# **UNITED STATES SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

### PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1937

Date of Report (Date of earliest event reported): February 24, 2009

# **Daktronics, Inc.** (Exact name of registrant as specified in its charter)

**South Dakota** 

(State or other jurisdiction Incorporation or organization 0-23246

(Commission File Number) 46-0306862

(I.R.S. Employer Identification Number)



**201 Daktronics Drive** Brookings, SD 57006

(Address of principal executive office) (zip code)

(605) 692-0200

(Registrant's telephone number, including area code)

## Not Applicable

(Former name or former address, if changed since last report.)

Item 2.02 Results of Operations and Financial Condition

On February 24, 2009, Daktronics, Inc. (the "Registrant") issued a press release announcing financial results for the fiscal 2009 third quarter ending January 31, 2009. A copy of the press release is filed herewith as Exhibit 99.1 and is incorporated herein by reference.

The information furnished in this report, including the exhibit, shall not be incorporated by reference into Daktronics' filings with the Securities and Exchange Commission under the Securities Act of 1933 and shall not be deemed "filed" with the SEC for purposes of Section 18 of the Securities Act of 1934.

Item 9.01 Financial Statements and Exhibits:

- (c) Exhibits. The following exhibit is furnished as part of this Report:
- $99.1\,\mathrm{News}$  Release dated February 24, 2009 issued by Registrant regarding third quarter fiscal 2009 results

### **SIGNATURE**

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

### DAKTRONICS, INC.

By: <u>/s/ William R. Retterath</u>
William R. Retterath, Chief Financial Officer

Date: February 24, 2009

### **EXHIBIT INDEX**

Exhibit No. Description

99.1 News Release dated February 24, 2009 issued by Daktronics, Inc.



## **Daktronics, Inc. Announces Third Quarter Fiscal 2009 Results**

- Net sales increase nine percent, net income down 23 percent compared to third quarter of fiscal 2008
- Operating expenses decline from fiscal 2009 second quarter
- · Cash at its highest level since fiscal 2006

Brookings, S.D. – Feb. 24, 2009 - Daktronics, Inc. (Nasdaq - DAKT) today reported fiscal 2009 third quarter net sales of \$129.2 million and net income of \$4.2 million, or \$0.10 per diluted share, compared to net sales of \$118.2 million and net income of \$5.4 million, or \$0.13 per diluted share, for the third quarter of fiscal 2008. Backlog at the end of the 2009 third quarter was approximately \$128 million, compared to a backlog of approximately \$138 million a year earlier and \$134 million at the end of the second quarter of fiscal 2009.

Net sales, net income and earnings per share for the nine months ended January 31, 2009 were \$460.1 million, \$26.1 million and \$0.63 per diluted share, respectively. This compares to \$370.6 million, \$20.5 million and \$0.50 per diluted share, respectively, for the same period in fiscal 2008. The first quarter and the first nine months of fiscal 2009 contained one additional week as compared to the first quarter and the first nine months of fiscal 2008.

"Net sales for the third quarter of fiscal 2009 were up over nine percent from the prior year and we generated improved cash flow for the quarter. However, order bookings for the quarter fell by more than nine percent as compared to the third quarter of fiscal 2008, which we attribute primarily to the economic environment," said Jim Morgan, president and chief executive officer. "Although much of the decline occurred in our Commercial business unit, order bookings in our International business and our Schools and Theatres business were also down. We expect continued weakness in much of our business into fiscal 2010 due to the economic downturn and we remain uncertain as to the impact the current economic environment will have on our Live Events business unit. We are planning the business under the assumption that Live Events will be negatively impacted."

According to Morgan, gross margin for the quarter was also down. This resulted from a number of factors, including an issue with the company's finishing process in manufacturing resulting in additional warranty costs and the added cost of excess manufacturing capacity resulting from lower sales. Morgan added, "We expect that during the fourth quarter of fiscal 2009, we will be better able to quantify any additional financial impact relating to the finishing process. Based on our assessment to date, this issue appears to be limited in scope." The company also incurred adverse cost adjustments to estimates on some contracts during the quarter which impacted gross margin. "Our gross profit for the fourth quarter of fiscal 2009 as compared to the third quarter of fiscal 2009 will depend on how much we are able to reduce our manufacturing infrastructure in line with the reduction in sales, the impact of the finishing process issue and various other factors that typically impact gross margin," said Morgan.

