VIAD CORP Form 10-Q August 07, 2006

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549 FORM 10-Q

(Mark one) **QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES** þ **EXCHANGE ACT OF 1934** For the quarterly period ended June 30, 2006 or TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES 0 **EXCHANGE ACT OF 1934** For the transition period from to **Commission File Number: 001-11015 VIAD CORP** (Exact name of registrant as specified in its charter) **Delaware** 36-1169950 (State or other jurisdiction of (I.R.S. Employer Identification No.) incorporation or organization) 1850 North Central Avenue, Suite 800 Phoenix, Arizona 85004-4545 (Address of principal executive offices) (Zip Code) (602) 207-4000 (Registrant s telephone number, including area code) 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 b No o Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of accelerated filer and large accelerated filer in Rule 12b-2 of the Exchange Act. (Check one): Accelerated filer b Large accelerated filer o Non-accelerated filer o Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes o No b As of July 31, 2006, 21,648,596 shares of common stock (\$1.50 par value) were outstanding.

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## PART I FINANCIAL INFORMATION

## **Item 1. Financial Statements.**

## VIAD CORP CONSOLIDATED BALANCE SHEETS (Unaudited)

ASSETS		June 30, 2006 (in thousands		cember 31, 2005 hare data)
Current assets:				
Cash and cash equivalents	\$	160,793	\$	152,601
Accounts receivable, net of allowance for doubtful accounts of \$1,814	φ	100,793	Ψ	132,001
and \$1,400, respectively		70,286		56,752
Inventories		41,213		37,853
Deferred income taxes		23,383		28,155
Other current assets		10,949		7,348
Other current assets		10,545		7,540
Total current assets		306,624		282,709
Property and equipment, net		136,034		143,038
Other investments and assets		27,686		28,504
Deferred income taxes		38,489		40,891
Goodwill		186,605		184,310
Other intangible assets, net		6,142		6,238
Total Assets	\$	701,580	\$	685,690
LIABILITIES AND STOCKHOLDERS EQUITY Current liabilities:				
	<b>¢</b>	46 004	¢	25 150
Accounts payable Other gurrant lickilities	\$	46,904	\$	35,150
Other current liabilities		112,751		131,498
Current portion of long-term debt and capital lease obligations		2,012		3,263
Total current liabilities		161,667		169,911
Long-term debt and capital lease obligations		13,547		14,089
Pension and other postretirement benefits		28,779		28,428
Other deferred items and insurance liabilities		70,864		71,589
Commitments and contingencies (Note 14)		ŕ		•
Minority interest		4,557		4,704
Common stock and other equity:		ŕ		•
Common stock, \$1.50 par value, 200,000,000 shares authorized,				
24,934,981 shares issued		37,402		37,402
Additional capital		636,923		653,883
Retained earnings (deficit)		57		(40,199)
Unearned employee benefits and other		(13,740)		(17,409)
Accumulated other comprehensive income (loss):		, ,		,
Unrealized gain on investments		456		456
Unrealized gain on derivative financial instruments		61		38
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Cumulative foreign currency translation adjustments  Minimum pension liability adjustment  Common stock in transpury at east 2,202,270 and 2,500,027 shares	30,05 (5,54		23,576 (5,548)			
Common stock in treasury, at cost, 3,302,379 and 2,500,927 shares, respectively	(263,49	7)	(255,230)			
Total common stock and other equity	422,16	6	396,969			
Total Liabilities and Stockholders Equity	\$ 701,58	0 \$	685,690			

See Notes to Consolidated Financial Statements.

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## VIAD CORP CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)

	m			Six months ended June				
	Three months ended June 30,			30,			2005	
		2006	(*	2005		2006		2005
			(III)	thousands, ex dat		er snare		
Revenues:				uai	a)			
Convention show services	\$	169,910	\$	151,523	\$	357,173	\$ 1	342,964
Exhibit design and construction	Ψ	46,324	Ψ	57,414	Ψ	87,912		110,755
Travel and recreation services		21,175		18,094		26,094		22,824
Total revenues		237,409		227,031		471,179	2	476,543
Costs and expenses:								
Costs of services		171,118		149,488		341,730		321,149
Costs of products sold		40,492		55,254		85,940		110,338
Corporate activities and minority interest		3,312		3,147		5,052		5,766
Gains on sale of corporate assets Restructuring recoveries		(552)		(73)		(3,468) (570)		(363)
Impairment recoveries		(332)		(13)		(843)		(303)
Net interest income		(1,521)		(262)		(2,958)		(412)
Total costs and expenses		212,849		207,554		424,883	2	436,478
Income before income taxes		24,560		19,477		46,296		40,065
Income tax expense		5,977		8,391		13,956		16,554
Income from continuing operations		18,583		11,086		32,340		23,511
Income (loss) from discontinued operations		9,679		59		9,530		(168)
Net income	\$	28,262	\$	11,145	\$	41,870	\$	23,343
Diluted income per common share								
Income from continuing operations	\$	0.86	\$	0.50	\$	1.47	\$	1.06
Income (loss) from discontinued operations	Ψ	0.44	Ψ	0.50	Ψ	0.44	Ψ	(0.01)
Net income	\$	1.30	\$	0.50	\$	1.91	\$	1.05
Average outstanding and potentially dilutive common shares		21,718		22,191		21,964		22,142
Basic income per common share Income from continuing operations Income (loss) from discontinued operations	\$	0.87 0.45	\$	0.51	\$	1.50 0.44	\$	1.07 (0.01)

