

Consolidated Financial Statements and  
Independent Auditors' Report

**Mace Security International, Inc. and Subsidiaries**

December 31, 2020 and 2019

# Contents

	<u>Page</u>
Independent Auditors' Report	2
Consolidated Balance Sheets	3-4
Consolidated Statements of Operations	5
Consolidated Statements of Shareholders' Equity	6
Consolidated Statements of Cash Flows	7
Notes to Consolidated Financial Statements	8-28

# INDEPENDENT AUDITORS' REPORT

To the Board of Directors  
**Mace Security International, Inc. And Subsidiaries**

We have audited the accompanying consolidated financial statements of Mace Security International, Inc. and Subsidiaries, which comprise the consolidated balance sheets as of December 31, 2020 and 2019, and the related consolidated statements of operations, shareholders' equity, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

## *Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

## *Auditors' Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## *Opinion*

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Mace Security International, Inc. and Subsidiaries as of December 31, 2020 and 2019, and the results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

s/ MARCUM LLP

Cleveland, Ohio  
March 29, 2021

Mace Security International, Inc. and Subsidiaries

**CONSOLIDATED BALANCE SHEETS**

(Amounts in thousands, except share and per share information)

<b>ASSETS</b>	<b>December 31,</b>	
	<b>2020</b>	<b>2019</b>
Current assets:		
Cash and cash equivalents	\$ 767	\$ 307
Accounts receivable, less allowance for doubtful accounts of \$544 and \$536 at December 31, 2020 and 2019, respectively	2,831	1,544
Inventories	2,817	1,591
Notes receivable, net of allowance, and other current assets	495	446
Total current assets	6,910	3,888
Property and equipment:		
Buildings and leasehold improvements	255	245
Machinery and equipment	2,056	2,003
Furniture and fixtures	110	110
Total property and equipment	2,421	2,358
Accumulated depreciation and amortization	(1,946)	(1,796)
Total property and equipment, net	475	562
Operating lease - right-of-use asset, net of amortization	545	752
Finance lease - right-of-use asset, net of amortization	27	11
Goodwill	1,031	1,031
Intangible assets, net	2,387	2,744
Notes receivable, net of allowance, and other non-current assets	14	14
Total other assets	4,004	4,552
Total assets	<u>\$ 11,389</u>	<u>\$ 9,002</u>

The accompanying notes are an integral part of these consolidated financial statements.

Mace Security International, Inc. and Subsidiaries

**CONSOLIDATED BALANCE SHEETS**

(Amounts in thousands, except share and per share information)

**LIABILITIES AND SHAREHOLDERS' EQUITY**

	<u>December 31,</u>	
	<u>2020</u>	<u>2019</u>
Current liabilities:		
Current portion of long-term debt	\$ 226	\$ 215
Paycheck Protection Program Loan - current portion	483	-
Bank line of credit	-	600
Current operating lease obligations	217	209
Current finance lease obligations	7	3
Accounts payable	1,017	364
Income taxes payable	57	56
Accrued expenses and other current liabilities	569	412
	<u>2,576</u>	<u>1,859</u>
Total current liabilities		
Long-term debt, net of current portion	58	284
Paycheck Protection Program Loan, net of current portion	139	-
Non-current operating lease obligations	346	565
Non-current finance lease obligations	20	8
	<u>3,000</u>	<u>2,716</u>
Total liabilities		
Shareholders' equity:		
Preferred stock, \$.01 par value; authorized 10,000,000 shares, no shares issued and outstanding at December 31, 2020 and 2019	-	-
Common stock, \$.01 par value; authorized 100,000,000 shares, issued and outstanding shares of 64,224,228 and 63,319,834, at December 31, 2020 and 2019, respectively	642	633
Additional paid-in capital	103,506	103,252
Accumulated deficit	(95,876)	(97,577)
	<u>8,272</u>	<u>6,308</u>
Less treasury stock at cost, 90,548 shares at December 31, 2020 and 2019	(22)	(22)
	<u>8,250</u>	<u>6,286</u>
Total shareholders' equity		
Total liabilities and shareholders' equity	<u>\$ 11,389</u>	<u>\$ 9,002</u>

The accompanying notes are an integral part of these consolidated financial statements.

Mace Security International, Inc. and Subsidiaries

**CONSOLIDATED STATEMENTS OF OPERATIONS**

(Amounts in thousands, except share and per share data)

	<b>Year Ended December 31,</b>	
	<b>2020</b>	<b>2019</b>
Net sales	<b>\$ 15,391</b>	\$ 10,504
Cost of goods sold	<b>9,195</b>	6,698
Gross profit	<b>6,196</b>	3,806
Selling, general, and administrative expenses	<b>4,108</b>	5,101
Amortization of intangible assets	<b>357</b>	274
Loss on disposal of property and equipment	<b>-</b>	54
Operating income (loss)	<b>1,731</b>	(1,623)
Interest expense	<b>(42)</b>	(57)
Interest income	<b>-</b>	4
Loss on short-term investments	<b>-</b>	(1)
Provision for note receivable allowance	<b>-</b>	(18)
Other income (expense), net	<b>15</b>	(2)
Income (loss) before income tax provision	<b>1,704</b>	(1,697)
Income tax provision	<b>3</b>	3
Net income (loss)	<b>\$ 1,701</b>	\$ (1,700)
Net income (loss) per share		
Basic	<b>\$ 0.03</b>	\$ (0.03)
Diluted	<b>\$ 0.03</b>	\$ (0.03)
Weighted average number of common shares (basic)	<b>63,826,118</b>	63,210,219
Weighted average number of common shares (diluted)	<b>63,926,819</b>	63,210,219

The accompanying notes are an integral part of these consolidated financial statements.

Mace Security International, Inc. and Subsidiaries

**CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY**

(Amounts in thousands, except share information)

	Common Stock		Additional Paid-in Capital	Accumulated Deficit	Treasury Stock	Total
	Shares	Amount				
<b>Balance at January 1, 2019</b>	63,054,834	\$ 631	\$ 102,927	\$ (95,877)	\$ (22)	\$ 7,659
Stock-based compensation	-	-	259	-	-	259
Issuance of common stock	265,000	2	66	-	-	68
Net loss	-	-	-	(1,700)	-	(1,700)
<b>Balance at December 31, 2019</b>	<u>63,319,834</u>	<u>\$ 633</u>	<u>\$ 103,252</u>	<u>\$ (97,577)</u>	<u>\$ (22)</u>	<u>\$ 6,286</u>
<b>Balance at December 31, 2019</b>	63,319,834	\$ 633	\$ 103,252	\$ (97,577)	\$ (22)	\$ 6,286
Stock-based compensation	579,228	6	201	-	-	207
Issuance of common stock	325,166	3	53	-	-	56
Net income	-	-	-	1,701	-	1,701
<b>Balance at December 31, 2020</b>	<u>64,224,228</u>	<u>\$ 642</u>	<u>\$ 103,506</u>	<u>\$ (95,876)</u>	<u>\$ (22)</u>	<u>\$ 8,250</u>

The accompanying notes are an integral part of these consolidated financial statements.