"Our operating expenses declined in the fiscal 2009 third quarter as compared to the fiscal 2009 second quarter. We intend to further reduce these costs during the fourth quarter of fiscal 2009," said Bill Retterath, chief financial officer. "Our continued focus during this economic downturn is to continue to match the scale of our operations to our expectations for customer demand. This is especially difficult because we are unable to forecast the length and extent of the downturn. We remain committed to completing certain key initiatives which we feel are critical, so operating margins in the near term are likely to be below our previously communicated long-term goals."

Retterath continued, "During the 2009 third fiscal quarter, we improved our cash position by reducing inventory, receivables and capital expenditures. We are holding back on capital expenditures which we now expect will be approximately \$26 million for fiscal 2009. One of our primary goals during these uncertain times is to maximize free cash flow through expense and capital expenditure reductions along with improvements in the balance sheet."

#### Webcast Information

The company will host a conference call and webcast to discuss its financial results today at 10:00 am (Central Time). This call will be broadcast live at <a href="http://investor.daktronics.com">http://investor.daktronics.com</a> and available for replay shortly after the event.

#### **About Daktronics**

Daktronics has strong leadership positions in, and is the world's largest supplier of, large screen video displays, electronic scoreboards, LED text and graphics displays, and related control systems. The company excels in the control of display systems, including those that require integration of multiple complex displays showing real-time information, graphics, animation and video. Daktronics designs, manufactures, markets and services display systems for customers around the world, in Sport, Business, Schools and Theatres and Transportation segments. For more information, visit the company's World Wide Web site at: http://www.daktronics.com, e-mail the company at investor@daktronics.com, call (605) 692-0200 or toll-free (800) 843-5843 in the United States or write to the company at 201 Daktronics Dr., PO Box 5128 Brookings, S.D. 57006-5128.

#### **Safe Harbor Statement**

Cautionary Notice: In addition to statements of historical fact, this news release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and are intended to enjoy the protection of that Act. These forward-looking statements reflect the Company's expectations or beliefs concerning future events. The Company cautions that these and similar statements involve risk and uncertainties which could cause actual results to differ materially from our expectation, including, but not limited to, changes in economic and market conditions, management of growth, timing and magnitude of future contracts, and other risks noted in the company's SEC filings, including its Annual Report on Form 10-K for its 2008 fiscal year and its Quarterly Reports on Form 10-Q for its 2009 first and second fiscal quarters.. Forward-looking statements are made in the context of information available as of the date stated. The Company undertakes no obligation to update or revise such statements to reflect new circumstances or unanticipated events as they occur.

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#### For more information contact:

INVESTOR RELATIONS: Bill Retterath, Chief Financial Officer (605) 692-0200 Investor@daktronics.com

Financial tables are included on the following pages.

# Daktronics, Inc. and Subsidiaries Consolidated Statements of Income

(in thousands, except per share amounts) (unaudited)

