

Edgar Filing: BOOKS A MILLION INC - Form 10-Q

BOOKS A MILLION INC  
Form 10-Q  
September 15, 2003

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  
EXCHANGE ACT OF 1934.

For the quarterly period ended: August 2, 2003  
-----

- OR -

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (D) OF THE SECURITIES  
EXCHANGE ACT OF 1934.

For the transaction period from \_\_\_\_\_ to \_\_\_\_\_

COMMISSION FILE NUMBER 0-20664

BOOKS-A-MILLION, INC.  
-----

(Exact name of registrant as specified in its charter)

DELAWARE  
-----

(State or other jurisdiction  
of incorporation or organization)

63-0798460  
-----

(IRS Employer Identification No.)

402 INDUSTRIAL LANE, BIRMINGHAM, ALABAMA  
-----

(Address of principal executive offices)

35211  
-----

(Zip Code)

(205) 942-3737  
-----

(Registrant's phone number including area code)

NONE  
-----

(Former name, former address and former fiscal year,  
if changed since last period)

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  No

Indicate by check mark whether the registrant is an accelerated filer (as  
defined in Rule 12b-2 of the Exchange Act).

Edgar Filing: BOOKS A MILLION INC - Form 10-Q

Yes [ ] No [X]

Indicate the number of shares outstanding of each of the issuer's common stock, as of the latest practicable date: Shares of common stock, par value \$.01 per share, outstanding as of September 12, 2003 were 16,281,324 shares.

BOOKS-A-MILLION, INC. AND SUBSIDIARIES

INDEX

	PAGE NO.
PART I. FINANCIAL INFORMATION	
Item 1. Condensed Consolidated Financial Statements (UNAUDITED)	
Condensed Consolidated Balance Sheets .....	3
Condensed Consolidated Statements of Operations .....	4
Condensed Consolidated Statements of Cash Flows .....	5
Notes to Condensed Consolidated Financial Statements .....	6
Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations .....	12
Item 3. Quantitative and Qualitative Disclosures about Market Risk	17
Item 4. Controls and Procedures .....	18
PART II. OTHER INFORMATION	
Item 1. Legal Proceedings .....	19
Item 2. Changes in Securities .....	19
Item 3. Defaults Upon Senior Securities .....	19
Item 4. Submission of Matters of Vote of Security-Holders .....	19
Item 5. Other Information .....	19
Item 6. Exhibits and Reports on Form 8-K .....	19

PART 1. FINANCIAL INFORMATION  
ITEM 1. FINANCIAL STATEMENTS  
BOOKS-A-MILLION, INC. & SUBSIDIARIES  
CONDENSED CONSOLIDATED BALANCE SHEETS

# Edgar Filing: BOOKS A MILLION INC - Form 10-Q

(DOLLARS IN THOUSANDS EXCEPT PER SHARE AMOUNTS)  
(UNAUDITED)

	AS OF AUGUST 2, 2003	AS OF FEB
<b>ASSETS</b>		
<b>CURRENT ASSETS:</b>		
Cash and cash equivalents .....	\$ 5,170	\$ 4,
Accounts receivable, net .....	6,343	7,
Related party accounts receivable, net .....	425	
Inventories .....	227,489	224,
Prepayments and other .....	4,814	5,
Deferred income taxes .....	5,473	6,
	-----	-----
TOTAL CURRENT ASSETS .....	249,714	248,
	-----	-----
<b>PROPERTY AND EQUIPMENT:</b>		
Gross property and equipment .....	161,265	159,
Less accumulated depreciation and amortization .....	109,015	102,
	-----	-----
NET PROPERTY AND EQUIPMENT .....	52,250	57,
	-----	-----
OTHER ASSETS .....	1,697	1,
	-----	-----
TOTAL ASSETS .....	\$ 303,661	\$ 307,
	-----	-----
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
<b>CURRENT LIABILITIES:</b>		
Accounts payable .....	\$ 85,258	\$ 99,
Related party accounts payable .....	8,202	9,
Accrued expenses .....	25,010	24,
Accrued income taxes .....	960	2,
Current portion of long-term debt .....	22,872	
	-----	-----
TOTAL CURRENT LIABILITIES .....	142,302	136,
	-----	-----
LONG-TERM DEBT .....	35,018	44,
DEFERRED INCOME TAXES .....	1,284	1,
OTHER LONG-TERM LIABILITIES .....	1,487	2,
	-----	-----
TOTAL NON-CURRENT LIABILITIES .....	37,789	48,
	-----	-----
<b>COMMITMENTS AND CONTINGENCIES (NOTE 5)</b>		
<b>STOCKHOLDERS' EQUITY:</b>		
Preferred stock, \$.01 par value, 1,000,000 shares authorized, no shares outstanding.....	--	--
Common stock, \$.01 par value, 30,000,000 shares authorized, 18,259,875 and 18,211,706 shares issued at August 2, 2003 and February 1, 2003, respectively	183	
Additional paid-in capital .....	70,943	70,
Less treasury stock, at cost; (2,010,050 shares at August 2, 2003 and February 1, 2003).....	(5,271)	(5,
Accumulated other comprehensive loss, net of tax .....	(931)	(1,
Retained earnings .....	58,646	58,
	-----	-----
TOTAL STOCKHOLDERS' EQUITY .....	123,570	122,
	-----	-----

Edgar Filing: BOOKS A MILLION INC - Form 10-Q

TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY .....	\$ 303,661	\$ 307,
	=====	=====

SEE ACCOMPANYING NOTES

3

BOOKS-A-MILLION, INC. & SUBSIDIARIES  
 CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS  
 (IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)  
 (UNAUDITED)