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Net income	\$ 1.32	\$ 0.51	\$ 1.94	\$ 1.06
Average outstanding common shares	21,436	22,033	21,624	21,975
Dividends declared per common share	\$ 0.04	\$ 0.04	\$ 0.08	\$ 0.08

See Notes to Consolidated Financial Statements.

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## VIAD CORP CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (Unaudited)

	Three months ended June 30,			Six months ended June 30,				
		2006	,	2005		2006	,	2005
				(in thou	ısano	ds)		
Net income	\$	28,262	\$	11,145	\$	41,870	\$	23,343
Other comprehensive income (loss):								
Unrealized gains (losses) on investments:								
Holding gains (losses) arising during the period,								
net of tax		(58)		18				(36)
Unrealized gains on derivative financial								
instruments:								
Holding gains arising during the period, net of tax		41				23		
Unrealized foreign currency translation gains								
(losses)		7,015		(1,650)		6,476		(2,939)
Other comprehensive income (loss)		6,998		(1,632)		6,499		(2,975)
Comprehensive income	\$	35,260	\$	9,513	\$	48,369	\$	20,368
See Notes to Consolidated Financial Statements.  Page 4								

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## VIAD CORP CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)

	Six months ended June		
	2006	2005	
	(in thou	isands)	
Cash flows from operating activities:	\$ 41,870	¢ 22.242	
Net income  Adjustments to reconcile not income to not each provided by operating activities:	\$ 41,870	\$ 23,343	
Adjustments to reconcile net income to net cash provided by operating activities:  Depreciation and amortization	10,025	11,403	
Deferred income taxes	1,227	6,101	
Loss (income) from discontinued operations	(9,530)	168	
Restructuring recoveries	(570)	(363)	
Gains on dispositions of property and other assets	(3,478)	(198)	
Share-based compensation expense	4,086	3,854	
Tax benefits from share-based compensation arrangements	4,759	235	
Excess tax benefits from share-based compensation arrangements	(3,248)	200	
Other non-cash items, net	2,188	1,791	
Change in operating assets and liabilities:	2,100	1,771	
Receivables	(14,551)	(29,559)	
Inventories	(3,360)	4,883	
Accounts payable	14,246	8,767	
Restructuring liability	(582)	(1,267)	
Other assets and liabilities, net	(9,341)	(19,518)	
Net cash provided by operating activities	33,741	9,640	
Cash flows from investing activities:			
Capital expenditures	(10,376)	(10,646)	
Proceeds from dispositions of property and other assets	13,421	8,793	
Net cash provided by (used in) investing activities	3,045	(1,853)	
Cash flows from financing activities:			
Payments on debt and capital lease obligations	(2,439)	(3,159)	
Dividends paid on common stock	(1,742)	(1,763)	
Common stock purchased for treasury	(31,822)	(-,,)	
Debt issuance costs	(488)		
Excess tax benefits from share-based compensation arrangements	3,248		
Proceeds from exercise of stock options	3,680	2,643	
Net cash used in financing activities	(29,563)	(2,279)	
Effect of exchange rate changes on cash and cash equivalents	969	(271)	
Net increase in cash and cash equivalents	8,192	5,237	

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Cash and cash equivalents, beginning of year	152,601	115,050
Cash and cash equivalents, end of period	\$ 160,793	\$ 120,287
Supplemental disclosure of cash flow information Cash paid during the period for: Income taxes	\$ 6,989	\$ 16,632
Interest	\$ 565	\$ 1,022
Equipment acquired under capital leases	\$ 667	\$ 659
See Notes to Consolidated Financial Statements. Page 5		

## VIAD CORP NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

#### Note 1. Basis of Preparation and Principles of Consolidation

The accompanying unaudited consolidated financial statements of Viad Corp (Viad or the Company) have been prepared in accordance with accounting principles generally accepted in the United States of America for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three and six months ended June 30, 2006 are not necessarily indicative of the results that may be expected for the year ending December 31, 2006. Certain prior period amounts have been reclassified to conform to the current period presentation.