Mace Security International, Inc. and Subsidiaries

**CONSOLIDATED STATEMENTS OF CASH FLOWS**

(Amounts in thousands)

	Years ended	
	December 31	
	2020	2019
<b>Cash Flows from Operating Activities:</b>		
Net income (loss)	\$ 1,701	\$ (1,700)
Adjustments to reconcile net income (loss) to net cash used in operating activities:		
Depreciation and amortization, including right-of-use asset amortization	711	651
Stock-based compensation	207	259
Provision for losses on receivables	42	413
Provision for obsolete inventory	-	236
Provision for note receivable allowance	-	18
Loss on disposal of property and equipment	-	54
Gain on settlement of contingent consideration related to business acquisition	(27)	-
Working capital adjustment from business acquisition	-	25
Loss on short-term investments	-	1
Changes in operating assets and liabilities:		
Accounts receivable	(1,330)	(68)
Inventories	(1,226)	172
Prepaid expenses and other assets	(49)	173
Accounts payable	653	(78)
Accrued expenses and other current liabilities	264	(24)
Operating lease obligations	(203)	(215)
Income taxes payable	1	1
Payment of contingent liability	-	(24)
Net cash provided by (used in) operating activities – continuing operations	<u>744</u>	<u>(106)</u>
<b>Cash Flows from Investing Activities:</b>		
Purchase of property and equipment	(63)	(76)
Acquisition of business	-	(115)
Proceeds from disposal of property and equipment	-	3
Proceeds from sale of short-term investments	-	252
Net cash provided by (used in) investing activities-continuing operations	<u>(63)</u>	<u>64</u>
Net cash provided by investing activities-discontinued operations	-	9
Net cash provided by (used in) investing activities	<u>(63)</u>	<u>73</u>
<b>Cash Flows from Financing Activities:</b>		
Proceeds from line of credit	-	1,075
Repayment of line of credit	(600)	(750)
Repayment of debt	(215)	(204)
Paycheck Protection Program Loan proceeds	622	-
Payment of contingent consideration related to business acquisition	(23)	-
Payments on financing lease obligations	(5)	-
Issuance of common stock	-	21
Net cash provided by (used in) financing activities – continuing operations	<u>(221)</u>	<u>142</u>
Net increase in cash and cash equivalents	460	109
Cash and cash equivalents at beginning of year	<u>307</u>	<u>198</u>
Cash and cash equivalents at end of year	<u>\$ 767</u>	<u>\$ 307</u>

The accompanying notes are an integral part of these consolidated financial statements.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

### NOTE 1 – DESCRIPTION OF BUSINESS AND BASIS OF PRESENTATION

The accompanying consolidated financial statements include accounts of Mace Security International, Inc. and its wholly owned subsidiaries (collectively, the “Company”). All significant intercompany transactions have been eliminated in consolidation.

Mace Security International, Inc. operates in one business segment, the Personal Safety and Security Segment, which sells personal safety and security products to retailers, distributors, and individual consumers. The Company also sells tactical spray products and systems to law enforcement, security professionals, correctional institutions and military markets.

### NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES

The Company's consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America. The preparation of these financial statements requires the Company to make estimates and judgments that affect the reported amounts of assets and liabilities, revenues and expenses, and related disclosures of contingent assets and liabilities at the date of the Company's financial statements. Actual results may differ from these estimates under different assumptions or conditions.

Significant accounting policies are those that are reflective of significant judgments and uncertainties, and potentially result in materially different results under different assumptions and conditions. The Company's significant accounting policies are described below.

#### Revenue Recognition

Virtually all the Company's net sales are products sold at a point in time through ship-and-bill performance obligations. Revenue is recognized at a point in time when obligations under the terms of a contract with the Company's customer are satisfied. Generally, this occurs with the transfer of control of the Company's products at the time of shipment of products. Revenue is measured as the amount of consideration the Company expects to receive in exchange for transferring product. In some cases, the nature of the Company's contracts give rise to variable revenue as defined in Accounting Standards Codification (“ASC”) topic 606, including rebates, credits, allowances for returns or other similar items that decrease the transaction price. These variable amounts generally are credited to the customer based on achieving certain levels of sales activity, product returns and making payments with specific terms. Variable revenue is estimated at the most likely amount that is expected to be earned. Such estimated amounts are recognized when revenue is recorded. Estimates of variable revenue and determination of whether to include estimated amounts in the transaction price are based largely on an assessment of the anticipated performance and all information (historical, current and forecasted) that is reasonably available.

Sales, value-added or other taxes collected by the Company concurrent with revenue producing activities are excluded from revenue. The Company allows some customers to return product when the product is defective as manufactured. The Company accrues for estimated future warranty cost in the period in which the sale is recorded. The expected cost associated with the Company's warranties is recognized in cost of goods sold in the consolidated statements of operations. The Company calculates its warranty accrual based on historic warranty loss experience. Amounts billed to customers in sales transactions related to shipping and handling represent revenues earned for the product provided and are included in net sales. Costs of shipping and handling are included in cost of goods sold.

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019  
 (Amounts in thousands, except share and per share amounts)

The following table disaggregates the Company's net sales by type of customer.

<u>Net Sales by Type of Customer</u>	<u>Year Ended December 31,</u>	
	<u>2020</u>	<u>2019</u>
Consumer	\$ 13,634	\$ 8,648
Tactical	641	658
International	933	1,017
Other	183	181
Total	<u>\$ 15,391</u>	<u>\$ 10,504</u>

**Cash and Cash Equivalents**

The Company maintains its cash accounts in regulated financial institutions. The Company considers all highly liquid short-term investments with original maturities at the time acquisition of three months or less to be cash equivalents. A portion of the Company's cash and cash equivalent balances exceeded FDIC insured amounts at December 31, 2020.