	THIRTEEN WEEKS ENDED	
	AUGUST 2, 2003	AUGUST 3, 2002
	-----	-----
NET SALES .....	\$ 113,473	\$ 104,023
Cost of products sold (including warehouse distribution and store occupancy costs) (1) .....	82,575	75,971
	-----	-----
GROSS PROFIT .....	30,898	28,052
Operating, selling and administrative expenses .....	23,746	23,758
Depreciation and amortization .....	3,949	3,929
	-----	-----
OPERATING INCOME .....	3,203	365
Interest expense, net .....	848	1,000
	-----	-----
INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES AND CUMULATIVE EFFECT OF A CHANGE IN ACCOUNTING PRINCIPLE .....	2,355	(635)
Income taxes provision (benefit) .....	895	(241)
	-----	-----
INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE CUMULATIVE EFFECT OF A CHANGE IN ACCOUNTING PRINCIPLE....	1,460	(394)
DISCONTINUED OPERATIONS (NOTE 10)		
Loss from discontinued operations before income taxes (including loss on disposal of \$120 for the 2003 thirteen week period and \$136 for the twenty-six week period)..	(160)	(50)
Income tax benefit .....	61	19
	-----	-----
LOSS FROM DISCONTINUED OPERATIONS .....	(99)	(31)
	-----	-----
INCOME (LOSS) BEFORE CUMULATIVE EFFECT OF A CHANGE IN ACCOUNTING PRINCIPLE .....	1,361	(425)
CUMULATIVE EFFECT OF A CHANGE IN ACCOUNTING PRINCIPLE, NET OF DEFERRED INCOME TAX BENEFIT OF \$736...	--	--
	-----	-----
NET INCOME (LOSS) .....	\$ 1,361	\$ (425)
	=====	=====
NET INCOME (LOSS) PER COMMON SHARE:		

Edgar Filing: BOOKS A MILLION INC - Form 10-Q

BASIC:

INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE EFFECT OF A CHANGE IN ACCOUNTING PRINCIPLE.....	\$ 0.09	\$ (0.03)
LOSS FROM DISCONTINUED OPERATIONS .....	(0.01)	--
INCOME (LOSS) BEFORE CUMULATIVE EFFECT OF A CHANGE IN ACCOUNTING PRINCIPLE .....	0.08	(0.03)
CUMULATIVE EFFECT OF A CHANGE IN ACCOUNTING PRINCIPLE	--	--
NET INCOME (LOSS) .....	\$ 0.08	\$ (0.03)
WEIGHTED AVERAGE NUMBER OF SHARES OUTSTANDING - BASIC.	16,248	16,199

DILUTED:

INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE EFFECT OF A CHANGE IN ACCOUNTING PRINCIPLE .....	\$ 0.09	\$ (0.03)
LOSS FROM DISCONTINUED OPERATIONS .....	(0.01)	--
INCOME (LOSS) BEFORE CUMULATIVE EFFECT OF A CHANGE IN ACCOUNTING PRINCIPLE .....	0.08	(0.03)
CUMULATIVE EFFECT OF A CHANGE IN ACCOUNTING PRINCIPLE.	--	--
NET INCOME (LOSS) .....	\$ 0.08	\$ (0.03)
WEIGHTED AVERAGE NUMBER OF SHARES OUTSTANDING - DILUTED .....	16,518	16,199

(1) Inventory purchases from related parties were \$6,150, \$2,995, \$17,656 and \$13,520, respectively, for each of the periods presented above.

SEE ACCOMPANYING NOTES

BOOKS-A-MILLION, INC. & SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
(DOLLARS IN THOUSANDS)  
(UNAUDITED)

	TWENTY-SIX WEEKS E	
	AUGUST 2, 2003	AUG
	-----	---
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income (loss) .....	\$ 319	\$
Adjustments to reconcile net income (loss) to net cash used in operating activities:		
Cumulative effect of change in accounting principle .....	--	
Depreciation and amortization .....	8,017	
Loss on disposal of property .....	453	
Change in deferred income taxes .....	62	

Edgar Filing: BOOKS A MILLION INC - Form 10-Q

Increase in inventories .....	(3,471)	(
Decrease in accounts payable .....	(15,196)	(
Changes in certain other assets and liabilities .....	624	
	-----	
Total adjustments .....	(9,511)	(
	-----	
Net cash used in operating activities .....	(9,192)	(
	-----	
CASH FLOWS FROM INVESTING ACTIVITIES:		
Capital expenditures .....	(3,507)	
Proceeds from sale of equipment .....	19	
	-----	
Net cash used in investing activities .....	(3,488)	
	-----	
CASH FLOWS FROM FINANCING ACTIVITIES:		
Borrowings under credit facilities .....	108,220	1
Repayments under credit facilities .....	(95,442)	(
Proceeds from sale of common stock, net .....	95	
	-----	
Net cash provided by financing activities .....	12,873	
	-----	
Net increase in cash and cash equivalents .....	193	
Cash and cash equivalents at beginning of period .....	4,977	
	-----	
Cash and cash equivalents at end of period .....	\$5,170	\$
	=====	
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:		
Cash paid during the twenty-six week period for:		
Interest .....	\$1,770	\$
Income taxes, net of refunds .....	\$1,704	\$

SEE ACCOMPANYING NOTES

5

BOOKS-A-MILLION, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(UNAUDITED)

1. BASIS OF PRESENTATION

The accompanying unaudited condensed consolidated financial statements of Books-A-Million, Inc. and its subsidiaries (the "Company") for the thirteen and twenty-six week periods ended August 2, 2003 and August 3, 2002, have been prepared in accordance with accounting principles generally accepted in the United States ("GAAP") for interim financial information and are presented in accordance with the requirements of Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial statements. These financial statements should be read in conjunction with the consolidated financial statements and notes thereto, for the fiscal year ended February 1, 2003, included in the Company's Fiscal 2003 Annual Report on Form 10-K. In the opinion of management, the financial statements included herein contain all adjustments (consisting only of normal recurring adjustments except for the change in the accounting principle as discussed in Note 7) considered necessary for a fair presentation of the Company's financial position as of August 2, 2003, and the results of its operations and cash flows for the thirteen and twenty-six week periods

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q

ended August 2, 2003 and August 3, 2002. Certain prior year amounts have been reclassified to conform to current year presentation.

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and reported amounts of revenues and expenses during the reporting period. Actual amounts could differ from those estimates and assumptions.

The Company has also experienced, and expects to continue to experience, significant variability in sales and net income from quarter to quarter. Therefore, the results of the interim periods presented herein are not necessarily indicative of the results to be expected for any other interim period or the full year.

