

QUARTERLY REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934

For nine months ended May 31, 1995

TRANSITION REPORT PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from 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 of organization) | (I.R.S. Employer |
| P. O. Box 338, La Belle, FL | 33935 |
| (Address of principal executive offices) | (Zip Code) |
| Registrant's telephone number, including area code | $813 / 675-2966$ |

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 X No

There were $7,027,827$ shares of common stock, par value $\$ 1.00$ per share, outstanding at July 14, 1995.
<TABLE>
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PART I. FINANCIAL INFORMATION
Item 1. Financial Statements

ALICO, INC. AND SUBSIDIARY
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS (See Accountants' Review Report)
(Unaudited)
Three Months Ended May 31, 19951994

| <C $\rangle$ | <C $\rangle$ |
| ---: | ---: |
| $\$ 6,104,297$ | $\$ 5,003,313$ |
| 847,565 | $1,102,100$ |
| $1,209,980$ | $1,356,222$ |
| 222,144 | 324,518 |
| 329,898 | 307,029 |
| 39,040 | 52,662 |
| 60,905 | $4,065,524$ |
| 238,342 | 192,756 |
| 12,529 | 11,967 |
|  |  |
| $9,064,700$ | $12,416,091$ |


| $4,633,091$ | $3,798,896$ |
| ---: | ---: |
| 485,693 | 585,025 |
| 975,349 | 972,095 |
| 129,156 | 151,049 |
| 406,694 | 208,358 |
| 513,377 | $1,305,836$ |

3,798,896 972,095 151,049 , 305,836
(Unaudited)
Nine Months Ended May 31, 19951994


| $\$ 16,354,582$ |
| ---: |
| $5,870,393$ |
| $2,150,968$ |
| 712,832 |
| 500,659 |
| 92,982 |
| 97,129 |
| 758,720 |
| 58,912 |

$6,650,841$
3,310,253 829,436
469,495 103,632
4,225,789 789,492
$\qquad$
$32,515,631$
Cost and expenses:
Citrus production, harvesting and marketing
Sugarcane production and harvesting Ranch
Real estate expenses
Interest
Other, general and administrative
$7,143,360$

| $1,921,340$ |
| ---: |
| 694,279 |
| $1,227,061$ |
| $61,133,759$ |
| - |

$\$ 62,360,820$

|  |
| :--- |
| $7,027,827$ |
| $\$$ |
| $\$$ |


| $7,021,259$ |
| ---: |
| $5,394,832$ |
| $1,918,665$ |

21, 653, 237
$22,483,118$
$10,032,513$
3,517,101
$6,515,412$
$54,255,607$
$(1,054,174)$
$\$ 59,716,845$
$7,027,827$
.93
.15
<EN>
See accompanying notes to condensed consolidated financial statements. </TABLE>
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ALICO, INC. AND SUBSIDIARY

| (Unaudited) |
| :---: |
| May 31, 1995 |

(Audited)
August 31,1994
<C>
\$ 967,196
8,693,865
7, 618,943
$10,681,350$
189,120
190,543

28,341,017
3,131,465
6,757,549
810,677
40, 470
85,507,357
$(22,403,837)$
\$102,184,698

Total assets
\$106,616,082
$\qquad$

|  | (Unaudited) | (Audited) |
| :---: | :---: | :---: |
| <S> LIABILITIES | May 31, 1995 | August 31, 1994 |
|  |  |  |
|  | <C> | <C> |
| Current liabilities: |  |  |
| Accounts payable | \$ 1,176,926 | \$ 1,386,912 |
| Due to profit sharing plan | - | 248,594 |
| Accrued donation (See Note 6) | 1,908,468 | 2,103,051 |
| Accrued expenses | 968,526 | 1,297,862 |
| Income taxes payable | 468,897 | 56,303 |
| Deferred income taxes | 335,586 | 567,426 |
| Note payable to bank, current portion | 593,000 | - |
| Total current liabilities | 5,451,403 | 5,660,148 |
| Note payable to bank, long-term | 22,000,000 | 18,713,998 |
| Deferred income taxes | 9,254,119 | 9,424,707 |
| Deferred retirement benefits | 521,913 | 428,741 |
| Total liabilities | 37,227,435 | 34,227,594 |
| STOCKHOLDERS' EQUITY |  |  |
| Common stock | \$ 7,027,827 | \$ 7,027,827 |
| Retained earnings | 62,360,820 | 60,929,277 |
| Total stockholders' equity | 69,388,647 | 67,957,104 |
| Total liabilities and stockholders' equity | \$106,616,082 | \$102,184,698 |
|  |  |  |

