
| Stockholders' Equity | 88,153 | 77,383 | 75,406 | 67,957 | 61,283 |

</TABLE>
Item 7. Management's Discussion and Analysis of Financial
Condition and Results of Operations.

The following discussion focuses on the results of operations and the financial condition of Alico.

This section should be read in conjunction with the consolidated financial statements and notes.

Liquidity and Capital Resources

The Company had cash and marketable securities of $\$ 12.9$ million at August 31, 1997 compared with $\$ 11.1$ million at August 31, 1996. Working capital also increased, from $\$ 29.8$ million at August 31, 1996 to $\$ 32.9$ million at August 31, 1997. An increase in the number of animals, resulting from the Company's policy of placing cattle into feedlots, has caused the beef inventory to rise and is the primary reason for the increase in working capital.

A large real estate sale ( $\$ 11.5$ million gross sales price) to the State of Florida was closed in the second quarter of fiscal 1997. Proceeds from the sale were used to reduce the note payable and pay income taxes.

Cash outlay for land, equipment, building, and other improvements totaled $\$ 5.8$ million, compared to $\$ 7.1$ million during August 31, 1997 and 1996, respectively. Major expenditures included capitalized maintenance costs for young citrus groves. Land excavation for farm leasing also continued, as did expenditures for replacement equipment and sugarcane capital maintenance. Development is now complete on citrus groves. Capital projects are currently expected to decline during the next fiscal year.

Management believes that the Company will be able to meet its working capital requirements, for the foreseeable future, with internally generated funds. In addition, the Company has unused credit commitments which provided for revolving credit of up to $\$ 30$ million of which $\$ 17.1$ million was available for the Company's general use at August 31, 1997 (see note 6 of consolidated financial statements).

Results of Operations

| Summary of results (in thousands) : |  |  |  |
| :---: | :---: | :---: | :---: |
| <TABLE> |  |  |  |
| <CAPTION> |  |  |  |
|  | $\begin{aligned} & \text { Years } \\ & 1997 \end{aligned}$ | Ended August $1996$ | $\begin{aligned} & 31, \\ & 1995 \end{aligned}$ |
| <S> | <C> | <C> | <C> |
| Operating revenue | \$34,543 | \$34,505 | \$30,547 |
| Gross profit | 5,886 | 6,720 | 7,059 |
| Profit on sale of real estate | 11,271 | 57 | 7,585 |
| Interest and investment income | 1,137 | 1,033 | 998 |
| Interest expense | 444 | 990 | 1,176 |
| Provision for income taxes | 6,677 | 2,381 | 5,525 |
| Effective income tax rate | 37.4\% | 34.9\% | 38.2\% |
| Net income | 11,173 | 4,439 | 8,941 |

## </TABLE>

Operating revenues for fiscal 1997 approximated those of fiscal 1996. Decreases in citrus and sugarcane sales were offset by increased cattle and rock sales, and increased land rentals.

Operating revenues for fiscal 1996 increased 13\% over fiscal 1995, primarily the result of increased citrus and ranch sales revenues.

## Gross Profit

Gross profit during fiscal 1997 declined by 12\% from fiscal 1996. The decrease was primarily due to lower market prices for citrus products and decreased sugarcane production.

Gross profit during fiscal 1996 decreased 5\% from fiscal 1995. While gross profit from agriculture during the year approximated the prior year, the decline was due to increases in general and administrative expenses and allocated costs.

Profit on Sale of Real Estate

Profit from the sale of real estate increased to $\$ 11.27$ million during fiscal 1997, as compared to $\$ 57$ thousand during fiscal 1996. Sales during 1997 included the sale of approximately 21,700 acres of land in Hendry and Collier Counties, Florida, to the State of Florida for $\$ 11.5$ million, the pretax gain from which was $\$ 11.1$ million, and several smaller sales in Lee, Collier and Polk Counties.

Profit from the sale of real estate declined to $\$ 57$ thousand during fiscal 1996, compared to $\$ 7.6$ million during fiscal 1995. Sales were minimal, compared to 1995, which included a large sale in Polk County.

Interest and Investment Income

Interest and investment income is generated principally from investments in marketable equity securities, corporate and municipal bonds, mutual funds, U.S. Treasury securities and mortgages held on real estate sold on the installment basis. Investment earnings were reinvested throughout fiscal 1997 and 1996, increasing investment levels during each year. The rise in fiscal 1997 net interest and investment income resulted from higher investment levels and favorable market conditions.

The rise in fiscal 1996 net interest and investment income resulted from higher investment levels.

Interest Expense

Interest expense decreased 56\% during fiscal 1997 due primarily to a large reduction in total long-term debt, likewise, total interest cost, which includes capitalized interest and is discussed in Note 6, decreased $37 \%$.

During fiscal year 1996, interest expense decreased 16\% and total interest cost decreased $3 \%$ compared to fiscal year 1995, due to lower interest rates.

Provision for Income Taxes

The effective tax rate increased to $37.4 \%$ during fiscal year 1997, from $34.9 \%$ during fiscal year 1996. Higher taxable income levels during fiscal 1997 decreased the percentage impact of certain tax exempt investment income.

Individual Operating Divisions

Gross profit for the individual operating divisions, for fiscal 1997, 1996 and 1995, is presented in the following schedule and is discussed in subsequent sections:

## <TABLE>

<CAPTION>

|  | Years Ended August 31, (in thousands) |  |  |
| :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | 1995 |
| <S> | <C> | <C> | <C> |
| CITRUS |  |  |  |
| Revenues: |  |  |  |
| Sales | \$22,287 | \$22,966 | \$19,674 |
| Less harvesting \& marketing | 8,210 | 6,948 | 6,569 |
| Net Sales | 14,077 | 16,018 | 13,105 |
| Cost and Expenses: |  |  |  |
| Direct production** | 6,875 | 5,964 | 5,488 |


| Allocated cost* | 2,352 | 2,470 | 2,205 |
| :---: | :---: | :---: | :---: |
| Total | 9,227 | 8,434 | 7,693 |
| Gross profit, citrus | 4,850 | 7,584 | 5,412 |
| SUGARCANE |  |  |  |
| Revenues: |  |  |  |
| Sales | 4,967 | 5,851 | 6,026 |
| Less harvesting \& hauling | 1,120 | 1,237 | 1,294 |
| Net Sales | 3,847 | 4,614 | 4,732 |
| Costs and expenses: |  |  |  |
| Direct production | 1,826 | 1,758 | 1,681 |
| Allocated cost* | 1,190 | 1,152 | 1,291 |
| Total | 3,016 | 2,910 | 2,972 |
| Gross profit, sugarcane | 831 | 1,704 | 1,760 |

Individual Operating Divisions (Continued)

|  | Years Ended August 31, (in thousands) |  |  |
| :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | 1995 |
| <S> | <C> | <C> | <C> |
| RANCH |  |  |  |
| Revenues: |  |  |  |
| Sales | 4,876 | 3,796 | 2,952 |
| Costs and expenses: |  |  |  |
| Direct production | 3,165 | 3,890 | 1,438 |
| Allocated cost* | 946 | 1,539 | 1,008 |
| Total | 4,111 | 5,429 | 2,446 |
| Gross profit (loss), ranch | 765 | $(1,633)$ | 506 |
| Total gross profit, agriculture | 6,446 | 7,655 | 7,678 |
| OTHER OPERATIONS |  |  |  |
| Revenues: |  |  |  |
| Rock products and sand | 1,258 | 935 | 956 |
| Oil leases and land rentals | 831 | 679 | 678 |
| Forest products | 224 | 197 | 146 |
| Other | 100 | 80 | 116 |
| Total | 2,413 | 1,891 | 1,896 |
| Costs and expenses: |  |  |  |
| Allocated Cost* | 481 | 456 | 384 |
| General and administrative, all operations | 2,492 | 2,370 | 2,131 |
| Total | 2,973 | 2,826 | 2,515 |
| Gross loss, other operations | (560) | (935) | (619) |
| Total gross profit | 5,886 | 6,720 | 7,059 |

INTEREST \& DIVIDENDS

| Revenue | 1,137 |  | 1,033 | 998 |
| :---: | :---: | :---: | :---: | :---: |
| Expense | 444 |  | 990 | 1,176 |
| Interest \& dividends, net | 693 |  | 43 | (178) |
| REAL ESTATE |  |  |  |  |
| Revenue: |  |  |  |  |
| Sale of real estate | 11,753 |  | 551 | 8,026 |
| Expenses: |  |  |  |  |
| Cost of sales | 122 |  | 151 | 111 |
| Other Costs | 360 |  | 343 | 330 |
| Total | 482 |  | 494 | 441 |
| Gain on sale of real estate | 11,271 |  | 57 | 7,585 |
| Income before income taxes | \$17,850 | \$ | 6,820 | \$14,466 |

</TABLE>

* Allocated expense includes ad valorem and payroll taxes, depreciation and insurance.
** Excludes capitalized maintenance cost of groves less than five years of age consisting of $\$ 875$ thousand on 1,130 acres in 1997, $\$ 1.6$ million on 1,648 acres in 1996 and $\$ 1.4$ million on 1,718 acres in 1995.

Citrus

Gross profit was $\$ 4.8$ million in fiscal 1997, $\$ 7.6$ million for fiscal 1996, and $\$ 5.4$ million in 1995.