### Stock-Based Compensation

At August 2, 2003 and February 1, 2003, the Company had one stock option plan. The Company accounts for the plan under the recognition and measurement principles of Accounting Pronouncements Bulletin (APB) Opinion No. 25, "Accounting for Stock Issued to Employees", and related Interpretations. No stock-based employee compensation cost is reflected in net income, as all options granted under the plan had an exercise price equal to the market value of the underlying common stock on the date of grant. The following table illustrates the effect on net income (loss) and net income (loss) per common share if the Company had applied the fair value recognition provisions of Statement of Financial Accounting Standards No. 148 ("SFAS 148"), "Accounting for Stock-Based Compensation--Transaction and Disclosure--an Amendment of FASB Statement No. 123," to stock-based employee compensation (in thousands except per share amounts):

In thousands	For the Thirteen Weeks Ended		For
	August 2, 2003	August 3, 2002	Augu
Net income (loss), as reported .....	\$ 1,361	\$ (425)	\$
Deduct: Total stock-based employee compensation expense determined under fair value based method for all awards, net of tax effects.....	328	283	
Pro forma net loss .....	1,033	(708)	
Net income (loss) per common share:			
Basic--as reported .....	\$ 0.08	\$ (0.03)	\$
Basic--pro forma .....	\$ 0.06	\$ (0.04)	\$ (
Diluted--as reported .....	\$ 0.08	\$ (0.03)	\$
Diluted--pro forma .....	\$ 0.06	\$ (0.04)	\$ (
	=====	=====	=====

The fair value of the options granted under the Company's stock option plan was estimated on their date of grant using the Black-Scholes option-pricing model with the following weighted average assumptions: no dividend yield; expected volatility of 1.01% and 1.21%, respectively; risk-free interest rates of 3.63% to 5.10% and 3.76% to 5.71%, respectively; and expected lives of six or ten years.

2. NET INCOME (LOSS) PER SHARE

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q

Basic net income (loss) per share ("EPS") is computed by dividing income (loss) available to common shareholders by the weighted average number of common shares outstanding for the period. Diluted EPS

6

### BOOKS-A-MILLION, INC. AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

reflects the potential dilution that could occur if securities or other contracts to issue common stock are exercised or converted into common stock or resulted in the issuance of common stock that then shared in the earnings of the Company. Diluted EPS has been computed based on the weighted average number of shares outstanding including the effect of outstanding stock options, if dilutive, in each respective thirteen and twenty-six week period. A reconciliation of the weighted average shares for basic and diluted EPS is as follows:

	For the Thirteen Weeks Ended (in thousands)	
	August 2, 2003	August 3, 2002
Weighted average shares outstanding:		
Basic .....	16,248	16,199
Dilutive effect of stock options outstanding	270	--
	-----	-----
Diluted .....	16,518	16,199
	=====	=====

	For the Twenty-Six Weeks Ended (in thousands)	
	August 2, 2003	August 3, 2002
Weighted average shares outstanding:		
Basic .....	16,234	16,181
Dilutive effect of stock options outstanding	201	--
	-----	-----
Diluted .....	16,435	16,181
	=====	=====

Options outstanding to purchase 2,509,000 and 2,399,000 shares of common stock for the thirteen and twenty-six weeks ended August 2, 2003 and August 3, 2002, respectively, were not included in the table above as they were anti-dilutive under the treasury stock method.

### 3. DERIVATIVE AND HEDGING ACTIVITIES

The Company is subject to interest rate fluctuations involving its credit facilities and debt related to an Industrial Development Revenue Bond (the "Bond"). However, the Company uses both fixed and variable debt to manage this exposure. On February 9, 1998, the Company entered into an interest rate swap agreement with a five-year term that carried a notional



Edgar Filing: BOOKS A MILLION INC - Form 10-Q

principal amount of \$30 million. The swap effectively fixed the interest rate on \$30.0 million of variable rate debt at 7.41% and expired February 2003. The Company entered into two separate \$10 million swaps on July 24, 2002. Both expire August 2005 and effectively fix the interest rate on \$20 million of variable debt at 5.13%. In addition, the Company entered into a \$7.5 million interest rate swap in May 1996 that expires in June 2005 and effectively fixes the interest rate on the bond at 7.98%. The counter parties to the interest rate swaps are two primary banks in the Company's credit facility. The Company believes the credit and liquidity risk of the counter parties failing to meet their obligation is remote as the Company settles its interest position with the banks on a quarterly basis.

The Company's interest rate swaps that convert variable payments to fixed payments are designated as cash flow hedges. Cash flow hedges protect against the variability in future cash outflows of current or forecasted debt. The changes in the fair value of these hedges are reported on the balance sheet with a corresponding adjustment to accumulated other comprehensive income (loss). Over time, the unrealized gains and losses held in accumulated other comprehensive income (loss) may be realized and reflected in the Company's Statements of Operations.

The interest rate swaps described above are classified as Other Long-Term Liabilities in the accompanying condensed consolidated balance sheets at their fair value of \$1.5 million and \$2.1 million as of August 2, 2003 and February 1, 2003, respectively. For the thirteen weeks ended August 2, 2003 and August 3, 2002, respectively, unrealized gains or (losses) of \$225,000 (net of tax provision of \$138,000) and (\$230,000) (net of tax benefit of \$141,000) and in the twenty-six weeks ended August 2, 2003 and August 3, 2002, respectively, adjustments of \$288,000 (net of tax provision of \$176,000) and (\$109,000) (net of tax benefit of \$68,000) were recorded as unrealized gains or losses in accumulated other comprehensive loss and are detailed in Note 4.

7

BOOKS-A-MILLION, INC. AND SUBSIDIARIES  
 NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
 (UNAUDITED)

4. COMPREHENSIVE INCOME (LOSS)

Comprehensive income (loss) is net income or loss, plus certain other items that are recorded directly to stockholders' equity. The only such items currently applicable to the Company are the unrealized gains (losses) on the derivative instruments explained in Note 3, as follows:

COMPREHENSIVE INCOME (LOSS)	Thirteen Weeks Ended (in thousands)		Twelve Weeks Ended August 2, 2003
	August 2, 2003	August 3, 2002	
Net income (loss) .....	\$ 1,361	(\$ 425)	\$ 319
Unrealized gains (losses) on derivative instruments, net of deferred tax provision (benefit)			

Edgar Filing: BOOKS A MILLION INC - Form 10-Q

for the thirteen-week periods of \$138 and (\$141), respectively, and the twenty-six week periods of \$176 and (\$68), respectively .....