|                                     | Three Months Ended |                     |    |                     | Nine Months Ended |                     |    |                     |  |
|-------------------------------------|--------------------|---------------------|----|---------------------|-------------------|---------------------|----|---------------------|--|
|                                     |                    | January 31,<br>2009 |    | January 26,<br>2008 |                   | January 31,<br>2009 |    | January 26,<br>2008 |  |
| Net sales                           | \$                 | 129,182             | \$ | 118,201             | \$                | 460,108             | \$ | 370,560             |  |
| Cost of goods sold                  |                    | 95,043              |    | 83,019              |                   | 332,411             |    | 259,299             |  |
| Gross profit                        |                    | 34,139              |    | 35,182              |                   | 127,697             |    | 111,261             |  |
| Operating expenses:                 |                    |                     |    |                     |                   |                     |    |                     |  |
| Selling                             |                    | 15,513              |    | 16,379              |                   | 47,403              |    | 46,385              |  |
| General and administrative          |                    | 6,576               |    | 6,868               |                   | 21,812              |    | 19,304              |  |
| Product design and                  |                    |                     |    |                     |                   |                     |    |                     |  |
| development                         |                    | 5,149               |    | 4,943               |                   | 16,981              |    | 14,965              |  |
|                                     |                    | 27,238              |    | 28,190              |                   | 86,196              |    | 80,654              |  |
| Operating income                    |                    | 6,901               |    | 6,992               |                   | 41,501              |    | 30,607              |  |
| Nonoperating income (expense):      |                    |                     |    |                     |                   |                     |    |                     |  |
| Interest income                     |                    | 516                 |    | 448                 |                   | 1,563               |    | 1,295               |  |
| Interest expense                    |                    | (32)                |    | (515)               |                   | (196)               |    | (1,265)             |  |
| Other income (expense), net         |                    | (699)               |    | 2,015               |                   | (2,378)             |    | 1,510               |  |
| Income before income taxes          |                    | 6,686               |    | 8,940               |                   | 40,490              |    | 32,147              |  |
| Income tax expense                  |                    | 2,524               |    | 3,557               |                   | 14,405              |    | 11,643              |  |
| Net income                          | \$                 | 4,162               | \$ | 5,383               | \$                | 26,085              | \$ | 20,504              |  |
| Weighted average shares outstanding | :                  |                     |    |                     |                   |                     |    |                     |  |
| Basic                               |                    | 40,629              |    | 39,936              |                   | 40,500              |    | 39,832              |  |
| Diluted                             |                    | 40,953              |    | 41,266              |                   | 41,178              |    | 41,380              |  |
| Earnings per share:                 |                    |                     |    |                     |                   |                     |    |                     |  |
| Basic                               | \$                 | 0.10                | \$ | 0.13                | \$                | 0.64                | \$ | 0.51                |  |
| Diluted                             | \$                 | 0.10                | \$ | 0.13                | \$                | 0.63                | \$ | 0.50                |  |
| Cash dividend paid per share        | \$                 | _                   | \$ |                     | \$                | 0.09                | \$ | 0.07                |  |

# Daktronics, Inc. and Subsidiaries Consolidated Balance Sheets

(in thousands)

|   | January 31, |   |
|---|-------------|---|
|   | 2009        | April 26,                               |
|   | (unaudited) | 2008                                    |
| ASSETS  |             |   |
| CURRENT ASSETS:   |             |   |
| Cash, cash equivalents and restricted cash                | \$ 18,017   | \$ 9,782                                |
| Accounts receivable, less allowance for doubtful accounts | 62,520      | 56,516                                  |
| Inventories   | 56,724      | 50,525                                  |
| Costs and estimated earnings in excess of billings        | 26,385      | 27,126                                  |
| Current maturities of long-term receivables               | 8,050       | 7,435                                   |
| Prepaid expenses and other                                | 5,662       | 4,796                                   |
| Deferred income taxes                                     | 9,620       | 9,517                                   |
| Property and equipment available for sale                 | 2,096       | _                                       |
| Income taxes receivable                                   | 397         | <u> </u>                                |
| Total current assets                                      | 189,471     | 165,697                                 |
|   |             |   |
| Advertising rights, net                                   | 2,623       | 3,457                                   |
| Long-term receivables, less current maturities            | 16,862      | 16,837                                  |
| Investments in affiliates                                 | 3,246       | 2,998                                   |
| Goodwill  | 4,532       | 4,722                                   |
| Intangible and other assets                               | 2,881       | 3,102                                   |
| Deferred income taxes                                     | 395         | 143                                     |
|   | 30,539      | 31,259                                  |
| PROPERTY AND EQUIPMENT:                                   |             |   |
| Land  | 1,204       | 3,190                                   |
| Buildings   | 50,605      | 49,464                                  |
| Machinery and equipment                                   | 49,244      | 44,743                                  |
| Office furniture and equipment                            | 51,800      | 45,482                                  |
| Equipment held for rental                                 | 3,324       | 2,658                                   |
| Demonstration equipment                                   | 7,988       | 7,516                                   |
| Transportation equipment                                  | 5,486       | 6,106                                   |
|   | 169,651     | 159,159                                 |
| Less accumulated depreciation                             | (75,808)    | (61,636)                                |
| 1   | 93,843      | 97,523                                  |
| TOTAL ASSETS  | \$ 313,853  | \$ 294,479                              |
| 1011111100110   |             | ======================================= |