Revenue from citrus sales decreased $3 \%$ during fiscal 1997, compared to fiscal 1996 ( $\$ 22.3$ million during fiscal 1997 vs. $\$ 22.9$ million during fiscal 1996). Despite an $18 \%$ increase in production for the year (4.4 million boxes during fiscal 1997 vs. 3.7 million boxes during fiscal 1996), an offsetting 18\% decline in the average market price per box (\$5.09 in fiscal 1997 vs. $\$ 6.21$ per box in fiscal 1996) caused the decrease.

The increase in the number of boxes harvested during fiscal 1997 generated harvesting and marketing costs in excess of the prior year ( $\$ 8.2$ million in fiscal 1997 vs. $\$ 6.9$ million in fiscal 1996). Direct production and allocated costs likewise increased as a result of the rise in production. The production increase was attributable to the addition of the first phase of the K-T Grove, combined with improved yields from maturing groves in South Florida.

Revenue from citrus sales increased 17\% during fiscal 1996, compared to fiscal 1995 ( $\$ 22.9$ million during fiscal 1996 vs. $\$ 19.7$ million during fiscal 1995). This was largely attributable to an $8 \%$ increase in production for the year $(3.7$ million boxes during fiscal 1996 vs. 3.4 million during fiscal 1995), combined with an $8 \%$ increase in the average market price per box ( $\$ 6.21$ in fiscal 1996 vs. $\$ 5.80$ in fiscal 1995).

Direct production costs, associated with the increased yield, rose $10 \%$ during fiscal 1996. The corresponding large increase in revenues from citrus sales offset the rise in costs and generated the $40 \%$ increase in gross profit for this division.

The final returns from citrus pools are not precisely determinable at year end. Returns are estimated each year based on the most current information available conservatively applied. Differences between the estimates and the final realization of revenues can be significant. Revenue collected in excess of prior year and year end estimates was $\$ 1.0$ million, $\$ 1.1$ million and $\$ 1.8$ million during fiscal 1997, 1996 and 1995, respectively.

<TABLE>
<CAPTION>
ACREAGE BY VARIETY AND AGE
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline <S> & <C> & <C> & <C> & <C> & <C> & <C> & <C> & & & <C> & \\
\hline VARIETY & 0-1 & 1-2 & 3-4 & 5-6 & 7-8 & 9-10 & 11-12 & 13-14 & 15-16 & 20+ & Acres \\
\hline \multicolumn{12}{|l|}{Early:} \\
\hline \multicolumn{12}{|l|}{Parson Brown} \\
\hline \multicolumn{12}{|l|}{Hamlin} \\
\hline Oranges & - & 386 & 170 & 32 & 30 & 714 & - & 110 & 239 & 1,335 & 3,016 \\
\hline Red Grapefrui & & - & - & 54 & - & - & - & 48 & 158 & 169 & 429 \\
\hline White Grapefr & ruit- & - & - & - & 318 & - & - & - & - & 21 & 339 \\
\hline Tangelos & - & - & - & - & - & - & - & - & - & 135 & 135 \\
\hline Navel Oranges & - & - & - & 15 & - & - & - & 54 & 84 & - & 153 \\
\hline
\end{tabular}

Mid Season:
Pineapple
Oranges - 103 -
Queen Oranges -
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline \multicolumn{12}{|l|}{Honey} \\
\hline Tangerines & - & 80 & - & - & 45 & - & - & - & 94 & - & 219 \\
\hline Midsweet & & & & & & & & & & & \\
\hline Oranges & - & 54 & 110 & - & - & - & - & - & - & - & 164 \\
\hline \multicolumn{12}{|l|}{Late:} \\
\hline \multicolumn{12}{|l|}{Valencia} \\
\hline Oranges & - & 826 & 310 & 557 & 329 & 800 & - & 35 & 165 & 1,225 & 4,247 \\
\hline Totals: & - & 346 & 693 & 775 & 752 & 1,514 & - & 265 & 740 & 3,403 & 9,488 \\
\hline
\end{tabular}

Sugarcane

Gross profit for fiscal 1997 was \(\$ 831\) thousand compared to \(\$ 1.7\) million in fiscal 1996 and \(\$ 1.8\) million in fiscal 1995.

Sales revenues from sugarcane decreased 15\% during fiscal 1997, compared to fiscal 1996 ( \(\$ 4.9\) million vs. \(\$ 5.9\) million, respectively). During the same period, direct production and allocated costs increased by \(4 \% ~(\$ 3.0\) million in fiscal 1997 vs. \(\$ 2.9\) million in fiscal 1996).

Although the acres harvested during 1997 approximated fiscal 1996 levels (roughly 5 thousand acres each year), the number of gross tons harvested during fiscal 1997 was 15\% below year ago levels (158 thousand gross tons harvested during 1997 vs. 187 thousand harvested during fiscal 1996). Poor weather conditions were the cause for the decrease in sugarcane production.

Sales revenues from sugarcane decreased \(3 \%\) during fiscal 1996, compared to fiscal 1995 ( \(\$ 5.9\) million vs. \(\$ 6.0\) million, respectively). Direct production and allocated costs also decreased \(2 \%\) during the year ( \(\$ 2.9\) million vs. \(\$ 3.0\) million, respectively).

The number of acres harvested and resulting yield for fiscal 1996 approximated fiscal 1995 levels, causing the relatively minor difference in operating results (5 thousand acres harvested yielded 187 thousand gross tons in fiscal 1996 vs. 5 thousand acres yielding 186 thousand gross tons during fiscal 1995).

\section*{Ranching}

The gross profit (loss) from ranch operations for fiscal 1997, 1996 and 1995 was \(\$ 765\) thousand, \(\$(1.6 \mathrm{million})\), and \(\$ 506\) thousand, respectively.

Revenues from cattle sales increased 28\% during fiscal 1997, compared to fiscal 1996 ( \(\$ 4.9\) million in fiscal 1997 vs. \(\$ 3.8\) million in fiscal 1996). The number of animals sold during the year increased \(26 \%\) over the prior year (9,095 animals sold in fiscal 1997 vs. 7,211 in fiscal 1996). The rise is due to increased sales of feeder cattle inventories during the year, combined with a significant improvement in market prices for beef.

Direct and allocated costs declined from their year ago levels ( \(\$ 4.1\) million in fiscal 1997 vs. \(\$ 5.4\) million in fiscal 1996). Due to market conditions, the Company was required to write down its fiscal 1996 beef inventory to net realizable value. This adjustment totaled \(\$ 909\) thousand. Additionally, in fiscal 1996, the Company wrote off \(\$ 400\) thousand of sod costs. The charge was included in ranching costs. The sod write off was necessary because of excessive rain and subsequent weed intrusion.

The Company's cattle marketing activities include retention of calves in western feedlots, contract and auction sales, and risk management contracts.

Revenues from cattle sales increased 27\% during fiscal 1996, compared to fiscal 1995 ( \(\$ 3.8\) million in fiscal 1996 vs. \(\$ 3.0\) million in fiscal 1995). The number of animals sold increased \(11 \%\) over the prior year (7,211 sold in fiscal 1996 vs. 6,482 in fiscal 1995); however, the average revenue per pound decreased \(17 \%\) due to poor market conditions.

Additional costs to feed calves to maturity, increased by a grain shortage, caused direct and allocated costs to increase during fiscal 1996 when compared to fiscal 1995 ( \(\$ 5.4\) million vs. \(\$ 2.4\) million during fiscal 1996 and 1995, respectively). The increased costs during fiscal 1996 also included a beef inventory write down and the write off of sod costs referred to above.

Other Operations

Revenues from oil royalties and land rentals were \(\$ 831\) thousand for fiscal 1997 compared to \(\$ 679\) thousand for fiscal 1996 and \(\$ 678\) thousand for fiscal 1995. The rise during fiscal 1997 was primarily due to increased revenue as a result of the development of additional land for farming leases.

Returns from rock products and sand were \(\$ 1.2\) million for fiscal 1997 compared to \(\$ 935\) thousand and \(\$ 956\) thousand for fiscal 1996 and 1995 , respectively. The
variations between each of the years is due to the overall economic situation in the construction and road building industries. Rock and sand supplies are sufficient, and no major price changes have occurred over the past 3 years.

Profits from the sale of sabal palms, for landscaping purposes, during fiscal 1997 were \(\$ 169\) thousand compared to \(\$ 197\) thousand and \(\$ 146\) thousand for fiscal years 1996 and 1995, respectively. Additionally, the Company received \(\$ 55\) thousand from the sale of pulpwood during fiscal 1997. No such sales were made during fiscal 1996 or 1995.

Direct and allocated expenses charged to the "Other" operations category included general and administrative and other costs not charged directly to citrus, ranching, sugarcane or forestry. These expenses totaled \(\$ 3.0\) million during fiscal 1997 compared to \(\$ 2.8\) million during fiscal 1996 and \(\$ 2.5\) million during fiscal 1995. The fiscal 1997 increase over 1996 was partially related to costs expended for maintenance of properties used in farm lease operations (\$82 thousand). The fiscal 1996 increase over 1995 was primarily attributable to increases in employee benefits (\$141 thousand), worker's compensation expense (\$38 thousand) and ad valorem taxes (\$82 thousand).

The Florida Gulf Coast University opened its doors in August 1997. The Company is continuing its marketing and permit activities for its land which surrounds the University site.