	225	(230)	288
	-----	-----	-----
Total comprehensive income			
(loss) .....	\$ 1,586	(\$ 655)	\$ 607
	=====	=====	=====

5. COMMITMENTS AND CONTINGENCIES

The Company is a party to various legal proceedings incidental to its business. In the opinion of management, after consultation with legal counsel, the ultimate liability, if any, with respect to those proceedings is not presently expected to materially affect the financial position, results of operations or cash flows of the Company.

From time to time, the Company enters into certain types of agreements that require the Company to indemnify parties against third party claims under certain circumstances. Generally these agreements relate to: (a) agreements with vendors and suppliers, under which the Company may provide customary indemnification to its vendors and suppliers in respect of actions they take at the Company's request or otherwise on its behalf, (b) agreements with vendors who publish books or manufacture merchandise specifically for the Company to indemnify the vendors against trademark and copyright infringement claims concerning the books published or merchandise manufactured on behalf of the Company, and (c) real estate leases, under which the Company may agree to indemnify the lessors from claims arising from the Company's use of the property.

The nature and terms of these types of indemnities vary. The events or circumstances that would require the Company to perform under these indemnities are transaction and circumstance specific. Generally, a maximum obligation is not explicitly stated and therefore the overall maximum amount of the obligations cannot be reasonably estimated. Historically, the Company has not incurred significant costs related to performance under these types of indemnities. No liabilities have been recorded for these obligations on the Company's balance sheet at August 2, 2003 and February 2, 2003.

6. INVENTORIES

As of February 2, 2003, the Company changed from the first-in, first-out (FIFO) method of accounting for inventories to the last-in, first-out (LIFO) method. Management believes this change is preferable in that it achieves a more appropriate matching of revenues and expenses. The impact of this accounting change was to increase "Costs of Products Sold" in the consolidated statements of operations by \$0.1 million and \$0.3 million for the thirteen and twenty-six weeks ended August 2, 2003. This resulted in an after-tax decrease to net income of \$0.1 million or a decrease in net income per diluted share of \$0.01, for the thirteen weeks ended August 2, 2003, and an after-tax decrease to net income of \$0.2 million or a decrease in net income per diluted share of \$0.01, for the twenty-six weeks ended August 2, 2003. The cumulative effect of a change in accounting principle from the FIFO method to LIFO method is not determinable. Accordingly, such change has been accounted for prospectively. In addition, pro forma amounts of retroactively applying the change cannot be reasonably estimated and have not been disclosed.

Edgar Filing: BOOKS A MILLION INC - Form 10-Q

BOOKS-A-MILLION, INC. AND SUBSIDIARIES  
 NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
 (UNAUDITED)

Inventories were:

(In thousands)	August 2, 2003	February 1, 2003
	-----	-----
Inventories (at FIFO)	\$ 227,818	\$ 224,019
LIFO reserve	(329)	-
	-----	-----
Net inventories	\$ 227,489	\$ 224,019
	=====	=====

7. VENDOR ALLOWANCES

The Company receives allowances from its vendors from a variety of programs and arrangements, including merchandise placement and cooperative advertising programs. Effective February 3, 2002, the Company adopted the provisions of Emerging Issues Task Force ("EITF") No. 02-16, Accounting by a Customer (Including a Reseller) for Certain Consideration Received from a Vendor, which addresses the accounting for vendor allowances. As a result of the adoption of this statement, vendor allowances in excess of incremental direct costs are reflected as a reduction of inventory costs and recognized in cost of products sold upon the sale of related inventory. The impact of the adoption of EITF No. 02-16 is reflected as a cumulative effect of a change in accounting principle as of February 3, 2002 of approximately \$1.2 million (net of income tax benefit of \$736,000), or \$0.07 per diluted share increase to net loss. Prior to fiscal 2003, the Company recognized these vendor allowances over the period covered by the vendor arrangement.

8. BUSINESS SEGMENTS

The Company has two reportable segments: retail trade and electronic commerce trade. The retail trade segment is a strategic business segment that is engaged in the retail trade of mostly book merchandise and includes the Company's distribution center operations, which predominately supplies merchandise to the Company's retail stores. The electronic commerce trade segment is a strategic business segment that transacts business over the internet and is managed separately due to divergent technology and marketing requirements.

The accounting policies of the segments are substantially the same as those described in the Company's Fiscal 2003 Annual Report on Form 10-K. The Company evaluates performance of the segments based on profit and loss from operations before interest and income taxes. Certain intersegment cost allocations have been made based upon consolidated and segment revenues.

Edgar Filing: BOOKS A MILLION INC - Form 10-Q

SEGMENT INFORMATION (IN THOUSANDS)	Thirteen Weeks Ended		Twenty-Si
	August 2, 2003	August 3, 2002	August 2, 2003
NET SALES .....			
Retail Trade .....	\$ 111,948	\$ 102,872	\$ 209,487
Electronic Commerce Trade ....	6,289	5,272	11,496
Intersegment Sales Elimination	(4,764)	(4,121)	(8,665)
Total Sales .....	<u>\$ 113,473</u>	<u>\$ 104,023</u>	<u>\$ 212,318</u>
OPERATING INCOME (LOSS)			
Retail Trade .....	\$ 3,606	\$ 510	\$ 3,097
Electronic Commerce Trade ....	(461)	(153)	(697)
Intersegment Elimination of Certain Costs .....	58	8	106
Total Operating Income .....	<u>\$ 3,203</u>	<u>\$ 365</u>	<u>\$ 2,506</u>
	As of August 2, 2003	As of February 1, 2003	
ASSETS			
Retail Trade .....	\$ 302,437	\$ 306,542	
Electronic Commerce Trade ....	1,788	1,752	
Intersegment Asset Elimination	(564)	(576)	
Total Assets .....	<u>\$ 303,661</u>	<u>\$ 307,718</u>	

10

BOOKS-A-MILLION, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(UNAUDITED)

9. RECENT ACCOUNTING PRONOUNCEMENTS

FIN No. 46, "Consolidation of Variable Interest Entities", was issued in January 2003. This interpretation requires consolidation of variable interest entities ("VIE") (also formerly referred to as "special purpose entities") if certain conditions are met. The interpretation applies

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q

immediately to VIE's created after January 31, 2003, and to interests obtained in VIE's after January 31, 2003. Beginning after June 15, 2003, the interpretation applies also to VIE's created or interests obtained in VIE's before January 31, 2003. The Company is currently evaluating the impact of adopting this statement on its financial position, results of operations or cash flows.