# Daktronics, Inc. and Subsidiaries Consolidated Balance Sheets (continued)

(in thousands)

| LIABILITIES AND SHAREHOLDERS' EQUITY                           | January 31,<br>2009<br>(Unaudited) | April 26,<br>2008 |  |  |
|--|------------------------------------|-------------------|--|--|
| CURRENT LIABILITIES:   |                                    |                   |  |  |
| Accounts payable   | \$ 29,817                          | \$ 31,540         |  |  |
| Accrued expenses and warranty obligations                      | 31,345                             | 26,100            |  |  |
| Current maturities of long-term debt and marketing obligations | 399                                | 910               |  |  |
| Billings in excess of costs and estimated earnings             | 10,375                             | 24,560            |  |  |
| Customer deposits  | 11,666                             | 12,113            |  |  |
| Deferred revenue   | 9,847                              | 6,980             |  |  |
| Income taxes payable   | 241                                | 949               |  |  |
| Total current liabilities                                      | 93,690                             | 103,152           |  |  |
| Long-term debt, less current maturities                        | 34                                 | 55                |  |  |
| Long-term marketing obligations, less current maturities       | 773                                | 646               |  |  |
| Long-term warranty obligations and other payables              | 5,272                              | 3,766             |  |  |
| Deferred income taxes  | 3,607                              | 3,607             |  |  |
|  | 9,686                              | 8,074             |  |  |
| TOTAL LIABILITIES  | 103,376                            | 111,226           |  |  |
| SHAREHOLDERS' EQUITY:  |                                    |                   |  |  |
| Common stock   | 27,868                             | 25,638            |  |  |
| Additional paid-in capital                                     | 13,129                             | 10,398            |  |  |
| Retained earnings  | 170,362                            | 147,912           |  |  |
| Treasury stock, at cost  | (9)                                | (9)               |  |  |
| Accumulated other comprehensive loss                           | (873)                              | (686)             |  |  |
| TOTAL SHAREHOLDERS' EQUITY                                     | 210,477                            | 183,253           |  |  |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY                     | \$ 313,853                         | \$ 294,479        |  |  |

# Daktronics, Inc. and Subsidiaries Consolidated Statements of Cash Flows

(in thousands) (unaudited)