For further information, refer to the consolidated financial statements and related footnotes for the year ended December 31, 2005, included in the Company s Form 10-K (File No. 001-11015), filed with the Securities and Exchange Commission (SEC) on March 1, 2006.

The consolidated financial statements include the accounts of Viad and all of its subsidiaries. All significant intercompany account balances and transactions between Viad and its subsidiaries have been eliminated in consolidation. Viad s reporting segments consist of: GES Exposition Services, Inc. (GES), Exhibitgroup/Giltspur (Exhibitgroup) and Travel and Recreation Services.

#### **Note 2. Share-Based Compensation**

Viad grants share-based compensation awards pursuant to the Viad Corp Omnibus Incentive Plan (the Omnibus Plan ), which was adopted by Viad s stockholders in 1997. The Omnibus Plan provides for the following types of awards to officers, directors and certain key employees: (a) incentive and non-qualified stock options; (b) restricted stock; (c) performance-based awards; and (d) stock appreciation rights. The number of shares of common stock available for grant under the Omnibus Plan in each calendar year is limited to two percent of the total number of shares of common stock outstanding as of the first day of each year, provided that any shares available for grant in a particular year which are not, in fact, granted in that year will be added to the shares available for grant in any subsequent year. Viad issues shares related to its share-based compensation awards from its Employee Equity Trust and from shares held in treasury. Viad has the authority to repurchase common stock for the purpose of replacing shares issued upon exercise of stock options and in connection with other stock compensation plans. There were no repurchases of common stock under this program during the six months ended June 30, 2006 or 2005.

In December 2004, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards (SFAS) No. 123 (revised 2004), Share-Based Payment, which requires that compensation cost related to all share-based payment arrangements, including employee stock options, be recognized in the financial statements based on the fair value method of accounting. In addition, SFAS No. 123(R) requires that excess tax benefits related to share-based payment arrangements be classified as cash inflows from financing activities and cash outflows from operating activities. SFAS No. 123(R) is a revision of SFAS No. 123, Accounting for Stock-Based Compensation, and supercedes Accounting Principles Board (APB) Opinion No. 25, Accounting for Stock Issued to Employees, and related interpretations.

As originally permitted by SFAS No. 123, Viad had previously elected to apply the guidance in APB Opinion No. 25, which allowed companies to use the intrinsic value method of accounting to measure the value of share-based payment transactions with employees. Based on this method, Viad had not previously recognized the compensation cost related to employee stock options in the consolidated financial statements as the stock options granted had an exercise price equal to the fair market value of the underlying common stock on the date of grant. Effective January 1, 2006, Viad adopted the provisions of SFAS No. 123(R) using the modified prospective application method. Accordingly, prior period amounts have not been restated. Under the modified prospective application method, the compensation cost related to the unvested portion of all awards (including stock options) granted prior to the adoption of SFAS No. 123(R) and all new awards are recognized in the consolidated financial statements over the requisite service period based on the fair value of the awards.

Total share-based compensation expense recognized in the consolidated financial statements during the three months ended June 30, 2006 and 2005, was \$2.1 million and \$1.8 million, respectively, and \$4.1 million and \$3.9 million, during the six months ended June 30, 2006 and 2005, respectively. Furthermore, the total tax benefits related to such costs were \$798,000 and \$699,000 for the three months ended June 30, 2006 and 2005, respectively, and \$1.6 million and \$1.5 million for the six months ended June 30, 2006 and 2005, respectively. No share-based compensation costs were capitalized during the six months ended June 30, 2006 or 2005.

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During the three and six months ended June 30, 2006, the adoption of SFAS No. 123(R) resulted in incremental share-based compensation expense (and a reduction of income before income taxes) of \$93,000 and \$536,000, respectively. As a result of this incremental expense, net income was reduced by \$74,000 and \$400,000, respectively. Diluted and basic income per share were each reduced by \$0.02 per share for the six months ended June 30, 2006. Also in connection with the adoption of SFAS No. 123(R), Viad presented \$3.2 million of excess tax benefits from share-based compensation arrangements as a cash outflow from operating activities and a cash inflow from financing activities during the six months ended June 30, 2006.