**Accounts Receivable**

The Company's accounts receivable are primarily due from trade customers. Credit is extended based on evaluation of customers' financial condition and, generally, collateral is not required. Customer credit terms vary. Amounts due from customers are stated in the financial statements net of an allowance for doubtful accounts. Accounts which are outstanding longer than the credit terms are considered past due. The Company determines its allowance by considering several factors, including the length of time trade accounts receivable are past due, the Company's previous loss history, the customer's current ability to pay its obligation to the Company, and the condition of the general economy and the industry in which the Company operates. The Company writes off accounts receivable when they are deemed uncollectible. Any payments subsequently received on such receivables are credited to the Consolidated Statements of Operations. International credit risk is managed by requiring most international customers to provide payment in advance of shipment. The Company believes that its accounts receivable credit risk exposure is limited and, other than the impairment of one significant account in 2019, it has not experienced significant write-offs of its trade accounts receivable balances.

During fiscal 2020 and 2019, \$34 and \$8 of accounts receivable were written off against the allowance for doubtful accounts, respectively. Bad debt expense was \$42 and \$413 in fiscal 2020 and 2019, respectively.

**Concentration of Significant Customers**

At December 31, 2020, three customers accounted for 14%, 13% and 10% of the net accounts receivable balance. At December 31, 2019, five customers accounted for 15%, 14%, 11%, 10% and 10% of the net accounts receivable balance. During the year ended December 31, 2020, three customers accounted for 14%, 14% and 11% of the Company's net sales. During the year ended December 31, 2019, two customers accounted for 12% and 12% of the Company's net sales.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

### **Inventories**

Inventories are stated at the lower of cost or net realizable value. Cost is determined using the first-in first-out (FIFO) method. Inventories consist of defense sprays, and various other security and safety products and components used to make such products. The Company periodically reviews the book value of slow-moving inventory items, as well as discontinued product lines, to determine if inventory is properly valued. The Company identifies slow moving or discontinued product lines by a detail review of recent sales volumes of inventory items as well as a review of recent selling prices versus cost and assesses the ability to dispose of inventory items at a price greater than cost. If market value is less than cost, then an adjustment is made to adjust the inventory carrying amount to market value. Obsolete inventory expense was expense of \$0 and \$236 in fiscal 2020 and 2019, respectively.

### **Property and Equipment**

The Company leases its facility. Property and equipment are stated at cost. Depreciation and amortization are recognized using the straight-line method over the estimated useful lives of the assets, which are generally as follows: leasehold improvements - 3 to 10 years; machinery and equipment - 3 to 10 years; and furniture and fixtures - 3 to 10 years. Significant additions or improvements extending assets' useful lives or their capabilities are capitalized; normal maintenance and repair costs are expensed as incurred. Depreciation and amortization expense was approximately \$150 and \$163 for the years ended December 31, 2020 and 2019, respectively. Maintenance and repairs are charged to expense as incurred and amounted to approximately \$65 and \$36 for the years ended December 31, 2020 and 2019, respectively.

### **Impairment of Long-Lived Assets**

The Company periodically reviews the carrying value of its (i) long-lived assets held and used and (ii) assets to be disposed of when events and circumstances warrant such a review. If significant events or changes in circumstances indicate that the carrying value of an asset or asset group may not be recoverable, the Company performs a test of recoverability by comparing the carrying value of the asset or asset group to its undiscounted expected future cash flows. Cash flow projections are sometimes based on a group of assets, rather than a single asset. If cash flows cannot be separately and independently identified for a single asset, the Company determines whether impairment has occurred for the group of assets for which it can identify the projected cash flows. If the carrying values are in excess of undiscounted expected future cash flows, the Company measures any impairment by comparing the fair value of the asset group to the carrying value. If the fair value of an asset or asset group is determined to be less than the carrying amount of the asset or asset group, impairment in the amount of the difference is recorded.

### **Intangible Assets**

Intangible assets consist primarily of goodwill, customer relationships, licenses and trademarks. The intangible assets which arose from the Company's business acquisitions are amortized over their respective estimated useful lives. The Mace Brand trademark is considered to have an indefinite life, and as such, is not subject to amortization. These assets along with the Company's goodwill are tested for impairment using a discounted cash flow methodology annually and whenever there is an impairment indicator. Estimating future cash flows requires significant judgment and projections may vary from cash flows eventually realized. Several impairment indicators are beyond the Company's control, and as a result, determining whether or not they will occur cannot be predicted with any certainty.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

### Income Taxes

Deferred income taxes are determined based on the difference between the financial accounting and tax basis of assets and liabilities. Deferred income tax expense (benefit) represents the change during the period in the deferred income tax assets and deferred income tax liabilities. In establishing the provision for income taxes and deferred income tax assets and liabilities, and valuation allowances against deferred tax assets, the Company makes judgments and interpretations based on enacted laws, published tax guidance and estimates of future earnings. Deferred income tax assets include tax loss and credit carryforwards and are reduced by a valuation allowance if, based on available evidence, it is more likely than not that some portion or all of the deferred income tax assets will not be realized.

### Advertising and Marketing Costs

The Company expenses advertising costs, including advertising production cost, as the costs are incurred. Advertising expense was approximately \$358 and \$512 for the years ended December 31, 2020 and 2019, respectively.

### Fair Value of Financial Instruments

The Company's financial instruments consist primarily of cash and cash equivalents, short-term investments, trade receivables, notes receivable, contingent stock payable and debt instruments. The carrying values of the Company's financial instruments are considered to be representative of their respective fair values.

In accordance with ASC topic 820, "Fair Value Measurement", a hierarchy is established which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring the fair value. The hierarchy defines three levels of inputs that may be used to measure fair value:

Level 1 – Unadjusted quoted prices in active markets for identical unrestricted assets and liabilities that the reporting entity could access at the measurement date.

Level 2 – Inputs other than the quoted prices included within Level 1 that are observable for the asset and liability or can be corroborated with observable market data for substantially the entire contractual term of the asset or liability.

Level 3 – Unobservable inputs that reflect the entity's own assumptions about the assumptions market participants would use in the pricing of an asset or liability and are consequently not based on market activity but rather through valuation techniques. The fair value of the Company's notes receivable is determined by calculating the expected amount of cash to be received. Given the relative short-term nature of the notes receivable, discount rate and prepayments were not considered in determining the fair value of the notes receivable. The fair value of the Company's note payable is determined by calculating the expected amount of cash to be paid. Given the relative short-term nature of the note payable, discount rate and prepayments were not considered in determining the fair value of the note payable. The contingent stock payable fair value was based on a discounted cash flow analysis reflecting the possible achievement of specified performance measures and capturing the contractual nature of the contingencies, commercial risk and the time value of money.