### 10. DISCONTINUED OPERATIONS

Discontinued operations represent the closure of the Company's only stores in a North Carolina and a Georgia market. These stores had sales of \$416,000 and \$631,000 and pretax operating losses of \$160,000 and \$50,000 for the thirteen-week periods ended August 2, 2003 and August 3, 2002, respectively. For the twenty-six weeks ended August 2, 2003 and August 3, 2002, these stores had sales of \$1,004,000 and \$1,233,000 and pretax operating losses of \$275,000 and \$83,000. Included in the loss on discontinued operations are closing costs of \$120,000 and \$136,000 for the thirteen and twenty-six week periods ended August 2, 2003.

11

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### SAFE HARBOR STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

This document contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that involve a number of risks and uncertainties. A number of factors could cause actual results, performance, achievements of the Company, or industry results to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. These factors include, but are not limited to, the competitive environment in the book retail industry in general and in the Company's specific market areas; inflation; economic conditions in general and in the Company's specific market areas; the number of store openings and closings; the profitability of certain product lines, capital expenditures and future liquidity; liability and other claims asserted against the Company; uncertainties related to the Internet and the Company's Internet initiatives; and other factors referenced herein. In addition, such forward-looking statements are necessarily dependent upon the assumptions, estimates and dates that may be incorrect or imprecise and involve known and unknown risks, uncertainties and other factors. Accordingly, any forward-looking statements included herein do not purport to be predictions of future events or circumstances and may not be realized. Given these uncertainties, shareholders and prospective investors are cautioned not to place undue reliance on such forward-looking statements. The Company disclaims any obligations to update any such factors or to publicly announce the results of any revisions to any of the forward-looking statements contained herein to reflect future events or developments.

#### GENERAL

The Company was founded in 1917 and currently operates 203 retail bookstores, including 162 superstores, concentrated in the southeastern United States.

The Company's growth strategy is focused on opening superstores in new and existing market areas, particularly in the Southeast. In addition to opening new stores, management intends to continue its practice of reviewing the

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q

profitability trends and prospects of existing stores and closing or relocating under-performing stores or converting stores to different formats.

Comparable store sales are determined each fiscal quarter during the year based on all stores that have been open at least 12 full months as of the first day of the fiscal quarter. Any stores closed during a fiscal quarter are excluded from comparable store sales as of the first day of the quarter in which they close.

### RESULTS OF OPERATIONS

The following table sets forth statement of operations data expressed as a percentage of net sales for the periods presented.

	Thirteen Weeks Ended		Twenty-Six
	August 2, 2003	August 3, 2002	August 2, 2003
Net sales .....	100.0%	100.0%	100.0%
Gross profit .....	27.2%	27.0%	26.3%
Operating, selling and administrative expenses.....	20.9%	22.8%	21.3%
Depreciation and amortization .....	3.5%	3.8%	3.8%
Operating income (loss) .....	2.8%	0.4%	1.2%
Interest expense, net .....	0.7%	1.0%	0.8%
Income (Loss) from continuing operations before income taxes and cumulative effect of a change in accounting principle.....	2.1%	(0.6)%	0.4%
Income taxes benefit .....	0.9%	(0.3)%	0.1%
Income (Loss) from continuing operations before cumulative effect of a change in accounting principle.....	1.2%	(0.3)%	0.3%
Loss from discontinued operations ....	--	(0.1)%	(0.1)%
Income (Loss) before cumulative effect of a change in accounting principle.....	1.2%	(0.4)%	0.2%
Cumulative effect of change in accounting principle.....	--	--	--
Net income (loss) .....	1.2%	(0.4)%	0.2%

12

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Net sales increased 9.1% to \$113.5 million in the thirteen weeks ended August 2, 2003, from \$104.0 million in the thirteen weeks ended August 3, 2002. Net sales increased 3.7% to \$212.3 million in the twenty-six weeks ended August 2, 2003, from \$204.7 million in the twenty-six weeks ended August 3, 2002. Comparable store sales in the thirteen weeks ended August 2, 2003 increased 6.0% when compared with the same thirteen week period for the prior year. The increase in comparable store sales for the thirteen weeks was due to higher

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q

sales in the book, collector and cafe departments. The book sales increase was primarily driven by Harry Potter sales and related traffic. The increase in collector sales was primarily related to Yu-Gi-Oh sales. The cafe department sales increase was led by the Company's new cold beverage product line of frappes as well as store traffic. Comparable store sales increased 1.7% for the twenty-six weeks ended August 2, 2003 due to higher sales in the collector and cafe departments. The collector sales increase was due to Yu-Gi-Oh sales and the cafe sales increase was due to sales of the Company's new cold beverage product line of frappes as well as increased store traffic. During the thirteen weeks ended August 2, 2003, the Company closed two superstores and closed two newsstands.

Net sales for the retail trade segment increased \$9.0 million, or 8.8%, to \$111.9 million in the thirteen weeks ended August 2, 2003 from \$102.9 million in the same period last year. The increase in sales was primarily due to higher comparable store sales, which increased 6.0% for the thirteen weeks. Net sales for the retail trade segment increased \$7.5 million, to \$209.5 million for the twenty-six weeks ended August 2, 2003, due to the improved sales during the second quarter. Net sales for the electronic commerce segment increased \$1.0 million, or 19.3%, to \$6.3 million in the thirteen weeks ended August 2, 2003 related to Harry Potter sales. For the twenty-six weeks ended August 2, 2003, net sales for the electronic commerce segment increased \$0.4 million, to \$11.5 million from \$11.1 million in the same period last year.

Gross profit increased 10.1% to \$30.9 million in the thirteen weeks ended August 2, 2003 when compared with \$28.1 million in the same thirteen week period for the prior year. For the twenty-six weeks ended August 2, 2003, gross profit increased 0.7% to \$55.9 million from \$55.5 million in the same period last year. Gross profit as a percentage of net sales for the thirteen weeks ended August 2, 2003 was 27.2% versus 27.0% in the same period last year. Gross profit as a percentage of net sales for the twenty-six weeks ended August 2, 2003 was 26.3% versus 27.1% in the same period last year. The increase in gross profit stated as a percent of net sales for the thirteen week period was primarily due to lower occupancy costs as a percentage of net sales, which was the result of higher comparable store sales while occupancy costs are relatively fixed. The decrease in gross profit stated as a percent to sales for the twenty-six week period was primarily due to higher occupancy costs as a percentage of net sales and increased promotional sales activity. Additionally, as of February 2, 2003, the Company changed from the first-in first-out (FIFO) method of accounting for inventories to the last-in last-out (LIFO) method. The impact of this accounting change was to decrease gross profit in the consolidated statements of operations by \$0.1 million and \$0.3 million for the thirteen and twenty-six week periods ended August 2, 2003. Refer to Note 6 in the notes to the condensed consolidated financial statements for additional information related to this change.