|  | Nine Months Ended   |                     |  |  |  |
|--|---------------------|---------------------|--|--|--|
|  | January 31,<br>2009 | January 26,<br>2008 |  |  |  |
| CASH FLOWS FROM OPERATING ACTIVITIES:                    |                     |                     |  |  |  |
| Net income   | \$ 26,085           | \$ 20,504           |  |  |  |
| Adjustments to reconcile net income to net cash provided |                     |                     |  |  |  |
| by operating activities:                                 |                     |                     |  |  |  |
| Depreciation   | 18,026              | 15,389              |  |  |  |
| Amortization   | 236                 | 236                 |  |  |  |
| Gain on sale of property and equipment                   | (977)               | (11)                |  |  |  |
| Gain on sale of equity investments                       | _                   | (2,878)             |  |  |  |
| Stock-based compensation                                 | 2,367               | 1,939               |  |  |  |
| Equity in losses of affiliates                           | 1,698               | 1,604               |  |  |  |
| Provision for doubtful accounts                          | 71                  | 363                 |  |  |  |
| Deferred income taxes, net                               | (356)               | (176)               |  |  |  |
| Change in operating assets and liabilities               | (19,520)            | (1,535)             |  |  |  |
| Net cash provided by operating activities                | 27,630              | 35,435              |  |  |  |
| CASH FLOWS FROM INVESTING ACTIVITIES:                    |                     |                     |  |  |  |
| Purchase of property and equipment                       | (19,306)            | (28,372)            |  |  |  |
| Loans to equity investees                                | (499)               | _                   |  |  |  |
| Cash consideration paid for equity method investments    | -                   | (750)               |  |  |  |
| Proceeds from sale of property and equipment             | 3,017               | 425                 |  |  |  |
| Proceeds from sale of investments                        | -                   | 7,000               |  |  |  |
| Net cash used in investing activities                    | (16,788)            | (21,697)            |  |  |  |
| CASH FLOWS FROM FINANCING ACTIVITIES:                    |                     |                     |  |  |  |
| Net borrowings on notes payable                          | -                   | (11,200)            |  |  |  |
| Proceeds from exercise of stock options                  | 626                 | 1,639               |  |  |  |
| Excess tax benefits from stock-based compensation        | 363                 | 324                 |  |  |  |
| Principal payments on long-term debt                     | (545)               | (538)               |  |  |  |
| Dividend paid  | (3,635)             | (2,770)             |  |  |  |
| Net cash used in financing activities                    | (3,191)             | (12,545)            |  |  |  |
| EFFECT OF EXCHANGE RATE CHANGES ON CASH                  | 214                 | (404)               |  |  |  |
| INCREASE IN CASH AND CASH EQUIVALENTS                    | 7,865               | 789                 |  |  |  |
| CASH AND CASH EQUIVIALENTS BEGINNING OF PERIOD           | 9,325               | 2,590               |  |  |  |
| CASH AND CASH EQUIVALENTS END OF PERIOD                  | \$ 17,190           | \$ 3,379            |  |  |  |

# **Daktronics, Inc. and Subsidiaries** Sales and Orders by Segment (in thousands) (unaudited)

|           |                    | Three Months Ended  |         |  |                     | _       | Nine Months Ended |                     |  |                     |         |
|-----------|--------------------|---------------------|---------|--|---------------------|---------|-------------------|---------------------|--|---------------------|---------|
|           |                    | January 31,<br>2009 |         |  | January 26,<br>2008 |         | Jä                | January 31,<br>2009 |  | January 26,<br>2008 |         |
|           |                    |                     |         |  |                     |         |                   |                     |  |                     |         |
| Net sales |                    |                     |         |  |                     |         |                   |                     |  |                     |         |
| (         | Commercial         | \$                  | 35,436  |  | \$                  | 51,667  | \$                | 131,619             |  | \$                  | 134,918 |
| I         | Live Events        |                     | 63,281  |  |                     | 32,547  |                   | 204,772             |  |                     | 127,922 |
| 5         | Schools & Theatres |                     | 12,490  |  |                     | 12,431  |                   | 52,151              |  |                     | 49,104  |
| 7         | Transportation     |                     | 5,002   |  |                     | 8,751   |                   | 23,301              |  |                     | 26,879  |
| I         | nternational       |                     | 12,973  |  |                     | 12,805  |                   | 48,265              |  |                     | 31,737  |
|           | Total Net Sales    | \$                  | 129,182 |  | \$                  | 118,201 | \$                | 460,108             |  | \$                  | 370,560 |
| Orders    |                    |                     |         |  |                     |         |                   |                     |  |                     |         |
| C         | Commercial         | \$                  | 24,491  |  | \$                  | 41,087  | \$                | 114,163             |  | \$                  | 127,256 |
| L         | Live Events        |                     | 70,373  |  |                     | 65,201  |                   | 190,695             |  |                     | 148,240 |
| S         | Schools & Theatres |                     | 10,414  |  |                     | 11,579  |                   | 47,056              |  |                     | 47,977  |
| Т         | ransportation      |                     | 10,899  |  |                     | 9,144   |                   | 28,820              |  |                     | 24,269  |
| I         | nternational       |                     | 9,310   |  |                     | 11,108  |                   | 33,983              |  |                     | 36,053  |
|           | Total Orders       | \$                  | 125,487 |  | \$                  | 138,119 | \$                | 414,717             |  | \$                  | 383,795 |