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

The following tables summarize the Company's short-term investments, notes receivable and debt instruments recorded at fair value by fair value hierarchy levels as of December 31, 2019. There were no short-term investments and debt instruments recorded at fair value outstanding at December 31, 2020.

**December 31, 2019**

	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
<b>Assets:</b>				
Short-term investments	\$ -	\$ -	\$ -	\$ -
Notes receivable, net of allowance	-	-	-	-
<b>Total assets</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Liabilities:</b>				
Note payable	\$ -	\$ -	\$ -	\$ -
Contingent earnout payable	-	-	107	107
<b>Total liabilities</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 107</b>	<b>\$ 107</b>

The following table summarizes the changes in assets measured at fair value using Level 3 inputs for the years ended December 31, 2020 and 2019:

	<b>Year ended December 31,</b>	
	<b>2020</b>	<b>2019</b>
Balance at January 1	\$ -	\$ 26
Payments	-	(8)
Provision for note receivable allowance	-	(18)
<b>Balance at December 31</b>	<b>\$ -</b>	<b>\$ -</b>

The following table summarizes the changes in liabilities measured at fair value using Level 3 inputs for the years ended December 31, 2020 and 2019:

	<b>Year ended December 31,</b>	
	<b>2020</b>	<b>2019</b>
Balance at January 1	\$ 107	\$ 714
Decrease in contingent earnout payable	(27)	130
Payments	(24)	(238)
Payment by issuance of stock	(56)	-
Transfer out	-	(499)
<b>Balance at December 31</b>	<b>\$ -</b>	<b>\$ 107</b>

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

### NOTE 3 – ADOPTION OF NEW ACCOUNTING STANDARDS

In January 2017, the Financial Accounting Standards Board issued Accounting Standards Update (“ASU”) No. 2017-04, “Intangibles – Goodwill and Other: Simplifying the Test for Goodwill Impairment.” This standard eliminates Step 2 of the goodwill impairment test. Instead, an entity should perform its annual or interim goodwill impairment test by comparing the fair value of a reporting unit with the carrying amount. An entity should recognize an impairment charge for the amount by which the carrying amount exceeds the reporting unit’s fair value; however, the loss recognized should not exceed the total amount of goodwill allocated to that reporting unit. This ASU is effective for annual and interim periods beginning after December 15, 2021. Early adoption is permitted. This ASU is to be adopted on a prospective basis. The Company adopted ASU No. 2017-04 effective January 1, 2020, and prospectively applied ASU No. 2017-04 as required with no impact on its consolidated financial position, results of operations, or cash flows.

In 2016, the Financial Accounting Standards Board (“FASB”) issued Accounting Standards Update (“ASU”) No. 2016-02, “Leases.” This ASU and subsequently issued amendments require leases with durations greater than 12 months to be recognized on the balance sheet and is effective for annual reporting periods beginning after December 15, 2018. In July 2018, the FASB issued ASU No. 2018-11, “Targeted Improvements – Leases.” This update provides an optional transition method that allows entities to elect to apply the standard prospectively at its effective date, versus recasting the prior periods presented. If elected, an entity would recognize a cumulative-effect adjustment to the opening balance of retained earnings in the period of adoption. In March 2019, the FASB issued ASU No. 2019-01, “Codification Improvements” in response to implementation inquiries regarding several specific areas.

The Company adopted ASU 2016-02 effective January 1, 2019, using the optional transition method described in the previous paragraph. The Company elected the practical expedients permitted under the transition guidance, which allows the Company to carryforward its historical lease classification, its assessment on whether a contract is or contains a lease, and its initial direct costs for any lease that exist prior to adoption of the new standard. The Company also elected to combine lease and non-lease components and to keep leases with an initial term of 12 months or less off the balance sheet. The impact of adoption of this standard was the recognition of \$1,040 right-of-use assets and \$1,064 lease obligations in the Company’s consolidated balance sheet as of January 1, 2019. Other than this impact, the adoption of the new standard did not have a material impact on the Company’s other Consolidated Financial Statements.

#### Impact of Newly Issued Accounting Standards

There were no other new accounting pronouncements that had or are expected to have a material impact on the Company’s Consolidated Financial Statements.

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

**NOTE 4 – NET INCOME (LOSS) PER SHARE**

The Company's net income (loss) per share were computed by dividing net income (loss) by the weighted-average number of common shares outstanding for each respective period. Diluted earnings per share were calculated by dividing net income (loss) by the weighted-average number of all potentially dilutive common shares that were outstanding during the years presented using the treasury stock method.

The calculation of basic and diluted earnings per share were as follows:

	<u>Year ended December 31,</u>	
	<u>2020</u>	<u>2019</u>
Numerator		
Net income (loss)	\$ 1,701	\$ (1,700)
Denominator		
Determination of shares		
Weighted-average common shares outstanding	63,826,118	63,210,219
Dilutive effect – share based awards	<u>100,701</u>	<u>-</u>
Diluted weighted-average common shares outstanding	<u>63,926,819</u>	<u>63,224,760</u>
Earnings per common share		
Basic	<u>\$ 0.03</u>	<u>\$ (0.03)</u>
Diluted	<u>\$ 0.03</u>	<u>\$ (0.03)</u>

Outstanding stock options relating to approximately 1,609,137 and 2,730,164 weighted-average shares were excluded from the calculation of diluted earnings per share for the year ended December 31, 2020 and 2019, respectively, as the impact of including such stock options in the calculation of diluted earnings per share would have an anti-dilutive effect.

**NOTE 5 – RECLASSIFICATIONS**

Certain reclassifications have been made to the 2019 consolidated financial statements to conform to the 2020 consolidated financial statement presentation.

**NOTE 6 - SUPPLEMENTARY CASH FLOW INFORMATION**

Interest paid on all indebtedness was approximately \$41 and \$57 for the years ended December 31, 2020 and 2019, respectively. Income taxes paid totaled approximately \$2 and \$3 for the years ended December 31, 2020 and 2019, respectively. In the second quarter of 2020, the Company renegotiated the contingent consideration related to a business acquisition and paid it in full by a payment of \$24 and issuance of 325,166 shares of common shares with a fair market value of \$56.