Operating, selling and administrative expenses were \$23.7 million in the thirteen week period ended August 2, 2003 compared to \$23.8 million in the same period last year. For the twenty-six weeks ended August 2, 2003, operating, selling and administrative expenses decreased to \$45.4 million from \$46.5 million in the same period last year. Operating, selling and administrative expenses as a percentage of net sales for the thirteen weeks ended August 2, 2003 decreased to 20.9% from 22.8% in the same period last year. Operating, selling and administrative expenses as a percentage of net sales for the twenty-six weeks ended August 2, 2003 decreased to 21.3% from 22.7% in the same period last year. The decrease in operating, selling and administrative expenses stated as a percent to sales was primarily due to strong expense controls in both corporate and store selling expenses. Additionally, store advertising expenses were lower than last year due to less promotions than normal.

Depreciation and amortization was \$3.9 million in each of the thirteen week periods ended August 2, 2003 and August 3, 2002, and in the twenty-six week period ended August 2, 2003 depreciation and amortization increased 1.6% to \$8.0

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q

million from \$7.9 million in the same period last year. The increase in depreciation and amortization was due to the increased number of superstores operated by the Company combined with capital improvements made to existing stores during fiscal 2003 and fiscal 2004.

Consolidated operating profit was \$3.2 million for the thirteen weeks ended August 2, 2003, compared to \$0.4 million in the same period last year. For the twenty-six weeks ended August 2, 2003, consolidated operating profit was \$2.5 million versus \$1.2 million last year. Operating profit for the retail trade segment increased \$3.1 million for the thirteen weeks ended August 2, 2003 and \$1.6 million for the twenty-six week period ended August 2, 2003. The increase in operating profit was due to strong profit growth in the second quarter driven primarily by the stronger comparable store sales. The operating loss for the electronic commerce segment was \$0.5 million for the thirteen weeks ended August 2, 2003 versus an operating loss of \$0.2 million in the same period last year.

13

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The slight increase in losses was due to more promotional discounting related to Harry Potter. For the twenty-six week period, the operating loss for the electronic commerce segment was \$0.7 million compared to \$0.4 million last year due to the promotional discounting during the second quarter.

Interest expense was \$848,000 in the thirteen weeks ended August 2, 2003 versus \$1.0 million in the same period last year and \$1.7 million in the twenty-six weeks ended August 2, 2003 versus \$1.9 million in the same period last year. The decrease was due to lower average interest rates compared with last year.

Discontinued operations represent the closure of the Company's only stores in a North Carolina and a Georgia market. These stores had sales of \$416,000 and \$631,000 and pretax operating losses of \$160,000 and \$50,000 for the thirteen-week periods ended August 2, 2003 and August 3, 2002, respectively. For the twenty-six weeks ended August 2, 2003 and August 3, 2002, these stores had sales of \$1,004,000 and \$1,233,000 and pretax operating losses of \$275,000 and \$83,000. Included in the loss on discontinued operations are closing costs of \$120,000 and \$136,000 for the thirteen and twenty-six week periods ended August 2, 2003.

Effective February 3, 2002, the Company adopted Emerging Issues Task Force ("EITF") No. 02-16, Accounting by a Customer (including a reseller) for Certain Consideration Received from a Vendor, which addresses the accounting for vendor allowances. The adoption of this accounting principle resulted in a cumulative after-tax increase to net loss of \$1.2 million, or \$0.07 per diluted share, for the twenty-six weeks ended August 3, 2002.

### LIQUIDITY AND CAPITAL RESOURCES

The Company's primary sources of liquidity are cash flows from operations, including credit terms from vendors, and borrowings under its credit facility. The Company has an unsecured revolving credit facility that allows borrowings up to \$100 million, for which no principal repayments are due until the facility expires in July 2005. The credit facility has certain financial and non-financial covenants. The most restrictive financial covenant is the maintenance of a minimum fixed charge ratio. As of August 2, 2003 and February 1, 2003, \$50.3 million and \$37.4 million, respectively, were outstanding under this credit facility. The Company expects that the current portion of long-term



## Edgar Filing: BOOKS A MILLION INC - Form 10-Q

debt will be repaid by the end of the current fiscal year with cash flows from the holiday selling season. The maximum and average outstanding balances during the thirteen weeks ended August 2, 2003 were \$77.6 million and \$68.7 million, respectively, compared to \$71.2 million and \$64.6 million, respectively for the same period in the prior year. The maximum and average outstanding balances during the twenty-six weeks ended August 2, 2003 were \$77.6 million and \$66.5 million, respectively, compared to \$71.2 million and \$61.7 million, respectively for the same period in the prior year. The outstanding borrowings as of August 2, 2003 had interest rates ranging from 1.95% to 4.25%. Additionally, as of August 2, 2003 and February 1, 2003, the Company has outstanding borrowings under an industrial revenue bond totaling \$7.5 million, which is secured by certain property.

### Financial Position

Inventory balances at August 2, 2003 compared to February 1, 2003 increased due to seasonal fluctuation in inventory. Inventory levels are lowest at February 1, 2003 due to large post holiday returns. Accounts payable at August 2, 2003 compared to February 1, 2003 decreased due to timing of inventory purchases and vendor payments.