During November of 1996, the Company announced an agreement with Miromar Development, Inc. of Montreal, Canada to sell 550 acres of land surrounding the University site in Lee County for \(\$ 9.35\) million. The contract calls for \(25 \%\) of the purchase price to be paid at closing, with the balance payable over the next four years. If the sale closes, it will generate a pretax gain of approximately \(\$ 8.7\) million.

Additionally, the Company announced an option agreement with REJ Group, Inc. The option agreement permits the acquisition of a minimum 150 acres and a maximum of 400 acres within the 2,300 acre university village. The potential pretax gain to Alico, if the option is exercised, would vary from \(\$ 8.5\) million to \(\$ 24.5\) million, depending on the time at which the option is exercised, and the total number of acres selected.

Item 8.
Financial Statements and Supplementary Data.

Independent Auditors' Report

The Stockholders and Board of Directors
Alico, Inc.:
We have audited the consolidated balance sheets of Alico, Inc. and subsidiary as of August 31, 1997 and 1996, and the related consolidated statements of operations, stockholders' equity, and cash flows for each of the years in the three-year period ended August 31, 1997. In connection with our audits of the consolidated financial statements, we also have audited the related consolidated financial statement schedules as listed in Item 14(a)(2) herein. These consolidated financial statements and financial statement schedules are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Alico, Inc. and subsidiary at August 31, 1997 and 1996, and the results of their operations and cash flows for each of the years in the three-year period ended August 31, 1997, in conformity with generally accepted accounting principles. Also in our opinion, the related consolidated financial statement schedules, when considered in relation to the consolidated financial statements taken as a whole, present fairly, in all material respects, the information set forth therein.

KPMG PEAT MARWICK LLP
(Signature)
Orlando, Florida
October 10, 1997

\section*{CONSOLIDATED BALANCE SHEETS}
1997 August 31, 1996

\section*{ASSETS}

Current assets
Cash, including time deposits and other cash investments of \(\$ 1,414,436\) in 1997 and \(\$ 1,396,193\) in 1996
Marketable equity securities available for sale, at estimated fair value in 1997 and in 1996 (note 2)
Other marketable securities available for sale, at estimated fair value in 1997 and in 1996 (note 2)
Accounts receivable \((\$ 5,549,080\) in 1997 and \$7,758,469 in 1996 due from affiliate) (note 9)
Mortgages and notes receivable, current portion (note 3)
Inventories (note 4)
Other current assets
\$ 1,459,765
\$ 1,428,059

9,195,341
\(6,799,590\)
\(2,217,574 \quad 2,826,435\)

7,456,937 9,432,838
\begin{tabular}{rr}
901,112 & 867,145 \\
\(16,387,128\) & \(13,284,527\) \\
269,463 & 238,038 \\
\hline
\end{tabular}

Total current assets
\(37,887,320\)
34,876,632
Other assets:
Land inventories
\begin{tabular}{rr}
\(8,345,116\) & \(7,777,942\) \\
588,860 & \(1,531,947\) \\
955,779 & \(1,016,526\)
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline Total other assets & 9,889,755 & 10,326,415 \\
\hline Property, buildings and equipment (note 5) & 96,709,440 & 97,029,453 \\
\hline Less accumulated depreciation & \((26,763,790)\) & \((27,728,927)\) \\
\hline Net property, buildings and equipment & 69,945,650 & 69,300,526 \\
\hline Total assets & \$117, 722, 725 & \$114, 503,573 \\
\hline
\end{tabular}


LIABILITIES AND STOCKHOLDERS' EQUITY
Current liabilities:
Accounts payable
Due to profit sharing plan (note 7)
Accrued ad valorem taxes
Accrued road commitment (note 10)
Accrued expenses
Income taxes payable
Deferred income taxes (note 8)

Total current liabilities

Notes payable to a banks (note 6)
Deferred income taxes (note 8)
Deferred retirement benefits (note 7)

Total liabilities
\begin{tabular}{|c|c|}
\hline \$ 1,158, 012 & \$ 1,070,092 \\
\hline 230,545 & 223,152 \\
\hline 1,253,053 & 1,095,427 \\
\hline 212,075 & 1,236,340 \\
\hline 329,772 & 142,047 \\
\hline 934,895 & 190,639 \\
\hline 869,763 & 1,157,169 \\
\hline 4,988,115 & 5,114,866 \\
\hline 12,856,000 & 20,630,000 \\
\hline 11,712,806 & 11,291,936 \\
\hline 13,259 & 84,117 \\
\hline 29,570,180 & 37,120,919 \\
\hline
\end{tabular}

Stockholders' equity:
Preferred stock, no par value. Authorized 1,000,000 shares; issued, none
Common stock, \(\$ 1\) par value. Authorized 15,000,000 shares; issued and outstanding 7,027,827 in 1997 and 1996

7,027,827 7,027,827
Unrealized gains on marketable securities (note 2)
\[
913,059 \quad 261,686
\]

80,211,659 \(\quad 70,093,686\)
Retained earnings
,093,141
\begin{tabular}{lll} 
Total stockholders' equity & \(88,152,545\) & \(77,382,654\) \\
\begin{tabular}{l} 
Total liabilities and stockholders' \\
equity
\end{tabular} & \begin{tabular}{ll}
\(\$ 117,722,725\)
\end{tabular} & \(\$ 114,503,573\) \\
& & \\
& &
\end{tabular}
<FN>
See accompanying notes to consolidated financial statements.
</TABLE>
<TABLE>
<CAPTION>
CONSOLIDATED STATEMENTS OF OPERATIONS
\begin{tabular}{|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{3}{|c|}{Years Ended August 31,} \\
\hline & 1997 & 1996 & 1995 \\
\hline <S> & <C> & <C> & <C> \\
\hline \multicolumn{4}{|l|}{Revenue:} \\
\hline Citrus ( note 9 ) & \$22,287,006 & \$22,966,004 & \$19,673,501 \\
\hline Sugarcane & 4,966,837 & 5,850,764 & 6,025,745 \\
\hline Ranch & 4,875,826 & 3,795,612 & 2,952,214 \\
\hline Forest products & 224,090 & 196,906 & 146,196 \\
\hline Rock products and sand & 1,257,665 & 934,992 & 955,461 \\
\hline Oil lease and land rentals & 831,254 & 679,039 & 677,712 \\
\hline Profit on sales of real estate & 11,753,199 & 550,578 & 8,026,209 \\
\hline Interest and investment income & 1,136,928 & 1,033,124 & 998,185 \\
\hline Other income & 99,872 & 81,817 & 115,760 \\
\hline Total revenue & 47,432,677 & 36,088,836 & 39,570,983 \\
\hline \multicolumn{4}{|l|}{\multirow[t]{2}{*}{Costs and expenses (including charges from affiliate) (note 9):}} \\
\hline & & & \\
\hline Citrus production, harvesting and marketing & 17,436,648 & 15,381,924 & 14,261,502 \\
\hline Sugarcane production, harvesting and hauling & 4,136,302 & 4,147,284 & 4,265,976 \\
\hline Ranch & 4,110,969 & 5,429,239 & 2,446,117 \\
\hline Real estate & 481,870 & 494,281 & 441,535 \\
\hline Interest (note 6) & 444,217 & 990,082 & 1,175,599 \\
\hline Other, general and administrative expenses & 2,972,863 & 2,826,422 & 2,514,573 \\
\hline Total costs and expenses & 29,582,869 & 29,269,232 & 25,105,302 \\
\hline Income before income taxes & 17,849,808 & 6,819,604 & 14,465,681 \\
\hline Provision for income taxes (note 8) & 6,677,116 & 2,380,414 & 5,524,311 \\
\hline Net Income & 11,172,692 & \$ 4,439,190 & \$ 8,941,370 \\
\hline Weighted average number of shares outstanding & 7,027,827 & 7,027,827 & 7,027,827 \\
\hline \multicolumn{4}{|l|}{Per share amounts:} \\
\hline Net income & \$ 1.59 & \$ . 63 & \$ 1.27 \\
\hline Dividends & . 15 & \$ . 35 & \$ . 25 \\
\hline
\end{tabular}
<FN>
See accompanying notes to consolidated financial statements.
</TABLE>
<TABLE>
<CAPTION
CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY
\begin{tabular}{llllll} 
<CAPTION> & & CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUI \\
Unrealized
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline securities & - & - & - & - & 264,739 \\
\hline Dividends paid & - & - & - & \((1,756,957)\) & - \\
\hline Balances, August 31, 1995 & - & 7,027,827 & 7,027,827 & 68,113,690 & 264,739 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline Net income for the year ended August 31, 1996 & - & - & - & 4,439,190 & - \\
\hline Unrealized losses on securities & - & - & - & - & \((3,053)\) \\
\hline Dividends paid & - & - & - & \((2,459,739)\) & - \\
\hline alances, August 31, 1996 & - & 7,027,827 & 7,027,827 & 70,093,141 & 261,686 \\
\hline
\end{tabular}
\begin{tabular}{lllllll}
\begin{tabular}{l} 
Net income for the year \\
ended August 31, 1997
\end{tabular} & - & - & - & \(11,172,692\) & - \\
Unrealized gains on \\
securities \\
Dividends paid
\end{tabular}

SEN> \(\quad\) accompanying notes to consolidated financial statements.
</TABLE>
<TABLE>
<CAPTION>