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

**NOTE 7 – BUSINESS ACQUISITION**

In January 2019, the Company acquired the assets of Tornado Security Products, a personal self-defense business for \$115 of cash, \$65 of forgiven accounts receivable, and \$1 of assumed liabilities. The purchase price for the business and related assets is subject to an earn-out calculation providing for additional consideration of up to \$175 cash, with an acquisition date fair value of \$130, which may be paid out through January 2022. In the second quarter of 2020, the Company renegotiated the earn-out with the Sellers of the business and paid it in full by a payment of \$24 and issuance of 325,166 shares of common shares with a fair market value of \$56. This renegotiation resulted in the recognition of a gain of \$27 in the second quarter of 2020.

The purchase transaction was accounted for under the purchase method of accounting. The allocation of the purchase price, including amounts attributed to goodwill are as follows:

	<b>January 18, 2019 as Initially Reported</b>	<b>Measurement Period Adjustments</b>	<b>As Adjusted</b>
Assets acquired:			
Inventory	\$ 32	\$ 36	\$ 68
Property and equipment	-	14	14
Intangible assets	-	75	75
Goodwill	278	(124)	154
Total purchase price	<u>\$ 310</u>	<u>\$ 1</u>	<u>\$ 311</u>

The fair values of acquired assets and assumed liabilities were based on valuation calculations and additional information. Measurement period adjustments reflect new information obtained about facts and circumstances that existed as of the acquisition date. The Company believes that such information provided a reasonable basis for determining the fair values of the assets acquired and liabilities assumed. The measurement period for this acquisition closed during the first quarter of 2020.

The results of operation of the acquired business from the date of acquisition are included in the Company's 2019 consolidated statement of operations. Because Tornado Security Products had previously been a customer of the Company, the impact of the acquisition on the Company's net sales is nominal. However, the acquisition provides the Company with access to several key customer accounts and the opportunity to offer these accounts a wider array of products. Net income contributed by this acquisition is not separately identifiable due to the integration of the acquired business into the Company and is impracticable to provide. Because of the forgoing, quantification of unaudited pro forma information presenting a summary of the results of operations for the Company including the acquired business as if the acquisition had occurred on January 1, 2019 is impractical to provide.

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

**NOTE 8 – GOODWILL AND INTANGIBLE ASSETS**

Goodwill and intangible assets consist of:

	<u>Estimated Useful Life</u>	<u>Original Cost</u>	<u>Accumulated Amortization</u>	<u>Net Book Value</u>
<b><u>December 31, 2020</u></b>				
Goodwill		\$ 1,031	\$ -	\$ 1,031
Non-competition agreement	4 years	20	(16)	4
Trademarks	15 years	630	(134)	496
Customer Relationships	9 years	1,936	(799)	1,137
License	3 years	150	(120)	30
Patents	15 years	39	(4)	35
Non-amortized trademarks		685	-	685
Total intangible assets		<u>3,460</u>	<u>(1,073)</u>	<u>2,387</u>
Total goodwill and intangible assets		<u>\$ 4,491</u>	<u>\$ (1,073)</u>	<u>\$ 3,418</u>

	<u>Estimated Useful Life</u>	<u>Original Cost</u>	<u>Accumulated Amortization</u>	<u>Net Book Value</u>
<b><u>December 31, 2019</u></b>				
Goodwill		\$ 1,031	\$ -	\$ 1,031
Non-competition agreement	4 years	20	(11)	9
Trademarks	15 years	630	(91)	539
Customer Relationships	9 years	1,936	(584)	1,352
License	15 years	150	(28)	122
Patents	15 years	39	(2)	37
Non-amortized trademarks		685	-	685
Total intangible assets		<u>3,460</u>	<u>(716)</u>	<u>2,744</u>
Total goodwill and intangible assets		<u>\$ 4,491</u>	<u>\$ (716)</u>	<u>\$ 3,775</u>

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019  
 (Amounts in thousands, except share and per share amounts)

Amortization expense for intangible assets was \$357 and \$274 for the years ended December 31, 2020 and 2019, respectively. Future amortization expense for intangible assets is expected to be as follows:

	<u>Amortization Expense</u>
Fiscal year 2021	\$ 294
Fiscal year 2022	260
Fiscal year 2023	260
Fiscal year 2024	260
Fiscal year 2025	260
Thereafter	367
	<u>\$ 1,701</u>

In the second quarter of 2020, the Company reassessed the estimated useful life of its License Intangible Asset based on the Company's plan to discontinue use of the license at the end of the first quarter of 2021. This change in estimate resulted in an increase in quarterly amortization to \$10 from \$2.

All goodwill is expected to be deductible for income tax purposes. The Company's goodwill and non-amortized trademarks are not amortized but are instead subject to an annual impairment test. The most recent evaluation was performed as of December 31, 2020. As a result of this evaluation, it was determined that there was no impairment of the Company's intangible assets as of December 31, 2020.

**NOTE 9 – INVENTORIES**

Inventories consist of the following:

	<u>December 31,</u>	
	<u>2020</u>	<u>2019</u>
Raw materials	\$ 1,882	\$ 897
Finished goods	935	694
Total inventories	<u>\$ 2,817</u>	<u>\$ 1,591</u>

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

**NOTE 10 – LONG-TERM DEBT**

Long-term debt consists of the following:

	<b>December 31,</b>	
	<b>2020</b>	<b>2019</b>
Line of credit	\$ -	\$ 600
Paycheck Protection Program Loan	<b>622</b>	-
\$1,000 secured note payable to seller of acquired business	<b>284</b>	499
Total debt	<b>906</b>	1,099
Less: current portion of debt	<b>(709)</b>	(815)
Total long-term debt	<b>\$ 197</b>	<b>\$ 284</b>

In December 2020, the Company obtained a \$2,000 line of credit agreement with a bank (the “2020 Credit Agreement”) which is secured by substantially all the Company’s assets and which matures on November 30, 2021. The 2020 Credit Agreement provides for monthly interest payments at a rate equal to LIBOR plus 2.0%, with a floor of 2.50%. The interest rate was 2.50% at December 31, 2020. The Company recognized \$0 interest expense associated with this line of credit for both years ended December 31, 2020 and 2019. No amount was drawn under the 2020 Credit Agreement at December 31, 2020.