14

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### Future Commitments

The following table lists the aggregate maturities of various classes of obligations and expiration amounts of various classes of commitments related to Books-A-Million, Inc. at August 2, 2003 (in thousands):

#### PAYMENTS DUE UNDER CONTRACTUAL OBLIGATIONS

	Total -----	FY 2004 -----	FY 2005 -----	FY 2006 -----	FY 2007 -----	FY 2008 -----
Notes payable .....	\$ 50	\$ 50	\$ --	\$ --	\$ --	\$ --
Short-term debt - revolving credit facility (1) ..	22,822	22,822	--	--	--	--
Long-term debt - revolving credit facility .....	27,518	--	--	27,518	--	--
Long-term debt -industrial revenue bond .....	7,500	--	--	7,500	--	--
Subtotal of debt ...	57,890	22,872	--	35,018	--	--
Operating leases ...	127,079	14,482	26,814	24,086	18,848	15,300
Total of obligations	\$ 184,969 =====	\$ 37,354 =====	\$ 26,814 =====	\$ 59,104 =====	\$ 18,848 =====	\$ 15,300 =====

(1) These payments are not required in fiscal 2004, but are anticipated due

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q

to normal seasonal fluctuations in cash flows due to the holiday selling season during the second half of fiscal 2004.

### Guarantees

From time to time, the Company enters into certain types of agreements that contingently require the Company to indemnify parties against third party claims. Generally these agreements relate to: (a) agreements with vendors and suppliers, under which the Company may provide customary indemnification to its vendors and suppliers in respect of actions they take at the Company's request or otherwise on its behalf, (b) agreements with vendors who publish books or manufacture merchandise specifically for the Company to indemnify the vendors against trademark and copyright infringement claims concerning the books published or merchandise manufactured on behalf of the Company and (c) real estate leases, under which the Company may agree to indemnify the lessors from claims arising from the Company's use of the property.

The nature and terms of these types of indemnities vary. The events or circumstances that would require the Company to perform under these indemnities are transaction and circumstance specific. Generally, a maximum obligation is not explicitly stated and therefore the overall maximum amount of the obligations cannot be reasonably estimated. Historically, the Company has not incurred significant costs related to performance under these types of indemnities. No liabilities have been recorded for these obligations on the Company's balance sheet at August 2, 2003.

### Cash Flows

Operating activities used cash of \$9.2 million and \$19.0 million in the twenty-six week periods ended August 2, 2003 and August 3, 2002, respectively, and included the following effects:

- o Cash used for inventories in the twenty-six week periods ended August 2, 2003 and August 3, 2002 was \$3.5 million and \$13.1 million, respectively. The smaller usage in the current period was due to higher sales versus last year.
- o Cash used by accounts payable in the twenty-six week periods ended August 2, 2003 and August 3, 2002 was \$15.2 million and \$12.6 million, respectively.
- o Depreciation and amortization expenses were \$8.1 million and \$8.0 million in the twenty-six week periods ended August 2, 2003 and August 3, 2002, respectively.

Cash flows used in investing activities reflected a \$3.5 million and \$4.7 million net use of cash for the twenty-six week periods ended August 2, 2003 and August 3, 2002, respectively. Cash was used primarily to fund capital expenditures for new store openings, renovation and improvements to existing stores, warehouse distribution purposes and investments in management information systems.

15

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Financing activities provided cash of \$12.9 million and \$24.0 million in the twenty-six week periods ended August 2, 2003 and August 3, 2002, respectively, principally from net borrowings under the revolving credit facility.

### OUTLOOK

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q

For fiscal 2004, the Company currently expects to open approximately four new stores, relocate or remodel approximately 20 to 25 stores and close approximately six stores. The Company's capital expenditures totaled \$3.5 million in the twenty-six week period ended August 2, 2003. These expenditures were primarily used for new store openings, renovation and improvements to existing stores and investment in management information systems. Management estimates that capital expenditures for the remainder of fiscal 2004 will be approximately \$7.1 million and that such amounts will be used primarily for new stores, renovation and improvements to existing stores, and investments in management information systems. Management believes that existing cash balances and net cash from operating activities, together with borrowings under the Company's credit facilities, will be adequate to finance the Company's planned capital expenditures and to meet the Company's working capital requirements for the remainder of fiscal 2004 and all of fiscal 2005.

### RELATED PARTY ACTIVITIES

Certain stockholders and directors (including certain officers) of the Company have controlling ownership interests in other entities with which the Company conducts business. Significant transactions between the Company and these various other entities ("related parties") are summarized in the following paragraph.

The Company purchases a portion of its inventories for resale from related parties; such net purchases were \$17.7 million in the twenty-six weeks ended August 2, 2003, and \$13.5 million in the twenty-six weeks ended August 3, 2002. This difference in net purchases is primarily due to timing of magazine purchases and returns. The Company sells a portion of its inventories to related parties; such sales amounted to \$0.3 million and \$(0.1) million in the twenty-six weeks ended August 2, 2003 and August 3, 2002, respectively. Management believes the terms of these related party transactions are substantially equivalent to those available from unrelated parties and, therefore, have no significant impact on gross profit.

The Company also leases certain office, warehouse and retail store space from related parties. Rental expense under these leases was approximately \$290,900 and \$295,100 in the twenty-six weeks ended August 2, 2003 and August 3, 2002, respectively. Total minimum future rental payments under these leases aggregate \$354,000 at August 2, 2003.

16

### QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The Company is subject to interest rate fluctuations involving its credit facilities. The average amount of debt outstanding under the Company's credit facilities was \$65.9 million during fiscal 2003. However, the Company utilizes both fixed and variable debt to manage this exposure. The Company entered into two separate \$10 million swaps on July 24, 2002. Both expire August 2005 and effectively fix the interest rate on \$20 million of variable debt at 5.13%. Also, on May 14, 1996, the Company entered into an interest rate swap agreement, with a ten-year term, which carries a notional principal amount of \$7.5 million. The swap effectively fixes the interest rate on \$7.5 million of variable rate debt at 7.98%. The swap agreement expires on June 7, 2006. The counter parties to the interest rate swaps are parties to the Company's revolving credit facilities. The Company believes the credit and liquidity risk of the counter parties failing to meet their obligations is remote as the Company settles its interest position with the banks on a quarterly basis.

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q

To illustrate the sensitivity of the results of operations to changes in interest rates on its debt, the Company estimates that a 66% increase in LIBOR rates would increase interest expense by approximately \$88,000 for the thirteen weeks ended August 2, 2003. Likewise, a 66% decrease in LIBOR rates would decrease interest expense by \$88,000 for the thirteen weeks ended August 2, 2003. This hypothetical change in LIBOR rates was calculated based on the fluctuation in LIBOR in 2002, which was the maximum LIBOR fluctuation in the last ten years. The estimates do not consider the effect of the potential termination of the interest rate swaps associated with the debt will have on interest expense.