\section*{CONSOLIDATED STATEMENTS OF CASH FLOWS}

\begin{tabular}{|c|c|c|c|}
\hline & 1997 Ye & Ended August 1996 & 31, 1995 \\
\hline <S> & <C> & <C> & <C> \\
\hline \multicolumn{4}{|l|}{Cash flows from investing activities:} \\
\hline Purchases of property and equipment & \((5,752,072)\) & \((7,141,814)\) & \((8,340,284)\) \\
\hline Proceeds from disposals of property and equipment & 608,658 & 364,398 & 233,813 \\
\hline Proceeds from sale of real estate & 12,060,060 & 420,364 & 8,322,300 \\
\hline Purchases of other assets & \((100,896)\) & \((215,575)\) & \((115,108)\) \\
\hline Proceeds from the sale of other assets & 161,643 & 124,834 & - \\
\hline Purchases of marketable securities & \((4,694,859)\) & \((3,848,245)\) & \((1,900,519)\) \\
\hline Proceeds from sales of marketable securities & 4,367,008 & 3,756,639 & 1,622,586 \\
\hline Collection of mortgages and notes receivable & 909,120 & 695,321 & 719,631 \\
\hline Net cash provided by (used for) investing activities & 7,558,662 & \((5,844,078)\) & 542,419 \\
\hline \multicolumn{4}{|l|}{Cash flows from financing activities:} \\
\hline Proceeds of bank loans & 18,749,000 & 17,316,000 & 17,666,002 \\
\hline Repayment of loans & \((26,523,000)\) & \((12,741,000)\) & \((20,325,000)\) \\
\hline Dividends paid & \((1,054,174)\) & \((2,459,739)\) & \((1,756,957)\) \\
\hline Net cash provided by (used for) financing activities & \((8,828,174)\) & 2,115,261 & \((4,415,955)\) \\
\hline Net increase in cash and cash investments & 31,706 & 279,326 & 181,537 \\
\hline \multicolumn{4}{|l|}{Cash and Cash investments:} \\
\hline At beginning of year & 1,428,059 & 1,148,733 & 967,196 \\
\hline At end of year & \$ 1,459,765 & \$ 1,428,059 & \$ 1,148,733 \\
\hline \multicolumn{4}{|l|}{Supplemental disclosures of cash flow information:} \\
\hline Cash paid for interest, net of amount capitalized & \$ 396,988 & \$ 886,239 & \$ 1,079,939 \\
\hline Cash paid for income taxes & \$ 6,183,310 & \$ 3,186,861 & \$ 2,419,600 \\
\hline
\end{tabular}

\section*{<FN>}

See accompanying notes to consolidated financial statements.
</TABLE>
(1) Summary of Significant Accounting Policies
(a) Basis of Consolidated Financial Statement Presentation

The accompanying financial statements include the accounts of Alico, Inc. (the Company) and its wholly owned subsidiary, Saddlebag Lake Resorts, Inc. (Saddlebag), after elimination of all significant intercompany balances and transactions.
(b) Revenue Recognition

Income from sales of citrus under marketing pool agreements is recognized at the time the crop is harvested. The revenue is based on the Company's estimates of the amounts to be received as the sales of pooled products are completed. Fluctuation in the market prices for citrus fruit has caused the Company to recognize additional revenue from the prior year's crop totaling $\$ 1,007,211$, $\$ 1,087,921$, and $\$ 1,770,146$ during fiscal years 1997, 1996 and 1995, respectively.
(c) Real Estate

Real estate sales are recorded under the accrual method of accounting. Retail land sales are not recognized until payments received, including interest, aggregate 10 percent of the contract sales price for residential real estate or 20 percent for commercial real estate. Sales are discounted to yield the market rate of interest where the stated rate is less than the market rate. The recorded valuation discounts are realized as the balances due are collected. In the event of early liquidation, interest is recognized on the simple interest method.

Tangible assets that are purchased during the period to aid in the sale of the project as well as costs for services performed to obtain regulatory approval of the sales are capitalized as land and land improvements to the extent they are estimated to be recoverable from the sale of the property. Land and land improvement costs are allocated to individual parcels on a per lot basis which approximates the relative sales value method.

The Company has entered into an agreement with a real estate consultant to assist in obtaining the necessary regulatory approvals for the development and marketing of a tract of raw land. The marketing costs under this agreement are being expensed as incurred. The costs incurred to obtain the necessary regulatory approvals are capitalized into land costs when paid. These costs will be expensed as cost of sales when the underlying real estate is sold.
(d) Marketable Securities Available for Sale

For the year ending August 31, 1995, the Company adopted Statement of Financial Accounting Standards (SFAS) No. 115 "Accounting for Certain Investments in Debt and Equity Securities".

Marketable securities available for sale are carried at the aggregate estimated fair value of the portfolio. Aggregate net unrealized investment gains or losses are recorded net of related deferred taxes in a separate component of stockholders' equity until realized.

Fair value for debt and equity investments is based on quoted market prices at the reporting date for those or similar investments.

The cost of all marketable securities available for sale are determined on the specific identification method.
(e) Inventories

Beef cattle inventories are stated at the lower of cost or market. The cost of the beef cattle inventory is based on the accumulated cost of developing such animals for sale.

Unharvested crops are stated at the lower of cost or market. The cost for unharvested crops is based on accumulated production costs incurred during the eight month period from January 1 through August 31.
(f) Property, Buildings and Equipment

Property, buildings and equipment are stated at cost. Properties acquired from the Company's predecessor corporation in exchange for common stock issued in 1960, at the inception of the company, are stated on the basis of cost to the predecessor corporation. Property acquired as part of a land exchange trust is valued at the carrying value of the property transferred to the trust.

The breeding herd consists of purchased animals and animals raised on the ranch. Purchased animals are stated at cost. The cost of animals raised on the ranch is based on the accumulated cost of developing such animals for productive use.

Depreciation for financial reporting purposes is computed on straight-line and accelerated methods over the estimated useful lives of the various classes of depreciable assets.
method. Under this method, deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date.
(h) Earnings Per Share

Earnings per share has been computed by dividing net income by the weighted average number of common shares outstanding during the year.
(i) Cash Flows

For purposes of the cash flows, cash and cash investments include cash on hand and amounts due from banks with an original maturity of less than three months.
(j) Reclassifications

Certain amounts from 1996 and 1995 have been reclassified to conform to the 1997 presentation.
(k) Use of Estimates

In preparing the consolidated financial statements, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities. Actual results could differ significantly from those estimates. Although some variability is inherent in these estimates, management believes that the amounts provided are adequate.
(1) Financial Instruments and Accruals

The carrying amounts in the consolidated balance sheets for accounts receivable, accounts payable and accrued expenses approximate fair value, because of the immediate or short term maturity of these items. The carrying amounts reported for the Company's long-term debt approximate fair value, because the instrument is a variable rate note which reprices frequently.
(2) Marketable Securities Available for Sale

The Company has classified $100 \%$ of its investments in marketable securities as available-for-sale and, as such, the securities are carried at estimated fair value. Any unrealized gains and losses, net of related deferred taxes, are recorded as a net amount in a separate component of stockholders' equity until realized.

The amortized cost and estimated fair values of marketable securities available for sale at August 31, 1997 and 1996 (in thousands) were as follows:

| <TABLE> |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| <CAPTION> | 1997 |  |  |  | 1996 |  |  |  |
|  |  | Gross <br> Unrealized |  | Estimated Market Value | Cost | GrossUnrealized |  | Estimated <br> Market <br> Value |
|  | Cost | Gains | Losses |  |  | Gains | Losses |  |
| $\begin{array}{llll}\text { <S> } \\ \text { Equity } & \text { <C> }> & \text { <C> }\end{array}$ |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| securities | \$7,793 | \$1,450 | \$48 | \$ 9,195 | \$6,486 | \$421 | \$107 | \$6,800 |
| Debt |  |  |  |  |  |  |  |  |
| securities | 2,155 | 76 | 13 | 2,218 | 2,721 | 119 | 14 | 2,826 |
| Marketable securities available |  |  |  |  |  |  |  |  |
| for sale | \$9,948 | \$1,526 | \$61 | \$11,413 | \$9,207 | \$540 | \$121 | \$9,626 |
|  |  |  |  |  |  |  |  |  |

At August 31, 1997, debt instruments (net of mutual funds of $\$ 1,040,007$ ) are collectible as follows: $\$ 2,000$ within one year, $\$ 164,000$ between one and five years, $\$ 348,381$ between five and ten years, and $\$ 601,102$ thereafter.
</TABLE>
(3) Notes Receivable

Notes receivable include mortgage and other notes receivable.
Mortgage notes receivable arose principally from real estate sales. The balances (in thousands) at August 31, 1997 and 1996 are as follows:

<TABLE>
<CAPTION>
<S>

</TABLE>
At August 31, 1997, substantially all contracts and mortgages on retail land sales were collectible over periods ranging from 1 to 10 years with expected maturities as follows: $\$ 45$ thousand in 1998, $\$ 68$ thousand in 1999, $\$ 59$ thousand in 2000, $\$ 53$ thousand in 2001, $\$ 50$ thousand in 2002, and $\$ 108$ thousand thereafter.