<EN>
See Accompanying notes to condensed consolidated financial statements. </TABLE>
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ALICO, INC. AND SUBSIDIARY
FORM 10-Q
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(See Accountants' Review Report)

| (Unaudited) |
| :---: |
| Nine Months Ended May 31, |
| 1995 |

Cash flows from operating activities:

```
Adjustments to reconcile net income to cash provided from (used for) operating activities: Depreciation
Accrued donation
Net decrease in current assets and liabilities Deferred income taxes Other
```

Net cash provided from operating activities
Cash flows from (used for) investing activities:
Purchases of property and equipment
Proceeds from sales of property and equipment Purchases of marketable securities
Proceeds from sales of marketable securites

Net cash used for investing activities

Cash flows from (used for) financing activities:
Notes receivable collections
695,609
$(9,570,000)$
112,068
$(7,050,025)$

```
Net cash provided from financing activities
Net increase (decrease) in cash and cash investments
```

$2,817,654$
$(467,557)$

Supplemental disclosures of cash flow information: Cash paid for interest, net of amount capitalized

| $\$$ | 113,667 |  | \$ 270,608 |
| :--- | :--- | :--- | :--- |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

Cash paid for income taxes
$\$ 1,744,600$
<FN>
See accompanying notes to condensed consolidated financial statements </TABLE>

ALICO, INC. AND SUBSIDIARY
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(See Accountants' Review Report)

1. Basis of financial statement presentation:

The accompanying condensed consolidated financial statements include the accounts of the Company and its wholly owned subsidiary, Saddlebag Lake Resorts, Inc., after elimination of all significant intercompany balances and transactions.

The accompanying unaudited condensed consolidated financial statements have been prepared on a basis consistent with the accounting principles and policies reflected in the Company's annual report for the year ended August 31, 1994. In the opinion of Management, the accompanying unaudited condensed consolidated financial statements contain all adjustments (consisting only of normal recurring accruals) necessary for a fair presentation of its consolidated financial position at May 31, 1995 and August 31, 1994 and the consolidated results of operations and cash flows for the nine months ended May 31, 1995 and 1994.

The basic business of the Company is agriculture which is of a seasonal nature and subject to the influence of natural phenomena and wide price fluctuations. Fluctuation in the market prices for citrus fruit has caused the Company to recognize additional revenue from the prior year's crop totaling $\$ 1,770,146$ in 1995 and $\$ 1,697,547$ in 1994. The results of operations for the stated periods are not necessarily indicative of results to be expected for the full year.

## 2. Recognition of revenue for real estate sales

Mortgage notes receivable are recorded under the accrual method of accounting. Under this method, a sale is not recognized until payment is received, including interest, aggregating $10 \%$ of the contract sales price for residential properties and $20 \%$ for commercial properties.

The Company has entered into an option agreement for the sale of certain property at a purchase price of approximately $\$ 8,300,000$ with an estimated gross profit of approximately $\$ 7,900,000$.
3. Inventories:

A summary of the Company's inventories is shown below:

|  | $\begin{gathered} \text { May } 31 \\ 1995 \end{gathered}$ | $\begin{gathered} \text { August 31, } \\ 1994 \end{gathered}$ |
| :---: | :---: | :---: |
| Unharvested fruit crop on trees | \$ 4,712,561 | \$ 5,936,629 |
| Unharvested sugarcane | 1,399,414 | 2,160,025 |
| Beef cattle | 4,033,919 | 2,227,320 |
| Sod | 407,248 | 357,376 |
| Total inventories | \$10,553,142 | \$10,681,350 |

<TABLE>
<CAPTION>
4. Income taxes:

The provision for income taxes for the quarters ended May 31, 1995 and 1994 is summarized as follows:


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 for the quarters ended May 31, 1995 and 1994:


The Company is currently under examination by the Internal Revenue Service for the years ended August 31 , 1992 , 1991 and 1990. The adjustments proposed to date by the Internal Revenue Service would result in approximately \(\$ 6\) million in additional income taxes. When the matter is resolved, any income taxes due will become currently payable. However, the majority of the proposed adjustments relate to the timing of recognition of certain income and expense items already provided for in the Company's deferred tax liability accounts. Management intends to vigorously oppose the proposed adjustments and is of the opinion that the ultimate outcome will not have a significant adverse effect on the financial position or operations of the Company.