17

### CONTROLS AND PROCEDURES

The Company maintains disclosure controls and procedures that are designed to ensure that information required to be disclosed in the Company's Exchange Act reports is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms, and that such information is accumulated and communicated to the Company's management, including its Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure. In designing and evaluating the disclosure controls and procedures, management recognized that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives, and management necessarily was required to apply its judgment in evaluating the cost-benefit relationship of possible controls and procedures.

As required by SEC Rule 13a-15(b), the Company carried out an evaluation, under the supervision and with the participation of the Company's management, including the Company's Chief Executive Officer and the Company's Chief Financial Officer, of the effectiveness of the design and operation of the Company's disclosure controls and procedures as of the end of the fiscal quarter covered by this report. Based on the foregoing, the Company's Chief Executive Officer and Chief Financial Officer concluded that the Company's disclosure controls and procedures were effective at the reasonable assurance level. There has been no change in the Company's internal controls over financial reporting during the Company's most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, the Company's internal controls over financial reporting.

18

### II - OTHER INFORMATION

#### ITEM 1: Legal Proceedings

The Company is a party to various legal proceedings incidental to its business. In the opinion of management, after consultation with legal counsel, the ultimate liability, if any, with respect to those proceedings is not presently expected to materially affect the financial position, results of operations or cash flows of the Company.

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q

ITEM 2: Changes in Securities

None

ITEM 3: Defaults Upon Senior Securities

None

ITEM 4: Submission of Matters of Vote of Security Holders

None

ITEM 5: Other Information

None

ITEM 6: Exhibits and Reports on Form 8-K

(A) Exhibits

Exhibit 3i Certificate of Incorporation of Books-A-Million, Inc. (incorporated herein by reference to Exhibit 3.1 in the Company's Registration Statement on Form S-1 (Capital Registration No. 33-52256)

Exhibit 3ii By-Laws of Books-A-Million, Inc. (incorporated herein by reference to Exhibit 3.2 in the Company's Registration Statement on Form S-1 (Capital Registration No. 33-52256))

Exhibit 31.1 Certification of Clyde B. Anderson, Chief Executive Officer of Books-A-Million, Inc., pursuant to Rule 13a-14(a) under the Securities Exchange Act of 1934, filed under Exhibit 31 of Item 601 of Regulation S-K.

Exhibit 31.2 Certification of Richard S. Wallington, Chief Financial Officer of Books-A-Million, Inc., pursuant to Rule 13a-14(a) under the Securities Exchange Act of 1934, filed under Exhibit 31 of Item 601 of Regulation S-K.

Exhibit 32.1 Certification of Clyde B. Anderson, Chief Executive Officer of Books-A-Million, Inc., pursuant to 18 U.S.C. Section 1350, filed under Exhibit 32 of Item 601 of Regulation S-K.

Exhibit 32.2 Certification of Richard S. Wallington, Chief Financial Officer of Books-A-Million, Inc., pursuant to 18 U.S.C. Section 1350, filed under Exhibit 32 of Item 601 of Regulation S-K.

(B) Reports on Form 8-K

The Company filed two current reports on Form 8-K during the second quarter of fiscal 2004 as follows:

Current report on 8-K, filed with the Securities and Exchange Commission on August 22, 2003, with respect to the second quarter ended August 2, 2003 earnings announcement.

Current report on 8-K, filed with the Securities and Exchange Commission on August 8, 2003, with respect to the temporary

Edgar Filing: BOOKS A MILLION INC - Form 10-Q

suspension of trading under registrant's employee benefit plans.

19

SIGNATURES

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

BOOKS-A-MILLION, INC.

Date: September 15, 2003

by:/s/ Clyde B. Anderson

-----

Clyde B. Anderson  
Chief Executive Officer

Date: September 15, 2003

by:/s/ Richard S. Wallington

-----

Richard S. Wallington  
Chief Financial Officer

20

Exhibit 31.1

CERTIFICATIONS

I, Clyde B. Anderson, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Books-A-Million, Inc.;

2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the periods presented in this report;

3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report.

4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:

Edgar Filing: BOOKS A MILLION INC - Form 10-Q

- a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
- b) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
- c) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):

- a) all significant deficiencies and material weaknesses in the design or operation of internal controls over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
- b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: September 15, 2003

/s/ Clyde B. Anderson

-----  
Clyde B. Anderson  
Chief Executive Officer

Exhibit 31.2

CERTIFICATIONS

I, Richard S. Wallington, certify that:

## Edgar Filing: BOOKS A MILLION INC - Form 10-Q

1. I have reviewed this quarterly report on Form 10-Q of Books-A-Million, Inc.;

2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the periods presented in this report;

3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report.

4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:

- a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
- b) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
- c) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):

- a) all significant deficiencies and material weaknesses in the design or operation of internal controls over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
- b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: September 15, 2003

/s/ Richard S. Wallington

-----  
Richard S. Wallington  
Chief Financial Officer



Exhibit 32.1

CERTIFICATION OF CHIEF EXECUTIVE OFFICER

Pursuant to 18 U.S.C. ss. 1350, as created by Section 906 of the Sarbanes-Oxley Act of 2002, the undersigned officer of Books-A-Million, Inc. (the "Company") hereby certifies, to the best of such officer's knowledge, that:

(i) the accompanying Quarterly Report on Form 10-Q of the Company for the quarterly period ended August 2, 2003 (the "Report") fully complies with the requirements of Section 13(a) or Section 15(d), as applicable, of the Securities Exchange Act of 1934, as amended; and

(ii) the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Dated: September 15, 2003

/s/ Clyde B. Anderson

-----  
Clyde B. Anderson  
Chief Executive Officer

Exhibit 32.2

CERTIFICATION OF CHIEF FINANCIAL OFFICER

Pursuant to 18 U.S.C. ss. 1350, as created by Section 906 of the Sarbanes-Oxley Act of 2002, the undersigned officer of Books-A-Million, Inc. (the "Company") hereby certifies, to the best of such officer's knowledge, that:

(i) the accompanying Quarterly Report on Form 10-Q of the Company for the quarterly period ended August 2, 2003 (the "Report") fully complies with the requirements of Section 13(a) or Section 15(d), as applicable, of the Securities Exchange Act of 1934, as amended; and

(ii) the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Dated: September 15, 2003

/s/ Richard S. Wallington

-----  
Richard S. Wallington  
Chief Financial Officer