At August 31, 1997, notes receivable, other than those from retail land sales, were collectible over periods ranging from 1 to 4 years with expected maturities as follows: $\$ 856$ thousand in 1998, \$178 thousand in 1999, \$8 thousand in 2000, and \$65 thousand in 2001.
(4) Inventories

A summary of the Company's inventories (in thousands) at August 31, 1997 and 1996 is shown below:

<TABLE>
<CAPTION>
<C>
Unharvested fruit crop on trees

Total inventories
\(\$ 16,387 \quad \$ 13,285\)
\(\qquad\)
\(\qquad\)
</TABLE>
Subject to prevailing market conditions, the Company may hedge up to $50 \%$ of its beef inventory by entering into cattle futures contracts to reduce exposure to changes in market prices. The Company has designated these agreements as a hedge and, therefore, any gains or losses anticipated under these agreements will be deferred, with the cost of the related cattle being adjusted when the contracts are settled.
(5) Property, Buildings and Equipment


The Company's citrus trees, fruit crop, unharvested sugarcane and cattle are partially uninsured.
(6) Indebtedness

The Company has unsecured financing agreements with commercial banks that permit the Company to borrow up to $\$ 3,000,000$ which is due on demand and up to $\$ 27,000,000$ which is due in January 1999. Under these agreements, there was no current debt as of August 31, 1997 and 1996. The total amount of long-term debt under this agreement at August 31, 1997 and 1996 was $\$ 12,856,000$ and $\$ 20,630,000$ respectively.

Interest cost expensed and capitalized (in thousands) during the three years ended August 31, 1997, 1996 and 1995 was as follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline & 1997 & 1996 & 1995 \\
\hline <S> & <C> & <C> & <C> \\
\hline Interest expense & \$ 444 & \$ 990 & \$1,176 \\
\hline Interest capitalized & 618 & 703 & 576 \\
\hline Total interest cost & \$1,062 & \$1,693 & \$1,752 \\
\hline
\end{tabular}
</TABLE>
(7) Employee Benefit Plans

The Company has a profit sharing plan covering substantially all employees.
The plan was established under Internal Revenue Code Section $401(\mathrm{k})$.
Contributions made to the profit sharing plan were $\$ 230,545, \$ 223,152$ and $\$ 217,968$ for the years ended August 31, 1997,1996 and 1995 , respectively.

Certain officers and employees also have employment contracts for additional retirement benefits, the cost of which is accruable on a present value basis over the remaining term of the employment agreements. The lives of such officers and employees have been insured as a means of funding such additional benefits. The accrued pension liability for these additional retirement benefits at August 31, 1997 and 1996 was $\$ 3,133$ and $\$ 56,088$, respectively.

Additionally, the Company implemented a nonqualified defined benefit retirement plan covering the officers and other key management personnel of the Company. The plan is being funded by the purchase of insurance contracts. The accrued pension liability for the nonqualified defined benefit retirement plan at August 31, 1997 and 1996 was $\$ 10,126$ and $\$ 28,029$, respectively.

Pension expenses for the additional retirement benefits were approximately $\$ 217,000$, \$191,000 and \$167,000 for the years ended August 31, 1997, 1996 and 1995 , respectively.
(8) Income Taxes

The provision for income taxes (in thousands) for the years ended August 31, 1997, 1996 and 1995 is summarized as follows:

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline <S> & <C> & <C> & <C> \\
\hline \multicolumn{4}{|l|}{Current:} \\
\hline Federal income tax & \$5,919 & \$1,974 & \$1,980 \\
\hline State income tax & 1,000 & 353 & 322 \\
\hline & 6,919 & 2,327 & 2,302 \\
\hline \multicolumn{4}{|l|}{Deferred:} \\
\hline Federal income tax & (207) & 48 & 2,911 \\
\hline State income tax & (35) & 5 & 311 \\
\hline & (242) & 53 & 3,222 \\
\hline Total provision for income taxes & \$6,677 & \$2,380 & \$5,524 \\
\hline & & & \\
\hline
\end{tabular}

Following is a reconciliation of the expected income tax expense computed at the U.S. Federal statutory rate of \(34 \%\) and the actual income tax provision (in thousands) for the years ended August 31, 1997, 1996 and 1995: <TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|}
\hline & 1997 & 1996 & 1995 \\
\hline <S> & <C> & <C> & <C> \\
\hline Expected income tax & \$6,069 & \$2,319 & \$4,918 \\
\hline \multicolumn{4}{|l|}{Increase (decrease) resulting from:} \\
\hline State income taxes, net of federal benefit & 648 & 248 & 525 \\
\hline Nontaxable interest and dividends & (120) & (174) & (180) \\
\hline Other reconciling items, net & 80 & (13) & 261 \\
\hline Total provision for income taxes & \$6,677 & \$2,380 & \$5,524 \\
\hline
\end{tabular}
</TABLE>
(8), Continued

Some items of revenue and expense included in the statement of operations may not be currently taxable or deductible on the income tax returns. Therefore, income tax assets and liabilities are divided into a current portion, which is the amount attributable to the current year's tax return, and a deferred portion, which is the amount attributable to another year's tax return. The revenue and expense items not currently taxable or deductible are called temporary differences.

At August 31, 1997 the Company had an unused charitable contribution carryover totaling $\$ 8,524,520$. Management estimates that $\$ 1,000,000$ will be used to reduce taxable income over the next three years. As a result, the estimated unusable portion of the carryover has been set up as the valuation amount in the deferred tax asset schedule below. The contribution carryover expires in 2000.

The tax effects of temporary differences that give rise to significant portions of the deferred tax assets and deferred tax liabilities are presented below (in thousands):

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|}
\hline & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Deferred Tax Assets:} \\
\hline Contribution carryover & \$ \((3,103)\) & \$ \((3,851)\) \\
\hline Less valuation allowance & 2,727 & 3,287 \\
\hline Net contribution carryover & (376) & (564) \\
\hline Beef cattle inventory & (131) & (136) \\
\hline Pension & (84) & (116) \\
\hline Prepaid sales commissions & (489) & - \\
\hline Other & (133) & (32) \\
\hline
\end{tabular}

Total gross deferred
(8), Continued
\begin{tabular}{|c|c|c|}
\hline & 1997 & 1996 \\
\hline <S> & <C> & <C> \\
\hline \multicolumn{3}{|l|}{Deferred Tax Liabilities:} \\
\hline Revenue recognized from citrus and sugarcane & 432 & 999 \\
\hline Deferred revenues & 3,011 & 3,134 \\
\hline Property and equipment (principally due to depreciation and soil and water deductions) & 9,265 & 8,208 \\
\hline Mortgage notes receivable & 348 & 643 \\
\hline Other & 740 & 313 \\
\hline Total gross deferred tax liabilities & 13,796 & 13,297 \\
\hline Net deferred income tax liabilities & \$12,583 & \$12,449 \\
\hline
\end{tabular}

\section*{</TABLE>}

The Company is currently under examination by the Internal Revenue Service for the years ended August 31, 1991, 1992, 1993 and 1994. When the examinations are resolved, any income taxes due will become currently payable. However, the majority of the proposed adjustments relate to the timing of certain income and expense items already provided for in the Company's deferred tax liability accounts.

Previously the Company had been under audit for the year ended August 31, 1990. A final settlement was reached in August of 1997. Payments totaling
approximately \(\$ 1.4\) million resulted in a refund due of approximately \(\$ 80\)
thousand. The items settled related to the timing of recognition of certain items previously expensed. The aforementioned payments increased interest expense by \(\$ 124,784\) and \(\$ 263,000\) during the fiscal years ended August 31, 1995 and 1996 , respectively.

The adjustments proposed to date for the years ended August 31, 1991 and 1992 would potentially result in \(\$ 3.3\) million of additional income tax payments. Management anticipates a settlement regarding these years to occur within the next twelve months. No adjustments have yet been proposed for the years ended August 31, 1993 and 1994
(9) Related Party Transactions

Citrus

Citrus revenues of \(\$ 20,065,303, \$ 20,386,090\) and \(\$ 17,398,420\) were recognized for a portion of citrus crops sold under a marketing agreement with Ben Hill Griffin, Inc. (Griffin) for the years ended August 31, 1997, 1996 and 1995, respectively. Griffin is the owner of 49.71 percent of the Company's common stock. Accounts receivable, resulting from citrus sales, include amounts due from Griffin totaling \(\$ 5,549,080\) and \(\$ 7,758,469\) at August 31, 1997 and 1996 , respectively. These amounts represent estimated revenues to be received periodically under pooling agreements as the sale of pooled products is completed.

Harvesting, marketing, and processing costs, related to the citrus sales noted above, totaled \(\$ 7,335,825, \$ 6,099,481\), and \(\$ 5,732,506\) for the years ended August 31, 1997, 1996 and 1995, respectively. In addition, Griffin provided the harvesting services for citrus sold to an unrelated processor The aggregate cost of these services was \$779,715, \$767,144 and \$764,082 for the years ended August 31, 1997, 1996 and 1995, respectively. The accompanying balance sheets include accounts payable to Griffin for citrus production, harvesting and processing costs in the amount of \(\$ 383,614\) and \(\$ 484,789\) at August 31, 1997 and 1996, respectively.