A partial settlement was reached with the Internal Revenue Service during April of 1995 . A payment of \(\$ 385,043\) was made consisting of \(\$ 260,259\) taxes and \(\$ 124,784\) interest. The items conceded related to the timing of recognition of certain items previously expensed. The effect of this payment was to increase interest expense by \(\$ 124,784\) and reduce the current deferred tax liability by \(\$ 260,259\).
</TABLE>
5. Indebtedness:

The Company has a financing agreement with a commercial bank that permits the Company to borrow up to $\$ 25$ million. The financing agreement allows the Company to borrow up to $\$ 22,000,000$ which is due in January 1997 and up to $\$ 3,000,000$ which is due on demand. The total amount of long-term debt under this agreement at May 31, 1995 and August 31, 1994 was $\$ 22,000,000$ and $\$ 18,713,998$, respectively.

Interest cost expensed and capitalized during the nine months ended May 31, 1995 and May 31, 1994 was as follows:

|  | 1995 | 1994 |
| :---: | :---: | :---: |
| Interest expensed | \$ 943,299 | \$501,001 |
| Interest capitalized | 384,946 | 236,500 |
| Total interest cost | \$1,328,245 | \$737,501 |

6. Commitment:

The Company donated 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. Amounts for academic chairs and planning activities were finalized during prior years and charged against earnings. The title to the land was transferred during May 1994, recorded as a contribution and charged against earnings. The commitment for road construction, totaling $\$ 2.4$ million, was accrued at May 31, 1994. The portion allocable to the university land was expensed as a donation while the remainder was capitalized.
7. Accountants' review report:

The accompanying unaudited condensed consolidated financial statements have been reviewed by the Company's independent auditors in accordance with standards for such limited reviews established by the American Institute of Certified Public Accountants. The report of such auditors with respect to their limited review is attached hereto as Exhibit A.

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

LIQUIDITY AND CAPITAL RESOURCES:
Working capital increased to $\$ 24,339,201$ at May 31, 1995, up from $\$ 22,680,869$ at August 31, 1994. As of May 31, 1995 the Company had cash and cash investments of $\$ 1,080,863$ compared to $\$ 967,196$ at August 31, 1994. Marketable securities increased from $\$ 8,693,865$ to $\$ 8,869,972$ during the same period. The ratio of current assets to current liabilities increased from 5.01 to 1 at August 31, 1994 to 5.46 to 1 at May 31, 1995. Total assets increased by $\$ 4,431,384$ from $\$ 102,184,698$ at August 31, 1994 to \$106,616,082 at May 31, 1995 .

The working capital increase (approximately $\$ 1.7$ million) is primarily the result of increased accounts and mortgage notes receivable (approximately $\$ 1.5$ million) at May 31, 1995. Total boxes of citrus harvested has increased over the last year due to an increase in the amount of producing acres, resulting in higher revenues and related receivables. Additionally, the current portion of mortgage notes receivable at May 31, 1995 increased over the August 31, 1994 balances.

In connection with a financing agreement with a commercial bank (See Note 5 under Notes to Condensed Consolidated Financial Statements), the Company has an unused availability of funds of approximately $\$ 2.4$ million at May 31, 1995.

## RESULTS OF OPERATIONS:

When compared to the same period a year ago, net income decreased $\$ 2,249,106$ and $\$ 3,326,912$ during the three and nine months ended May 31, 1995, respectively. Income before income taxes decreased $\$ 5,088,573$ during the first nine months and $\$ 3,473,492$ during the third quarter of fiscal 1995, when compared to the same periods a year ago. This was largely due to a decrease in earnings from real estate sales $(\$ 3,993,166)$. The Company sold 40 acres of land in Lee County, Florida last year for a $\$ 3.9$ million gain which was included in earnings for the third quarter of fiscal 1994. Additionally, earnings from agricultural activities declined $(\$ 5,688,856$ in 1995 vs. $\$ 7,152,611$ in 1994).

