MAXIMUS INC Form 10-Q May 10, 2011 Table of Contents

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# **FORM 10-Q**

Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the quarterly period ended March 31, 2011

**Commission File Number: 1-12997** 

## MAXIMUS, INC.

(Exact name of registrant as specified in its charter)

Virginia

(State or other jurisdiction of incorporation or organization)

**54-1000588** (I.R.S. Employer Identification No.)

11419 Sunset Hills Road Reston, Virginia (Address of principal executive offices)

**20190** (Zip Code)

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(703) 251-8500

(Registrant s telephone number, including area code)

|                                                                                                                  | filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act shorter period that the registrant was required to file such reports), and (2) has been subject x No o                               |
|------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                                                  | omitted electronically and posted on its corporate Web site, if any, every Interactive Data Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or d to submit and post such files). Yes x No o |
| Indicate by check mark whether the registrant is a lar company. See definition of large accelerated filer, one): | ge accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act. (Check                                              |
| Large accelerated filer x                                                                                        | Accelerated filer o                                                                                                                                                                                                               |
| Non-accelerated filer o (Do not check if smaller reporting compa                                                 | Smaller reporting company o any)                                                                                                                                                                                                  |
| Indicate by check mark whether the registrant is a she                                                           | ell company (as defined in Rule 12b-2 of the Exchange Act). Yes o No x                                                                                                                                                            |
| As of April 30, 2011, there were 17,351,859 shares o                                                             | f the registrant s common stock (no par value) outstanding.                                                                                                                                                                       |
|                                                                                                                  |                                                                                                                                                                                                                                   |
|                                                                                                                  |                                                                                                                                                                                                                                   |

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#### MAXIMUS, Inc.

#### **Quarterly Report on Form 10-Q**

#### For the Quarter Ended March 31, 2011

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Throughout this Quarterly Report on Form 10-Q, the terms Company, we, us, our and MAXIMUS refer to MAXIMUS, Inc. and its subsidiaries.

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#### PART I. FINANCIAL INFORMATION

#### Item 1. Consolidated Financial Statements.

## MAXIMUS, Inc.

#### CONSOLIDATED BALANCE SHEETS

#### (In thousands, except share amounts)

|                                                                    | :  | arch 31,<br>2011<br>audited) |    | September 30,<br>2010 |
|--------------------------------------------------------------------|----|------------------------------|----|-----------------------|
| ASSETS                                                             |    |                              |    |                       |
| Current assets:                                                    | ф  | 100 155                      | ф  | 155 001               |
| Cash and cash equivalents                                          | \$ | 183,155                      | \$ | 155,321               |
| Restricted cash                                                    |    | 4,930                        |    | 4,182                 |
| Accounts receivable billed, net of reserves of \$2,961 and \$1,845 |    | 138,153                      |    | 136,260               |
| Accounts receivable unbilled                                       |    | 15,228                       |    | 17,245                |
| Income taxes receivable                                            |    | 14,919                       |    | 4,149                 |
| Deferred income taxes                                              |    | 16,074                       |    | 13,290                |
| Prepaid expenses and other current assets                          |    | 24,386                       |    | 25,702                |
| Total current assets                                               |    | 396,845                      |    | 356,149               |
|                                                                    |    | 120 (04                      |    | 115 740               |
| Property and equipment, at cost                                    |    | 120,694                      |    | 115,740               |
| Less accumulated depreciation and amortization                     |    | (71,335)                     |    | (66,867)              |
| Property and equipment, net                                        |    | 49,359                       |    | 48,873                |
| Capitalized software                                               |    | 38,418                       |    | 35,648                |
| Less accumulated amortization                                      |    | (11,438)                     |    | (10,933)              |
| Capitalized software, net                                          |    | 26,980                       |    | 24,715                |
| Deferred contract costs, net                                       |    | 7,991                        |    | 6,708                 |
| Goodwill                                                           |    | 72,832                       |    | 71,251                |
| Intangible assets, net                                             |    | 6,963                        |    | 7,778                 |
| Deferred income taxes                                              |    | 453                          |    | 1,844                 |
| Deferred compensation plan assets                                  |    | 9,176                        |    | 8,317                 |
| Other assets, net                                                  |    | 2,019                        |    | 2,106                 |
| Total assets                                                       | \$ | 572,618                      | \$ | 527,741               |
|                                                                    |    |                              |    |                       |
| LIABILITIES AND SHAREHOLDERS EQUITY                                |    |                              |    |                       |
| Current liabilities:                                               |    |                              |    |                       |
| Accounts payable                                                   | \$ | - ,                          | \$ | 49,200                |
| Accrued compensation and benefits                                  |    | 36,288                       |    | 40,807                |
| Deferred revenue                                                   |    | 47,112                       |    | 58,070                |
| Acquisition-related contingent consideration                       |    | 1,028                        |    | 923                   |
| Income taxes payable                                               |    | 7,835                        |    | 7,120                 |
| Other accrued liabilities                                          |    | 6,817                        |    | 7,934                 |
| Liabilities of discontinued operations                             |    |                              |    | 634                   |
| Total current liabilities                                          |    | 161,286                      |    | 164,688               |
| Deferred revenue, less current portion                             |    | 4,854                        |    | 4,083                 |

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| Long-term debt                                                                            | 1,802            | 1,411     |
|-------------------------------------------------------------------------------------------|------------------|-----------|
| Acquisition-related contingent consideration, less current portion                        | 2,360            | 2,138     |
| Income taxes payable, less current portion                                                | 1,851            | 1,793     |
| Deferred income tax liability                                                             | 7,332            | 4,946     |
| Deferred compensation plan liabilities                                                    | 10,543           | 9,893     |
| Total liabilities                                                                         | 190,028          | 188,952   |
|                                                                                           |                  |           |
| Shareholders equity:                                                                      |                  |           |
| Common stock, no par value; 60,000,000 shares authorized; 27,776,260 and 27,487,725       |                  |           |
| shares issued and 17,325,097 and 17,174,141 shares outstanding at March 31, 2011 and      |                  |           |
| September 30, 2010, at stated amount, respectively                                        | 367,739          | 352,696   |
| Treasury stock, at cost; 10,451,163 and 10,313,584 shares at March 31, 2011 and September |                  |           |
| 30, 2010, respectively                                                                    | (367,822)        | (359,366) |
| Accumulated other comprehensive income                                                    | 20,918           | 14,530    |
| Retained earnings                                                                         | 361,755          | 330,929   |
| Total shareholders equity                                                                 | 382,590          | 338,789   |
| Total liabilities and shareholders equity                                                 | \$<br>572,618 \$ | 527,741   |
| * *                                                                                       |                  |           |

See notes to unaudited consolidated financial statements.

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#### MAXIMUS, Inc.

### CONSOLIDATED STATEMENTS OF OPERATIONS

(In thousands, except per share data)

(Unaudited)

Three Months Ended March 31, 2011 2010 Six Months Ended March 31,