The Company purchased fertilizer and other miscellaneous supplies, services, and operating equipment from Griffin, on a competitive bid basis, for use in its cattle, sugarcane, sod and citrus operations. Such purchases totaled \(\$ 4,451,224, \$ 5,535,086\) and \(\$ 4,190,784\) during the years ended August 31, 1997, 1996 and 1995, respectively.
(10) Commitment

During October 1992 the Company entered into an agreement to donate land, improvements and other items, to the State of Florida, to be used as a site for a new university. The gift included 975 acres of land, road construction, engineering and planning services, assistance with utility costs and academic chairs. The commitment was recorded as a contribution in May 1994 when the title to the land was transferred. Costs related to road construction have been accrued and capitalized into land. Other costs will be expensed as incurred.
(11) Business Segment Information

The Company is primarily engaged in agricultural operations, which are subject to risk including market prices, weather conditions and environmental concerns. The Company is also engaged in retail land sales and, from time to time, sells real estate considered surplus to its operating needs. Information about the Company's operations (in thousands) for the years ended August 31, 1997, 1996 and 1995 is summarized as follows:
<TABLE>
<CAPTION>

\begin{tabular}{|c|c|c|c|c|c|c|}
\hline <S> & < & & < & > & & \\
\hline Depreciation, depletion & & zation: & & & & \\
\hline Agriculture: & & & & & & \\
\hline Citrus & \$ & 1,818 & \$ & 1,706 & \$ & 1,731 \\
\hline Sugarcane & & 909 & & 925 & & 937 \\
\hline Ranch & & 1,101 & & 1,040 & & 1,035 \\
\hline Sod & & 17 & & 49 & & 81 \\
\hline Farm lands & & 19 & & 11 & & 5 \\
\hline Heavy equipment & & 306 & & 311 & & 295 \\
\hline Total agriculture & & 4,170 & & 4,042 & & 4,084 \\
\hline General corporate & & 70 & & 94 & & 93 \\
\hline Consolidated total & \$ & 4,240 & \$ & 4,136 & \$ & 4,177 \\
\hline Identifiable assets: & & & & & & \\
\hline Agriculture: & & & & & & \\
\hline Citrus & \$ & 45,361 & \$ & 47,874 & \$ & 43,449 \\
\hline Sugarcane & & 23,746 & & 22,846 & & 22,154 \\
\hline Ranch & & 16,355 & & 13,710 & & 12,619 \\
\hline Sod & & 379 & & 247 & & 1,474 \\
\hline Farm lands & & 1,561 & & 1,240 & & 887 \\
\hline Heavy equipment & & 1,246 & & 1,461 & & 1,699 \\
\hline Total agriculture & & 88,648 & & 87,378 & & 82,282 \\
\hline Real estate & & 9,835 & & 10,177 & & 10,417 \\
\hline General corporate & & 19,240 & & 16,949 & & 16,308 \\
\hline Consolidated total & & 17,723 & & 14,504 & & 09,007 \\
\hline
\end{tabular}
</TABLE>

Identifiable assets represents assets on hand at year-end which are allocable to a particular segment either by their direct use or by allocation when used jointly by two or more segments. General corporate assets consist principally of cash, temporary investments, mortgage notes receivable and property and equipment used in general corporate business.
<TABLE>
<CAPTION>
SELECTED QUARTERLY FINANCIAL DATA (UNAUDITED)

Summarized quarterly financial data (in thousands except for per share amounts) for the years ended August 31, 1997 and August 31, 1996, is as follows:

Quarters Ended
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{4}{|r|}{\[
\begin{array}{cr}
\text { November } & 30, \\
1996 & 1995
\end{array}
\]} & \multicolumn{4}{|l|}{\[
\begin{array}{cc}
\text { Feb. 28, Feb. 29, } \\
1997 & 1996
\end{array}
\]} & \multicolumn{4}{|c|}{May 31,} & \multicolumn{4}{|r|}{August 31,} \\
\hline <S> & & C> & & > & & C> & & C> & & C> & & C> & & > & & > \\
\hline \multicolumn{17}{|l|}{Revenue:} \\
\hline Citrus & \$ & 2,093 & \$ & 4,170 & \$ & 9,826 & \$ & 7,133 & \$ & 8,527 & & 8,721 & \$ & 1,841 & \$ & 2,942 \\
\hline Sugarcane & & 1,078 & & 1,386 & & 3,518 & & 4,022 & & 153 & & 355 & & 218 & & 88 \\
\hline Ranch & & 838 & & 1,535 & & 1,661 & & 196 & & 1,741 & & 1,533 & & 636 & & 532 \\
\hline Property sales & & 24 & & 17 & & 11,384 & & 80 & & 15 & & 91 & & 330 & & 363 \\
\hline Interest & & 244 & & 352 & & 351 & & 260 & & 353 & & 234 & & 189 & & 187 \\
\hline Other revenues & & 535 & & 364 & & 494 & & 429 & & 661 & & 506 & & 723 & & 592 \\
\hline Total revenue & & 4,812 & & 7,824 & & 27,234 & & 12,120 & & 11,450 & & 11,440 & & 3,937 & & 4,704 \\
\hline \multicolumn{17}{|l|}{Costs and expenses:} \\
\hline Citrus & & 1,789 & & 3,375 & & 8,596 & & 5,631 & & 5,916 & & 5,090 & & 1,136 & & 1,286 \\
\hline Sugarcane & & 828 & & 1,051 & & 3,263 & & 3,147 & & - & & - & & 45 & & (51) \\
\hline Ranch & & 566 & & 1,529 & & 1,344 & & 144 & & 1,642 & & 3,198 & & 559 & & 558 \\
\hline Interest & & 249 & & 136 & & 60 & & 173 & & 73 & & 487 & & 62 & & 194 \\
\hline Other & & 816 & & 748 & & 744 & & 866 & & 673 & & 585 & & 1,222 & & 1,122 \\
\hline Total costs and expenses & & 4,248 & & 6,839 & & 14,007 & & 9,961 & & 8,304 & & 9,360 & & 3,024 & & 3,109 \\
\hline \multicolumn{17}{|l|}{Income before} \\
\hline Provision for income taxes & & 182 & & 338 & & 4,970 & & 759 & & 1,154 & & 857 & & 371 & & 426 \\
\hline Net income & \$ & 382 & \$ & 647 & \$ & 8,257 & & \$ 1,400 & \$ & 1,992 & & \$ 1,223 & \$ & 542 & \$ & 1,169 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|c|}
\hline \multicolumn{17}{|l|}{Net income
per share} \\
\hline
\end{tabular}

The weighted average number of shares outstanding totaled \(7,027,827\) shares during each of the periods presented above.
</TABLE>

Item 9.
Disagreements on Accounting and Financial Disclosure.

There were no disagreements on accounting and financial disclosures.

PART III

Item 10.
Directors and Executive Officers of the Registrant.

For information with respect to the executive officers of the registrant, see "Executive Officers of the Registrant" at the end of Part I of this report.

The information called for regarding directors is incorporated by reference to Proxy Statement dated November 10, 1997.
Item 11. Executive Compensation.

Item 12. Security Ownership of Certain Beneficial Owners and
Management .

Item 13. Certain Relationships and Related Transactions.

Information called for by Items 11, 12 and 13 is incorporated by reference to Proxy Statement dated November 10, 1997.

\section*{PART IV}

Item 14. Exhibits, Financial Statement Schedules and Reports
on Form 8-K.
(a)1. Financial Statements:

Included in Part II, Item 8 of this Report
Report of Independent Certified Public Accountants
Consolidated Balance Sheets - August 31, 1997 and 1996
Consolidated Statements of Operations - For the Years Ended
August 31, 1997, 1996 and 1995
Consolidated Statements of Stockholders' Equity - For the

Consolidated Statements of Cash Flows - For the Years Ended August 31, 1997, 1996 and 1995
(a)2. Financial Statement Schedules:

Selected Quarterly Financial Data - For the Years Ended August 31, 1997 and 1996 - Included in Part II, Item 8

Schedule I - Marketable Securities and Other Investments For Year Ended August 31, 1997

Schedule V - Property, Plant and Equipment - For the Years Ended August 31, 1997, 1996 and 1995

Schedule VI - Reserves for Depreciation, Depletion and Amortization of Property, Plant and Equipment - For the Years Ended August 31, 1997, 1996 and 1995

Schedule IX - Supplementary Income Statement Information For the Years Ended August 31, 1997, 1996 and 1995

All other schedules not listed above are not submitted because they are not applicable or not required or because the required information is included in the financial statements or notes thereto.
(a)3. Exhibits:
(3) Articles of Incorporation: *

Schedule I - Restated Certificate of Incorporation, Dated February 17, 1972
Schedule II - Certificate of Amendment to Certificate of Incorporation, Dated January 14, 1974
Schedule III - Amendment to Articles of Incorporation, Dated January 14, 1987
Schedule IV - Amendment to Articles of Incorporation, Dated December 27, 1988
Schedule V - By-Laws of Alico, Inc., Amended to September 13, 1994
(4) Instruments Defining the Rights of Security Holders, Including Indentures - Not Applicable
(9) Voting Trust Agreement - Not Applicable
(10) Material Contracts - Citrus Processing and Marketing Agreement with Ben Hill Griffin, Inc., dated November 2, 1983, a Continuing Contract. *
(11) Statement - Computation of Per Share Earnings
(12) Statement - Computation of Ratios
(18) Change in Accounting Principal - Not Applicable
(19) Annual Report to Security Holders - By Reference
(21) Subsidiaries of the Registrant - Not Applicable
(22) Published Report Regarding Matters Submitted to Vote of Security Holders - Not Applicable
(23) Consents of Experts and Counsel - Not Applicable
(24) Power of Attorney - Not Applicable
(28) Information From Reports Furnished to State Insurance Regulatory Authorities - Not Applicable
(99) Additional Exhibits - None
(b) 3. Reports on Form 8-K:

Form 8-K dated December 3, 1996 regarding re-election of Directors and election of Officers.
* Material has been filed with Securities and Exchange Commission and NASDAQ and may be obtained upon request.