Citrus earnings increased during the third quarter of fiscal 1995 when compared to the same period last year (\$1,471,206 vs. $\$ 1,204,417)$ primarily as a result of a $21 \%$ increase in the total boxes harvested. However, the average revenue per box has declined approximately 7\% from the prior year, due to a decrease in the average number of pound solids per box. The decrease in pound solids per box is the primary factor in the year to date decline in earnings for this division (\$3,426,727 vs. $\$ 3,999,185$ during the nine months ended May 31, 1995 and 1994, respectively).

ITEM 2. Management's Discussion RESULTS OF OPERATIONS (Continued) :
were fewer acres in production this year (5,000 acres vs. 5, 626 acres during fiscal 1995 and 1994, respectively). Consequently, fewer gross tons were harvested compared to the prior year $(186,035$ tons harvested in the current year vs. 230,142 tons in the prior year).

Ranch earnings decreased $\$ 653,914$ during the first nine months of fiscal $1995(\$ 536,807$ vs. $\$ 1,190,721)$, compared to the same period a year ago. An increase in the number of animals placed in feedlots has decreased the number of calves sold during the period. More calves have been placed on feed in an attempt to improve the gross profit per calf.

Permits have been filed with the South Florida Water Management District and the U.S. Army Corps of Engineers to begin construction on the new state university. The Company is currently providing the first phanse of Tree Line Avenue as part of its previously accrued commitment. Campus construction permits were filed at the end of June. Actual construction on the university is anticipated to begin in January 1996. Current plans are to have the core buildings completed for a projected opening day in August 1997.

The Company has entered into an option agreement for the sale of 5,800 acres in Polk County, Florida. The agreement calls for a sales price of approximately $\$ 8.3$ million and will generate a $\$ 7.9$ million gain.

PART II. OTHER INFORMATION

ITEM 6. Exhibits and reports on Form 8-K.
(a) Exhibits:
A. Accountant's Report.
B. Computation of Weighted Average Shares Outstanding at May 31, 1995.
C. Exhibit 27 - Financial Data Schedule.
(b) Reports on Form 8-K.

None.

## SIGNATURES

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

> ALICO, INC.
> (Registrant)

July 14, 1995
Date
T. Bernard Lester

Exeuctive Vice President and Chief Operating Officer

July 14, 1995
Date

July 14, 1995
Date
L. Craig Simmons

Vice President and
Chief Financial Officer
(Signature)
Patrick W. Murphy
Controller
(Signature)

## INDEPENDENT ACCOUNTANT'S REVIEW REPORT

The Stockholders and
Board of Directors
Alico, Inc:

We have reviewed the condensed consolidated balance sheet of Alico, Inc. and subsidiary as of May 31, 1995, and the related condensed consolidated statements of operations and retained earnings for the three-month and the nine-month periods ended May 31, 1995 and 1994, and the related condensed consolidated statements of cash flows for the nine-month periods ended May 31, 1995 and 1994, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A review of interim financial information consists principally of obtaining an understanding of the system for the preparation of interim financial information, applying analytical review procedures to financial data, and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our reviews, we are not aware of any material modifications that should be made to the condensed consolidated financial statements referred to above for them to be in conformity with generally accepted accounting principles.

We have previously audited, in accordance with generally accepted auditing standards, the consolidated balance sheet of Alico, Inc. and subsidiary as of August 31, 1994 and the related consolidated statements of operations, stockholders' equity and cash flows for the year then ended (not presented herein); and in our report dated October 16, 1994, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of August 31, 1994, is fairly presented, in all material respects, in relation to the balance sheet from which it has been derived.

KPMG PEAT MARWICK LLP (Signature)
Orlando, Florida
June 28, 1995

Number of shares outstanding at August 31, 1994

Number of shares outstanding at May 31, 1995

Weighted Average 9/1/94 - 5/31/95
7,027,827
$\qquad$

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THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE
BALANCE SHEET OF ALICO, INC. AND SUBSIDIARY AS OF MAY 31, 1995 AND THE
RELATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS AND CASH FLOWS FOR
THE NINE MONTHS THEN ENDED AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE
TO SUCH FINANCIAL STATEMENTS.
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