In response to a Notice of Demand for Payment in Full, on September 21, 2020 (“the Notice”), the Company repaid its \$600 outstanding balance under its previous \$1,500 line of credit agreement with a bank (the “Previous Credit Agreement”) on September 30, 2020. Because the Previous Credit Agreement was payable on demand, the bank was able to call the Previous Credit Agreement. The bank’s Notice did not indicate or assert the occurrence of any event of default by the Company under terms of the Previous Credit Agreement. The Company was current with all reporting and principal and interest payment requirements under the Previous Credit Agreement. In the Notice, the bank notified the Company of the bank’s election to demand payment of the Previous Credit Agreement, in accordance with its terms, to declare that all amounts due in respect of the Previous Credit Agreement would be due and payable on September 30, 2020 and to cease any further advances under the Previous Credit Agreement. The line of credit was secured by substantially all the Company’s assets. The Previous Credit Agreement provided for monthly interest payments at a rate equal to LIBOR plus 1.75%. The Company recognized interest expense associated with the Previous Credit Agreement of \$11 and \$26 for the years ended December 31, 2020 and 2019, respectively.

On April 21, 2020, the Company was granted a loan (the “Loan”) from a bank in the amount of \$619 pursuant to the Paycheck Protection Program (the “PPP”) under Division A, Title I of the CARES Act, which was enacted March 27, 2020. The Loan bears interest at a rate of 1% per annum. Interest payments are deferred for six months and are added to principal resulting in a loan balance of \$622 at December 31, 2020. The Paycheck Protection Program Flexibility Act of 2020 extended the deferment period for the payment of principal and interest to the date on which the lender is reimbursed by the SBA for the forgivable portion of the Loan. However, if an eligible recipient fails to apply for Loan forgiveness within 10 months after the last day of the covered period, such borrower would begin to make payments of principal, interest, and fees on such covered Loan no earlier than the aforementioned 10th month, which for the Company is August 6, 2021. The Company recognized interest expense associated with the

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

Loan of \$4 and \$0 for the years ended December 31, 2020 and 2019, respectively. The Company may prepay the loan at any time prior to maturity with no prepayment penalties. The Company may only use funds from the Loan for purposes specified in the CARES Act and related PPP rules, which include payroll costs, including group health care benefits, rent and utilities.

The Company used the entire Loan amount for qualifying expenditures. Under the terms of the Loan, certain amounts of the Loan may be forgiven if they are used for qualifying expenditures, as described in the CARES Act, during the 24-week period commencing on the date of receipt of the Loan proceeds. The Company has not yet applied for forgiveness of the Loan.

The \$1,000 secured note payable to seller of acquired business (the “Subordinated Note”) consists of a 5% note payable due March 22, 2022 entered into in conjunction with the March 2017 acquisition. The note is subordinated to the 2020 Credit Agreement and is collateralized by all Company’s assets. The Company recognized interest expense associated with this note of \$20 and \$30 for the years ended December 31, 2020 and 2019, respectively. The Company makes monthly principal and interest payments on the note payable and the ending liability represents the unpaid principal due.

Minimum payments at December 31, 2020, of long-term debt over the next 5 years, excluding the Loan are as follows:

Fiscal year 2021	\$	226
Fiscal year 2022		<u>58</u>
Total	\$	<u>284</u>

Subsequent to December 31, 2020, the Company entered into an amendment to the Subordinated Note providing for the repayment of the note by June 30, 2021 for a \$7 discount.

**NOTE 11 – ACCRUED EXPENSES AND OTHER CURRENT LIABILITIES**

Accrued expenses and other current liabilities consist of the following:

	<b>December 31,</b>	
	<u>2020</u>	<u>2019</u>
Accrued compensation	\$ 327	\$ 107
Warranty and return reserves	82	60
Accrued commissions	47	20
Amounts due customers	16	50
Accrued non-income-based taxes	20	18
Contingent consideration related to business acquisition at fair value	-	107
Other	<u>78</u>	<u>50</u>
Total accrued expenses and other current liabilities	<u>\$ 570</u>	<u>\$ 412</u>

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

**NOTE 12 – STOCK-BASED COMPENSATION**

The Company's stock option plans are administered by the Compensation Committee (the "Committee") of the Board of Directors.

In 2012, the Company adopted, with shareholder approval, the 2012 Stock Option Plan (the "2012 Plan"). The 2012 Plan provides for the granting of incentive stock options or nonqualified stock options to directors, officers, employees or vendors of the Company. Under the 2012 Plan, 15,000,000 shares of common stock are reserved for issuance. Incentive stock options and nonqualified options have terms which are determined by the Committee, with exercise prices not less than the market value of the shares on the date of grant. The options are exercisable no later than five (5) years after date of grant and vest either immediately or based upon graduated vesting schedules as determined by the Committee.

As of December 31, 2020, 4,832,081 nonqualified stock options were outstanding under the 2012 Plan. Newly issued shares or, to the extent possible, shares of treasury stock are used to satisfy requirements resulting from the exercise of stock options.

Activity with respect to these plans was as follows:

	2020		2019	
	Number	Weighted Average Exercise Price	Number	Weighted Average Exercise Price
Options outstanding beginning of period	3,869,649	\$ 0.36	3,236,496	\$ 0.45
Options granted	1,625,000	\$ 0.23	1,920,000	\$ 0.32
Options forfeited	(162,000)	\$ 0.29	-	
Options expired	(500,568)	\$ 0.43	(1,286,847)	\$ 0.52
Options outstanding end of period	4,832,081	\$ 0.31	3,869,649	\$ 0.36
Options exercisable	2,584,581	\$ 0.36	2,684,649	\$ 0.38
Shares available for granting of options	7,827,919		8,823,685	

In January 2019, a change of control under the Company's 2012 Plan occurred ("Change of Control"). The Company's 2012 Plan defines a change of control to have occurred if, during any period of 24 consecutive months, individuals who at the beginning of such period constituted the Board, cease for any reason (other than death or disability) to constitute at least a majority thereof. Under the 2012 Plan, upon a change of control, the exercise of any stock award shall be automatically accelerated or waived so that the stock award may be exercised at the time of the occurrence of the change of control. As a result of the Change of Control, 709,888 stock options vested and stock compensation expense of \$180 was recognized in 2019.