ALICO, INC.
SCHEDULE I

Marketable Securities and Other Investments
August 31, 1997

\section*{COLUMN A}

COLUMN B
COLUMN C
COLUMN D
COLUMN E

</TABLE>
<TABLE>
<CAPTION>
ALICO, INC.
SCHEDULE V

PROPERTY, PLANT AND EQUIPMENT
\begin{tabular}{|c|c|c|c|c|c|}
\hline COLUMN A & COLUMN B & COLUMN C & COLUMN D & COLUMN E & COLUMN F \\
\hline Description & Balance Beginning of Period & Additions at Cost & Retirements or Sales & \begin{tabular}{l}
Other Changes \\
Debit and/or Credit-Describe
\end{tabular} & Balance at Close of Period \\
\hline \multicolumn{6}{|l|}{For Year Ended August 31, 1997} \\
\hline <C> & <C> & <C> & <C> & <C> & <C> \\
\hline Land & \$14,504,916 & \$ 334,165 & \$ 470,119 & \$ & \$14,368,962 \\
\hline Roads & 745,525 & 207,656 & & & 953,181 \\
\hline Agricultural Land Preparation & 9,906 & & & & 9,906 \\
\hline Forest Improvements & 100,026 & & & & 100,026 \\
\hline Pasture Improvements & 2,801,321 & 155,453 & & & 2,956,774 \\
\hline Buildings & 3,037,575 & 6,007 & 70,096 & & 2,973,486 \\
\hline \multicolumn{6}{|l|}{Feeding and Watering Facilities} \\
\hline Water Control Facilities & 871,337 & & 866,000 & & 5,337 \\
\hline Fences & 270,133 & 34,484 & 12,420 & & 292,197 \\
\hline Cattle Pens & 134,955 & & & & 134,955 \\
\hline \multicolumn{6}{|l|}{Citrus Groves, Including} \\
\hline Irrigation Systems & 38,634,654 & 1,532,126 & 1,744,166 & & 38,422,614 \\
\hline Equipment & 6,999,963 & 563,979 & 283,365 & & 7,280,577 \\
\hline Breeding Herd & 13,184,291 & 935,625 & 1,993,227 & & 12,126,689 \\
\hline Sugarcane-Land Preparation, Etc. & 14,304,486 & 1,603,607 & 630,792 & & 15,277,301 \\
\hline Sod-Land Preparation, Etc. & 141,922 & 39,016 & & & 180,938 \\
\hline
\end{tabular}

</TABLE>
<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|c|}
\hline COLUMN A & COLUMN B & COLUMN C & COLUMN D & COLUMN E & COLUMN F \\
\hline Description & Balance Beginning of Period & Additions at Cost & Retirements or Sales & Other Changes Debit and/or Credit-Describe & Balance at Close of Period \\
\hline \multicolumn{6}{|l|}{For the Year Ended August 31, 1996} \\
\hline <C> & <C> & <C> & <C> & <C> & <C> \\
\hline Land & \$14,409,797 & \$ 133,396 & \$ 38,277 & \$ & \$14,504,916 \\
\hline Roads & 489,213 & 256,312 & & & 745,525 \\
\hline Agricultural Land Preparation & 9,906 & & & & 9,906 \\
\hline Forest Improvements & 100,026 & & & & 100,026 \\
\hline Pasture Improvements & 2,363,419 & 434,194 & & 3,708 * & 2,801,321 \\
\hline Buildings & 3,034,835 & 82,938 & 80,198 & & 3,037,575 \\
\hline \multicolumn{6}{|l|}{\begin{tabular}{l}
Feeding and Watering Facilities \\
for Cattle Herd \\
36,486 \\
419
\[
36,067
\]
\end{tabular}} \\
\hline Water Control Facilities & 871,337 & & & & 871,337 \\
\hline Fences & 228,811 & 47,066 & 5,744 & & 270,133 \\
\hline Cattle Pens & 155,219 & & 20,264 & & 134,955 \\
\hline \multicolumn{6}{|l|}{Citrus Groves, Including} \\
\hline Equipment & 6,815,062 & 328,372 & 143,471 & & 6,999,963 \\
\hline Breeding Herd & 12,094,179 & 2,165,878 & 1,075,766 & & 13,184,291 \\
\hline Sugarcane-Land Prep.,Etc. & 12,907,640 & 715,188 & & 681,658 * & 14,304,486 \\
\hline Sod-Land Preparation, Etc. & 1,118,258 & 44,615 & 335,585 & \((685,366)\) * & 141,922 \\
\hline Farm Land Preparation & 892,218 & 360,158 & & & 1,252,376 \\
\hline & \$91,703,367 & \$7,141, 814 & \$1,815,728 & \$ 0 & \$97,029,453 \\
\hline
\end{tabular}
* Reclassification
(/TABLE>
</TABLE>
<TABLE>
<CAPTION>

ALICO, INC.
SCHEDULE V
PROPERTY, PLANT AND EQUIPMENT
\begin{tabular}{|c|c|c|c|c|c|}
\hline COLUMN A & COLUMN B & COLUMN C & COLUMN D & COLUMN E & COLUMN F \\
\hline Description & Balance Beginning of Period & Additions at Cost & Retirements or Sales & \begin{tabular}{l}
Other Changes \\
Debit and/or Credit-Describe
\end{tabular} & Balance at Close of Period \\
\hline
\end{tabular}

For Year Ended August 31, 1995
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline <S> & <C> & <C> & <C> & <C> & & <C> \\
\hline Land & \$14,574,228 & \$ 159,902 & \$ 324,333 & & & \$14,409,797 \\
\hline Roads & 403,107 & 86,106 & & & & 489,213 \\
\hline Agricultural Land Preparation & 9,906 & & & & & 9,906 \\
\hline Forest Improvements & 102,818 & & 2,792 & & & 100,026 \\
\hline Pasture Improvements & 1,997,036 & 366,383 & & & & 2,363,419 \\
\hline Buildings & 2,907,306 & 147,043 & 19,514 & & & 3,034,835 \\
\hline Feeding and Watering Facilities for Cattle Herd & 3 32,886 & 3,600 & & & & 36,486 \\
\hline Water Control Facilities & 871,337 & & & & & 871,337 \\
\hline Fences & 188,806 & 79,107 & 39,102 & & & 228,811 \\
\hline Cattle Pens & 118,149 & 44,658 & 7,588 & & & 155,219 \\
\hline Citrus Groves, Including Irrigation Systems & 32,761,874 & 3,611,450 & 196,363 & & & 36,176,961 \\
\hline Equipment & 5,980,970 & 1,386,613 & 552,521 & & & 6,815,062 \\
\hline Breeding Herd & 10,979,640 & 1,622,552 & 508,013 & & & 12,094,179 \\
\hline Sugarcane-Land Preparation, Etc. & 12,761,667 & 629,125 & 483,152 & & & 12,907,640 \\
\hline Sod-Land Preparation, Etc. & 1,080,849 & 48,305 & 10,896 & & & 1,118,258 \\
\hline Farm Land Preparation & 736,778 & 155,440 & & & & 892,218 \\
\hline & \$85,507,357 & \$8,340,284 & \$2,144,274 & & \$0 & \$91,703,367 \\
\hline </TABLE> & & & & & & \\
\hline
\end{tabular}
<TABLE>
<CAPTION>

ALICO, INC.
SCHEDULE VI

Reserves for Depreciation, Depletion and Amortization of Property, Plant and Equipment
\begin{tabular}{llllll} 
COLUMN A & COLUMN B & COLUMN C
\end{tabular}