As noted above, prior to the adoption of SFAS No. 123(R), Viad used the intrinsic value method of accounting prescribed by APB Opinion No. 25. Assuming Viad had recognized compensation cost during the three and six months ended June 30, 2005 related to all share-based compensation awards (including stock options) in accordance with the fair value method of accounting under SFAS No. 123, net income and diluted and basic income per share would have been as presented below. Compensation cost calculated under SFAS No. 123 is recognized over the vesting period and is net of estimated forfeitures and tax effects. The forfeiture rate assumption is based on the Company s historical average forfeiture rate.

		Three nonths		
	Jı	ended une 30, 2005 (in thou	Jun sands, exc	
Net income, as reported Less: share-based compensation expense determined under fair value based method, net of tax	\$	11,145 (330)	hare data	23,343 (731)
Pro forma net income	\$	10,815	\$	22,612
Diluted income per share: As reported	\$	0.50	\$	1.05
Pro forma	\$	0.49	\$	1.03
Basic income per share: As reported	\$	0.51	\$	1.06
Pro forma	\$	0.49	\$	1.04

For purposes of applying SFAS No. 123(R) (and SFAS No. 123 where applicable), the fair value of each stock option grant was estimated on the date of grant using the Black-Scholes option pricing model for the six months ended June 30 with the following assumptions:

	2006	2005
Estimated fair value of stock options granted	\$ 9.29	\$ 7.57
Expected dividend yield	0.5%	0.6%
Expected volatility	24.3%	26.3%
Expected life	5 years	5 years
Risk-free interest rate	4.57%	3.89%

The expected dividend yield was based on Viad s expectation of future dividend payouts. The volatility assumption was based on Viad s daily historical stock price volatility during the time period that corresponds to the expected weighted-average life of the option. The expected life (estimated period of time outstanding) of stock options granted was estimated based on historical exercise activity. The risk-free interest rate assumption was based on the interest rate of a U.S. Treasury strip for a five-year term from the date the option was granted.

Stock options granted during the six months ended June 30, 2006 and 2005 were for contractual terms of seven years at exercise prices based on the fair market value of Viad s common stock on the grant date. Stock options become exercisable, based on a graded vesting schedule, in annual increments of 20 percent beginning one year after grant date and become fully exercisable after five years from the date of grant. Stock options granted since 1998 contain certain forfeiture and non-compete provisions. Share-based compensation expense related to stock option awards is recognized on the straight-line method over the requisite service period, which is approximately five years. As of June 30, 2006, the total unrecognized cost related to non-vested stock option awards was \$2.8 million. Viad expects to recognize such costs in the consolidated financial statements over a weighted-average period of 2.0 years.

Viad s stock options generally contain contingent cash settlement features upon a change of control of the Company as defined in the Omnibus Plan. Management believes this cash settlement event is not considered probable, and therefore, the outstanding stock options are accounted for as equity awards and not considered liability awards under SFAS No. 123(R) and

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related guidance. Although not considered probable, the cash settlement contingency is deemed to be outside the control of Viad. Accordingly, Viad s stock options are subject to the provisions of SEC Accounting Series Release No. 268, Presentation in Financial Statements of Redeemable Preferred Stocks and Emerging Issues Task Force Issue No. D-98, Classification and Measurement of Redeemable Securities. This guidance generally specifies that when the redemption of instruments (within its scope) is outside the control of the issuer, certain amounts should be classified outside of permanent equity on the balance sheet. As of June 30, 2006, Viad has not recorded any amounts related to stock options outside of permanent equity as there was no intrinsic value (in-the-money redemption amount) related to Viad s stock options on the date of grant. As noted above, the exercise price of Viad s stock option grants is based on the fair market value of the underlying common stock on the date of grant.

The following table summarizes stock option activity during the six months ended June 30, 2006:

		A	eighted- verage xercise	Options		
	Shares		Price	Exercisable		
Options outstanding at January 1, 2006	1,109,770	\$	23.55	745,732		
Granted	21,700		31.92			
Exercised	(117,252)		23.13			
Forfeited	(76,128)		22.21			
Options outstanding at June 30, 2006	938,090		23.90	688,220		

The following table summarizes information concerning stock options outstanding and exercisable as of June 30, 2006:

Options Outstanding					<b>Options Exercisable</b>			
	V	Veighted-Average	W	eighted-		W	eighted-	
		Remaining	A	verage		A	verage	
		Contractual	$\mathbf{E}$	xercise		$\mathbf{E}$	xercise	
Range of Exercise Prices	<b>Shares</b>	Life		Price	Shares		Price	
\$13.24 to \$19.57	171,096	4.6 years	\$	18.27	171,096	\$	18.27	
\$19.65 to \$23.82	159,821	3.8 years		22.35	159,447		22.36	
\$24.05 to \$25.19	217,573	4.6 years		24.14	160,246		24.11	
\$26.07 to \$26.31	273,902	5.7 years		26.22	135,182		26.13	
\$26.37 to \$31.92	115,698	4.5 years		28.44	62,249		27.97	
\$13.24 to \$31.92	938,090	4.8 years		23.90	688,220		23.00	

In addition to the above, Viad had stock options outstanding which were granted to employees of MoneyGram International, Inc. prior to the spin-off of that company as described in Note 15. As of June 30, 2006, there were 114,872 of such options outstanding at weighted-average exercise prices of \$13.24 to \$28.15. Of the total amount outstanding, 82,178 were exercisable at weighted-average exercise prices of \$13.24 to \$28.15. The weighted-average remaining contractual life of these options was 5.0 years. During the six months ended June 30, 2006, a total of 49,543 options were exercised by employees of MoneyGram International, Inc. at weighted-average exercise prices of \$18.90 to \$28.15.

The aggregate intrinsic value related to stock options outstanding as of June 30, 2006 was \$8.0 million. The aggregate intrinsic value is based on the weighted-average exercise price and Viad s closing stock price of \$31.30 as of June 30, 2006. The total intrinsic value of stock option awards exercised during the six months ended June 30, 2006 and 2005 was \$3.8 million and \$2.5 million, respectively. The fair value of stock options that vested during the six

months ended June 30, 2006 and 2005 was \$1.9 million and \$1.6 million, respectively. During the six months ended June 30, 2006 and 2005, Viad received cash proceeds from the exercise of stock options of \$3.7 million and \$2.6 million, respectively. The actual tax benefits realized for the tax deductions related to the exercise of stock options and vesting of restricted stock and performance-based awards was \$4.8 million and \$235,000 for the six months ended June 30, 2006 and 2005, respectively.

Restricted stock awards of 181,350 and 103,300 shares were granted during the six months ended June 30, 2006 and 2005, respectively, at weighted-average grant date fair values (based on the fair market value on the date of grant) of \$32.81 and \$26.30, respectively. The fair value of restricted stock that vested during the six months ended June 30, 2006 and 2005 was \$759,000 and \$873,000, respectively. All restricted stock awards vest three years from the date of grant. Share-based compensation expense related to restricted stock awards is recognized on the straight-line method over the requisite service period, which is approximately three years. As of June 30, 2006, the total unrecognized costs related to non-vested restricted stock awards granted was \$6.7 million. Viad expects to recognize such costs in the consolidated financial statements over a weighted-average period of 1.5 years.

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During the six months ended June 30, 2006 and 2005, Viad also granted performance-based restricted stock (PBRS) awards of 58,200 and 81,800 shares, respectively, at weighted-average grant date fair values (based on the fair market value on the date of grant) of \$32.60 and \$26.31, respectively. The fair value of PBRS that vested during the six months ended June 30, 2006 and 2005 was \$1.2 million and \$558,000, respectively. PBRS vests when certain incentive performance targets established in the year of grant are achieved at target levels. PBRS awards are subject to a graded vesting schedule whereby one third of the earned shares vest after the first year, another third after two years and the balance after three years from the date of grant. Share-based compensation expense related to PBRS awards is recognized based on an accelerated multiple-award approach over the requisite service period, which is approximately three years. As of June 30, 2006, the total unrecognized costs related to non-vested PBRS awards granted was \$2.0 million. Viad expects to recognize such costs in the consolidated financial statements over a weighted-average period of 1.0 years.

Certain performance-driven restricted stock (PDRS) awards granted in 2002 and 2001 vested during the six months ended June 30, 2006 and 2005 based on achievement of certain long-term incentive performance targets. The fair value of PDRS that vested during the six months ended June 30, 2006 and 2005 was \$313,000 and \$1.4 million, respectively.

Future vesting of restricted stock and PBRS is generally subject to continued employment with Viad or its subsidiaries. Holders of restricted stock and PBRS have the right to receive dividends and vote the shares, but may not sell, assign, transfer, pledge or otherwise encumber the stock, except to the extent restrictions have lapsed. The following table summarizes restricted stock, PBRS and PDRS activity during the six months ended June 30, 2006:

Shares

Restricted Stock
Weighted-Average
Grant Date
Shares Fair Value

PBRS Weighted-Average Grant Date PDRS Weighted-Average Grant Date