In connection with an acquisition in 2017, the Company entered into an agreement with the seller of the business under which it issued 500,000 shares of common stock, which vest over 2 years, with an acquisition date fair value of \$190. In 2018, 250,000 of these shares vested, while the balance vested in 2019 as a result of the January 2019 Change of Control. Also, in connection with this acquisition, the purchase price for the business and related assets was subject to an earn-out calculation providing for additional consideration of up to 400,000 shares of the Company's common stock, which may be paid out upon the achievement of certain defined financial objectives through October 19, 2020, with an initial fair



**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

The following table details the weighted-average grant-date fair values and the assumptions used for estimating the fair values of the Company's options at the dates of grant using a Black-Scholes option pricing model:

	<b>Year Ended December 31,</b>	
	<b>2020</b>	<b>2019</b>
Weighted-average per share grant-date fair value	<b>\$0.09917</b>	\$0.09895
Total grant-date fair value	<b>\$161</b>	\$189
Expected term (years)	<b>5</b>	5
Risk-free interest rate	<b>0.35%</b>	2.30%
Volatility	<b>49.06%</b>	30.41%
Dividend yield	<b>0%</b>	0%
Forfeiture rate	<b>0%</b>	0%

**Expected term** - The Company's expected term is based on the period the options are expected to remain outstanding. The Company estimated this amount based on historical experience of similar awards, considering the contractual terms of the awards, vesting requirements and expectations of future behavior.

**Risk-free interest rate** - The Company uses the risk-free interest rate of a U.S. Treasury Note with a similar term on the date of the grant.

**Volatility** - The Company calculates the volatility of the stock price based on historical value and corresponding volatility of the Company's stock price over the prior five years.

**Dividend yield** - The Company uses a 0% expected dividend yield, as the Company does not have a history of paying dividends and does not anticipate declaring dividends in the foreseeable future.

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

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

**NOTE 13 – INCOME TAXES**

A reconciliation of income taxes computed at the U.S. federal statutory tax rates to total income tax provision applicable to continuing operations expense is as follows:

	<b>Year Ended December 31,</b>	
	<b>2020</b>	<b>2019</b>
Tax at U.S. federal statutory rate	\$ 358	\$ (256)
State taxes, net of federal benefit	8	(48)
Permanent items	-	3
Exercise of stock options	-	-
Expiration of net operating loss carryforward	418	1,067
Other	38	-
Decrease in valuation allowance	<b>(819)</b>	<b>(663)</b>
	<b>\$ 3</b>	<b>\$ 3</b>

The components of income tax provision are:

	<b>Year Ended December 31,</b>	
	<b>2020</b>	<b>2019</b>
Current US state and local income tax provision	<b>\$ 3</b>	<b>\$ 3</b>

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. Significant components of the Company's deferred tax assets and liabilities at December 31, 2020 and 2019 are as follows:

	<b>December 31,</b>	
	<b>2020</b>	<b>2019</b>
Deferred tax assets:		
Allowance for doubtful accounts	\$ 296	\$ 384
Inventories	120	148
Net operating and capital loss carryforwards	12,706	13,443
Vesting stock options	602	571
Other, net	87	109
Total deferred tax assets	<b>13,811</b>	14,655
Valuation allowance for deferred tax assets	<b>(13,680)</b>	(14,499)
Deferred tax asset after valuation allowance	<b>131</b>	156
Deferred tax liabilities:		
Property, equipment and intangibles	<b>(131)</b>	(156)
<b>Net deferred tax assets</b>	<b>\$ -</b>	<b>\$ -</b>

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

Under the Tax Cuts and Jobs Act enacted in 2017, Net operating loss carryforwards generated in 2018 and on do not expire but are subject to utilization limitations. At December 31, 2020, the Company had U.S. federal net operating loss carryforwards (“NOLs”) of approximately \$51,231 expiring as follows:

Fiscal year 2021	<b>\$ 1,584</b>
Fiscal year 2022	<b>2,797</b>
Fiscal year 2023	<b>4,114</b>
Fiscal years 2024 - 2028	<b>10,194</b>
Fiscal years 2029 - 2033	<b>28,320</b>
Fiscal years 2034 – 2037	<b>4,222</b>
	<hr/>
Total	<b><u>\$ 51,231</u></b>

At December 31, 2020, the Company had \$1,712 of non-expiring NOLs which may be carried forward indefinitely until the loss is fully recovered, but which are limited to 80% of the taxable income in any one tax period.

Realization of the future tax benefits related to the deferred tax assets is dependent upon many factors, including the Company’s ability to generate taxable income in future years. Under the applicable GAAP rules, the ability to assume future income is heavily influenced by the recent history of financial reporting income. The Company performed a detailed review of the considerations influencing its ability to realize the future benefit of the NOLs, including the extent of recently used NOLs, the turnaround of future deductible temporary differences, and the duration of the NOL carryforward period. Utilization of the Company’s net operating loss and tax credit carryforwards may be subject to annual limitations due to the ownership change limitations provided by the Internal Revenue Code and similar state provisions. Such an annual limitation could result in the expiration of the net operating loss or tax credits before utilization. In 2020, \$1,739 of net operating loss carryforwards expired. The Company decreased its total valuation allowance against deferred tax assets by \$819 in 2020 resulting in a total valuation allowance of \$13,680 at December 31, 2020, representing the amount of its deferred income tax assets in excess of the Company’s deferred income tax liabilities. The valuation allowance was recorded because the Company’s management was unable to conclude that realization of the net deferred income tax asset was more likely than not. This determination was a result of the Company’s history of operating losses, and the uncertainty of and the ultimate extent of growth in the Company’s business.

The Company follows the appropriate accounting pronouncements which prescribe a model for the recognition and measurement of a tax position taken or expected to be taken in a tax return, and provides guidance on recognition, classification, interest and penalties, disclosure and transition. At December 31, 2020 and 2019, the Company did not have any significant unrecognized tax benefits. The total amount of interest and penalties recognized in the Consolidated Statements of Operations for the years ended December 31, 2020 and 2019 was insignificant and when incurred is reported as interest or penalties expense, as applicable.

The Company is subject to income taxes in the U.S. federal jurisdiction, and various state and local jurisdictions. The Company is no longer subject to U.S. federal, state and local, or non-U.S. income tax examinations by tax authorities for fiscal years prior to 2017.

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

**NOTE 14 – DEFINED CONTRIBUTION RETIREMENT PLAN**

Substantially all employees of the Company are eligible to participate in the Company’s defined contribution retirement plan. The Company did not make any matching contributions to this plan in 2020 and 2019.