For Year Ended August 31, 1997
\begin{tabular}{|c|c|c|c|c|c|}
\hline <S> & <C> & <C> & <C> & <C> & <C> \\
\hline Buildings & \$ 1,152,448 & \$ 139,550 & \$ 70,096 & & \$ 1,221,902 \\
\hline Feeding and Watering Facilities for Cattle Herd & 24,044 & 1,915 & 1,900 & & 24,059 \\
\hline Water Control Facilities & 866,000 & & 866,000 & & 0 \\
\hline Fences & 112,016 & 24,421 & 12,420 & & 124,017 \\
\hline Cattle Pens & 43,362 & 13,951 & & & 57,313 \\
\hline Citrus Groves, Including Irrigation Systems & 10,189,551 & 1,448,900 & 1,744,166 & & 9,894,285 \\
\hline Equipment & 4,106,878 & 822,968 & 283,365 & & 4,646,481 \\
\hline Breeding Herd & 7,518,756 & 939,309 & 1,596,516 & & 6,861,549 \\
\hline Roads & 10,731 & 21,366 & & & 32,097 \\
\hline Sugarcane-Land Preparation, Etc. & 3,683,734 & 807,626 & 630,791 & & 3,860,569 \\
\hline Sod-Land Preparation, Etc. & 2,054 & 1,903 & & & 3,957 \\
\hline Farm Land Preparation & 19,353 & 18,208 & & & 37,561 \\
\hline & \$27, 728,927 & \$4,240,117 & \$5,205,254 & \$0 & \$26,763,790 \\
\hline
\end{tabular}
</TABLE>
<TABLE>
<CAPTION>
ALICO, INC.
SChedule vi
Reserves for Depreciation, Depletion and Amortization of Property, Plant and Equipment
\begin{tabular}{|c|c|c|c|c|c|}
\hline COLUMN A & COLUMN B & COLUMN C & COLUMN D & COLUMN E & COLUMN F \\
\hline Description & Balance Beginning of period & Additions Charged to Profit \& Loss of Income & Retirements & \begin{tabular}{l}
Other Changes \\
Add (Deduct) Describe
\end{tabular} & Balance at Close of Period \\
\hline \multicolumn{6}{|l|}{For the Year Ended August 31, 1996} \\
\hline <C> & <C> & <C> & <C> & <C> & <C> \\
\hline Buildings & \$ 1,092,981 & \$ 139,665 & \$ 80,198 & \$ & \$ 1,152,448 \\
\hline \multicolumn{6}{|l|}{Feeding and Watering Facilities} \\
\hline Water Control Facilities & 866,000 & & & & 866,000 \\
\hline Fences & 96,330 & 21,430 & 5,744 & & 112,016 \\
\hline Cattle Pens & 49,676 & 13,951 & 20,265 & & 43,362 \\
\hline Citrus Groves, Including Irrigation Systems & 9,002,178 & 1,303,376 & 116,003 & & 10,189,551 \\
\hline Equipment & 3,329,601 & 904,448 & 127,171 & & 4,106,878 \\
\hline Breeding Herd & 7,559,946 & 867,887 & 909,077 & & 7,518,756 \\
\hline Roads & 0 & 10,731 & & & 10,731 \\
\hline Sugarcane-Land Prep.,Etc. & 2,752,281 & 827,397 & & 104,056 * & 3,683,734 \\
\hline Sod-Land Preparation, Etc. & 174,201 & 33,524 & 101,615 & \((104,056)\) * & 2,054 \\
\hline Farm Land Preparation & 8,151 & 11,202 & & & 19,353 \\
\hline & \$24,953,086 & \$4,136,333 & \$1,360,492 & \$ 0 & \$27, 728,927 \\
\hline
\end{tabular}
* Reclassification
</TABLE>
<TABLE>
<CAPTION>
ALICO, INC.
SCHEDULE VI
Reserves for Depreciation, Depletion and Amortization of Property, Plant and Equipment
\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline COLUMN A & & COLUMN B & COLUMN C & & UMN D & COLUMN E & COLUMN F \\
\hline Description & \multicolumn{2}{|r|}{Balance Beginning of Period} & Additions Charged to Profit \& Loss or Income & \multicolumn{2}{|l|}{Retirements} & \begin{tabular}{l}
Other Changes \\
Add (Deduct) Describe
\end{tabular} & Balance at Close of Period \\
\hline \multicolumn{8}{|l|}{For the Year Ended August 31, 1995} \\
\hline <S> & \multicolumn{2}{|l|}{<C>} & <C> & \multicolumn{2}{|l|}{<C>} & \multirow[t]{3}{*}{<C>} & <C> \\
\hline Forest Improvements & \$ & 2,792 & \$ & \$ & 2,792 & & \$ 0 \\
\hline Buildings & & 974,796 & 137,700 & & 19,515 & & 1,092,981 \\
\hline \multicolumn{8}{|l|}{Feeding and Watering Facilities} \\
\hline Water Control Facilities & & 707,510 & 158,490 & & & & 866,000 \\
\hline Fences & & 121,246 & 14,187 & & 39,103 & & 96,330 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline Cattle Pens & 45,006 & 12,258 & 7,588 & & 49,676 \\
\hline Citrus Groves, Including Irrigation System & 7,834,438 & 1,364,102 & 196,362 & & 9,002,178 \\
\hline Equipment & 2,924,537 & 866,991 & 461,927 & & 3,329,601 \\
\hline Breeding Herd & 7,120,195 & 855,410 & 415,659 & & 7,559,946 \\
\hline Sugarcane-Land Preparation, Etc. & 2,521,318 & 714,115 & 483,152 & & 2,752,281 \\
\hline Sod-Land Preparation, Etc. & 129,539 & 46,514 & 1,852 & & 174,201 \\
\hline Farm Land Preparation & 3,426 & 4,725 & & & 8,151 \\
\hline & \$22,403, 837 & \$4,177,199 & \$1,627,950 & \$0 & \$24,953,086 \\
\hline
\end{tabular}
</TABLE>
<TABLE>
<CAPTION>

\section*{ALICO, INC}

SCHEDULE IX

SUPPLEMENTARY INCOME STATEMENT INFORMATION

</TABLE>
Computation of Weighted Average Shares Outstanding as of August 31, 1997:
Number of shares outstanding at August 31, 1996 7,027,827

Number of shares outstanding at August 31, 1997
7,027,827
$\qquad$

Weighted Average 9/1/96 - 8/31/97

## ALICO, INC.

1996 Current Assets | Current Liabilities | $\$ 34,876,632$ |
| ---: | :--- |
|  | $5,114,866$ |

Current Liabilities 5,114,866
$34,876,632$ divided by $5,114,866=6.82: 1$

1997 Current Assets \$37,887,320 Current Liabilities 4,988,115 $37,887,320$ divided by $4,988,115=7.59: 1$

Pursuant to the requirements of Section 13 of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

ALICO, INC.
(Registrant)

February 24, 1998
Date

February 24, 1998
Date

Ben Hill Griffin, III
President, Chief Executive
Officer and Director
(Signature)
W. Bernard Lester

Executive Vice President, Chief Operating Officer and Director
(Signature)
L. Craig Simmons

Vice President and
Chief Financial Officer
(Signature)

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the date indicated:
J. C. Barrow, Jr
Director
K. E. Hartsaw

Director
Director
(Signature)
(Signature)

Walker E. Blount, Jr.
Lloyd G. Hendry
Director
Director
(Signature)
(Signature)

Ben Hill Griffin, IV
Thomas E. Oakley
Director
Director
(Signature)
(Signature)

John C. Updike
Director
(Signature)
February 24, 1998
Date

<TABLE> <S> <C>
<ARTICLE> 5
<LEGEND>
THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE BALANCE SHEET AND STATEMENT OF STOCKHOLDERS' EQUITY OF ALICO, INC. AND SUBSIDIARY AS OF AUGUST 31, 1997 AND THE RELATED STATEMENTS OF OPERATIONS AND CASH FLOWS FOR THE YEAR THEN ENDED AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.
</LEGEND>
\begin{tabular}{|c|c|c|c|}
\hline <S> & <C> & <C> & <C> \\
\hline <PERIOD-TYPE> & YEAR & YEAR & YEAR \\
\hline <FISCAL-YEAR-END> & AUG-31-1997 & AUG-31-1996 & AUG-31-1995 \\
\hline <PERIOD-START> & SEP-01-1996 & SEP-01-1995 & SEP-01-1994 \\
\hline <PERIOD-END> & AUG-31-1997 & AUG-31-1996 & AUG-31-1995 \\
\hline <CASH> & 1459765 & 1428059 & 1148733 \\
\hline <SECURITIES> & 11412915 & 9626025 & 9410936 \\
\hline <RECEIVABLES> & 8358049 & 10413269 & 8017596 \\
\hline <ALLOWANCES> & 0 & 0 & 0 \\
\hline <INVENTORY> & 16387128 & 13284527 & 13057136 \\
\hline <CURRENT-ASSETS> & 37887320 & 34876632 & 31735862 \\
\hline <PP\&E> & 96709440 & 97029453 & 91703367 \\
\hline <DEPRECIATION> & (26763790) & (27728927) & (24953086) \\
\hline <TOTAL-ASSETS> & 117722725 & 114503573 & 109007179 \\
\hline <CURRENT-LIABILITIES> & 4988115 & 5114866 & 5656454 \\
\hline <BONDS> & 0 & 0 & 0 \\
\hline <COMMON> & 7027827 & 7027827 & 7027827 \\
\hline <PREFERRED-MANDATORY> & 0 & 0 & 0 \\
\hline <PREFERRED> & 0 & 0 & 0 \\
\hline <OTHER-SE> & 81124718 & 70354827 & 68378429 \\
\hline <TOTAL-LIABILITY-AND-EQUITY> & 117722725 & 114503573 & 109007179 \\
\hline <SALES> & 46295749 & 35055712 & 38572798 \\
\hline <TOTAL-REVENUES> & 47432677 & 36088836 & 39570983 \\
\hline <CGS> & 26165789 & 25452728 & 21415130 \\
\hline <TOTAL-COSTS> & 26165789 & 25452728 & 21415130 \\
\hline <OTHER-EXPENSES> & 2972863 & 2826422 & 2514573 \\
\hline <LOSS-PROVISION> & 0 & 0 & 0 \\
\hline <INTEREST-EXPENSE> & 444217 & 990082 & 1175599 \\
\hline <INCOME-PRETAX> & 17849808 & 6819604 & 14465681 \\
\hline <INCOME-TAX> & 6677116 & 2380414 & 5524311 \\
\hline <INCOME-CONTINUING> & 11172692 & 4439190 & 8941370 \\
\hline <DISCONTINUED> & 0 & 0 & 0 \\
\hline <EXTRAORDINARY> & 0 & 0 & 0 \\
\hline <CHANGES> & 0 & 0 & 0 \\
\hline <NET-INCOME> & 11172692 & 4439190 & 8941370 \\
\hline <EPS-PRIMARY> & 1.59 & . 63 & 1.27 \\
\hline <EPS-DILUTED> & 1.59 & . 63 & 1.27 \\
\hline
\end{tabular}
</TABLE>