**NOTE 15 – LEASES**

The Company determines whether an arrangement is a lease at inception and whether that lease meets the classification criteria of a finance or operating lease. Some of the Company’s lease arrangements contain lease components (e.g. minimum rent payments) and non-lease components (real estate tax, maintenance, etc.). The Company leases its facility and certain office/plant equipment. The Company’s facility and certain equipment leases are operating leases. For its facility lease, the Company accounts for lease components together with non-lease components.

As the Company’s leases do not provide an implicit interest rate, the Company uses its incremental borrowing rate, which is based on the lease term and adjusted for impacts of collateral, in determining the present value of lease payments.

The Company’s leases have remaining lease terms of 1.8 to 3.6 years, some of which include options to extend the lease for up to three additional 5-year terms. The exercise of lease renewal options is at the Company’s discretion. Renewals to extend the lease term are not included in the Company’s Right-of-use asset and Lease obligations as they are not reasonably certain of exercise. The Company’s leases do not contain any material residual value guarantees or material restrictive covenants. Short-term lease expense is recognized on a straight-line basis over the term of the lease.

The following table presents information about the amount, timing and cash flows arising from the Company’s operating leases:

	<b><u>Year Ended December 31,</u></b>	
	<b><u>2020</u></b>	<b><u>2019</u></b>
<b>Components of lease cost:</b>		
Operating lease cost	\$ 243	\$ 263
Variable lease cost	2	33
Short-term lease cost	8	15
Finance lease cost:		
Amortization of right-of-use asset	5	2
Interest	1	-
	<hr/>	<hr/>
Total	<b><u>\$ 259</u></b>	<b><u>\$ 313</u></b>

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

	<u>Year Ended December 31,</u>	
	<u>2020</u>	<u>2019</u>
<b>Operating cash flow information</b>		
Cash paid for amounts included in the measurement of operating lease liabilities	\$ 226	\$ 269
<b>Financing cash flow information:</b>		
Cash paid for amounts included in the measurement of finance lease liabilities	\$ 5	\$ 2
<b>Non-cash activity:</b>		
Right-of-use asset obtained in exchange for finance lease liability	\$ 21	\$ -

	<u>December 31,</u>	
	<u>2020</u>	<u>2019</u>
<b>Operating lease information:</b>		
Weighted-average remaining operating lease term	<b>30 months</b>	42 months
Weighted-average operating lease discount rate	<b>4.26%</b>	4.26%
Operating lease amortization of right-of-use asset	<b>\$ 199</b>	\$ 215
<b>Finance lease information:</b>		
Weighted-average remaining finance lease term	<b>44 months</b>	41 months
Weighted-average finance lease discount rate	<b>3.72%</b>	4.31%
Finance lease amortization of right-of-use asset	<b>\$ 5</b>	\$ 2

	<u>December 31, 2020</u>	
	<u>Operating leases</u>	<u>Finance leases</u>
<b>Maturity of lease obligations:</b>		
2021	\$ 236	\$ 8
2022	237	8
2023	120	6
2024	-	5
Thereafter	-	2
Total undiscounted lease payments	<u>593</u>	<u>29</u>
Less imputed interest	<u>(31)</u>	<u>(2)</u>
Present value of lease obligations	<u>\$ 562</u>	<u>\$ 27</u>

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

**NOTE 16 – COMMITMENTS AND CONTINGENCIES**

In the normal course of business, the Company is involved in legal actions. The Company cannot reasonably estimate future costs, if any, related to these matters; however, it does not believe any such matters are material to its financial condition or results of operations. The Company maintains various liability insurance policies to protect its assets from losses arising out of, or involving activities associated with, ongoing and normal business operations; however, it is possible that the Company's future operating results could be affected by future costs of litigation.

**NOTE 17 – RELATED PARTY TRANSACTIONS**

From time to time, the Company may enter into agreements with related parties in the ordinary course of business and on terms and conditions it believes are as fair as those it offers and receives from independent parties. Such agreements are subject to approval by the Company's Chief Executive Officer and/or the Board of Directors.

In May 2018, the Company entered into an agreement with its then Executive Chairman, George C. Gehrisch, Jr., and Vice-Chairman, Sanjay Singh (now Executive Chairman), engaging them in their capacity as members of the Board of Directors to provide strategic business direction and advice to the rest of the Board of Directors and the Company's Chief Executive Officer with the intention of enhancing the Company's market value and overall profitability for the benefit of all shareholders of the Company. In exchange for their services, the agreement provides for the payment of a bonus based upon the achievement of specific financial results. This agreement is effective through December 31, 2021, and it may be extended for up to an additional two (2) years by mutual written agreement. In 2020 and 2019, \$220 and \$0 was earned and accrued under this agreement, respectively.

In February 2019, the Company entered into a separation agreement with its former Chief Executive Officer providing for the payment of severance through January 2020 totaling \$280. At December 31, 2020 all severance was paid.

**NOTE 18 – SUMMARIZED QUARTERLY RESULTS OF OPERATIONS (UNAUDITED)**

	<u>2020 Quarter Ended</u>			
	<u>March 31</u>	<u>June 30</u>	<u>September 30</u>	<u>December 31</u>
Net sales	\$ 2,791	\$ 3,432	\$ 4,757	\$ 4,411
Gross profit	1,081	1,400	1,955	1,760
Operating income	131	463	676	461
Net income	120	453	682	446
Net income per share				
Basic	\$ 0.00	\$ 0.01	\$ 0.01	\$ 0.01
Diluted	\$ 0.00	\$ 0.01	\$ 0.01	\$ 0.01

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

December 31, 2020 and 2019

(Amounts in thousands, except share and per share amounts)

	<b>2019 Quarter Ended</b>			
	<u>March 31</u>	<u>June 30</u>	<u>September 30</u>	<u>December 31</u>
Net sales	\$ 2,712	\$ 2,967	\$ 2,447	\$ 2,377
Gross profit	1,040	927	939	899
Operating income (loss)	(845)	(588)	(146)	(44)
Net loss	(856)	(606)	(161)	(77)
Net loss per share				
Basic	\$ (0.01)	\$ (0.01)	\$ 0.00	\$ 0.00
Diluted	\$ (0.01)	\$ (0.01)	\$ 0.00	\$ 0.00

**NOTE 19 – SUBSEQUENT EVENTS**

The Company evaluated its December 31, 2020 financial statements for subsequent events through March 29, 2021, the date the financial statements were available to be issued. Other than the amendment of the note payable discussed in Note 10 – Long-Term Debt, the Company is not aware of any subsequent events which would require recognition or disclosure in the consolidated financial statements.