WINMARK CORP Form 424B3 April 29, 2010 Table of Contents

Filed	Pursuant to	Rule	424(b)(3	1

File Number 333-133393

PROSPECTUS SUPPLEMENT NO. 1

to Prospectus, as amended and restated,

declared effective on March 19, 2010

(Registration No. 333-133393)

WINMARK CORPORATION

This Prospectus Supplement No.1 supplements our Prospectus, as amended and restated, declared effective March 19, 2010.

You should read this Prospectus Supplement No. 1 together with the Prospectus.

This Prospectus Supplement No. 1 includes the attached Quarterly Report of Winmark Corporation for the period ended March 27, 2010 on Form 10-Q as filed with the Securities and Exchange Commission on April 21, 2010.

The information contained herein, including the information attached hereto, supplements and supersedes, in part, the information contained in the Prospectus. This Prospectus Supplement No. 1 should be read in conjunction with the Prospectus, and is qualified by reference to the Prospectus except to the extent that the information in this Prospectus Supplement No. 1 supersedes the information contained in the Prospectus.

NEITHER THE SECURITIES AND EXCHANGE COMMISSION NOR ANY STATE SECURITIES COMMISSION HAS APPROVED OR DISAPPROVED OF THESE SECURITIES OR PASSED UPON THE ACCURACY OR ADEQUACY OF THIS PROSPECTUS SUPPLEMENT. ANY REPRESENTATION TO THE CONTRARY IS A CRIMINAL OFFENSE.

The date of this Prospectus Supplement No. 1 is April 29, 2010.

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
FORM 10-Q
x QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended March 27, 2010
or
o TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from to
Commission File Number: 000-22012

WINMARK CORPORATION

(Exact name of registrant as specified in its charter)

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41-1622691

(State or other jurisdiction of incorporation or organization)

(I.R.S. Employer Identification No.)

605 Highway 169 North, Suite 400, Minneapolis, MN

55441

(Address of principal executive offices)

(Zip Code)

(763) 520-8500

(Registrant s telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days: Yes x No o

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes o No o

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer, and smaller reporting company in Rule 12b-2 of the Exchange Act:

Large accelerated filer o

Accelerated filer o

Non-accelerated filer o (Do not check if a smaller reporting company)

Smaller reporting company x

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act: Yes o No x

Common stock, no par value, 5,008,748 shares outstanding as of April 15, 2010.

WINMARK CORPORATION AND SUBSIDIARIES

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PART I. FINANCIAL INFORMATION

ITEM 1: Financial Statements

WINMARK CORPORATION AND SUBSIDIARIES

CONSOLIDATED CONDENSED BALANCE SHEETS

	March 27, 2010 (Unaudited)				
	ASSETS				
Current Assets:					
Cash and cash equivalents	\$	13,109,300	\$	9,490,800	
Marketable securities		341,500		1,274,000	
Current investments		2,000,000		2,000,000	
Receivables, less allowance for doubtful accounts of \$27,200					
and \$35,700		1,726,700		1,761,100	
Net investment in leases - current		15,788,000		17,575,900	
Inventories		118,700		111,400	
Prepaid expenses		371,900		398,800	
Total current assets		33,456,100		32,612,000	
Net investment in leases - long-term		18,840,100		19,423,700	
Long-term investments		2,212,600		2,232,900	
Long-term receivables, net		11,800		14,900	
Property and equipment, net		1,801,800		1,843,500	
Other assets		677,500		677,500	
	\$	56,999,900	\$	56,804,500	
LIABILITIES AND S	SHAREHOL	DERS EQUITY			
Current Liabilities:					
Current line of credit	\$	4,012,200	\$	3,983,100	
Current renewable unsecured subordinated notes		9,049,400		9,166,900	
Accounts payable		1,294,900		1,415,200	
Income tax payable		271,200		183,500	
Accrued liabilities		2,257,300		1,794,100	
Current discounted lease rentals		659,500		972,600	
Current rents received in advance		334,300		294,400	
Current deferred revenue		1,332,100		1,188,800	
Deferred income taxes		1,057,700		1,057,700	
Total current liabilities		20,268,600		20,056,300	
Long-term line of credit		4,290,100		5,298,900	
Long-term renewable unsecured subordinated notes		11,449,500		12,058,700	
Long-term discounted lease rentals		400,300		507,600	
Long-term rents received in advance		1,198,700		1,332,000	
Long-term deferred revenue		744,500		709,500	
Other long-term liabilities		1,269,100		1,298,400	
Deferred income taxes		214,400		214,400	
Shareholders Equity:					
1 7					

Common stock, no par, 10,000,000 shares authorized, 5,113,323 and 5,125,025 shares issued and outstanding

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Accumulated other comprehensive (loss) income	(37,400)	9,600
Retained earnings	17,202,100	15,319,100
Total shareholders equity	17,164,700	15,328,700
	\$ 56,999,900	\$ 56,804,500

The accompanying notes are an integral part of these financial statements

WINMARK CORPORATION AND SUBSIDIARIES

CONSOLIDATED CONDENSED STATEMENTS OF OPERATIONS

(Unaudited)

	Three Months Ended			
	March	27, 2010	March 28, 2009	
REVENUE:				
Royalties	8	6,363,500	\$	5,633,500
Leasing income		2,524,900		2,701,700
Merchandise sales		494,700		625,400
Franchise fees		223,500		150,000
Other		236,200		139,400
Total revenue		9,842,800		9,250,000
COST OF MERCHANDISE SOLD		471,000		595,900
LEASING EXPENSE		547,300		682,500
PROVISION FOR CREDIT LOSSES		172,100		419,700
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES		4,855,900		4,882,500
Income from operations		3,796,500		2,669,400
LOSS FROM EQUITY INVESTMENTS		(20,200)		(3,500)
INTEREST EXPENSE		(288,200)		(351,100)
INTEREST AND OTHER INCOME		177,700		61,100
Income before income taxes		3,665,800		2,375,900
PROVISION FOR INCOME TAXES		(1,484,700)		(962,200)
NET INCOME	5	2,181,100	\$	1,413,700
EARNINGS PER SHARE BASIC \$	8	.43	\$.26
EARNINGS PER SHARE DILUTED \$	5	.42	\$.26
WEIGHTED AVERAGE SHARES OUTSTANDING BASIC		5,128,408		5,396,156
WEIGHTED AVERAGE SHARES OUTSTANDING DILUTED		5,196,377		5,398,276

The accompanying notes are an integral part of these financial statements

WINMARK CORPORATION AND SUBSIDIARIES

CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS

(Unaudited)

		Three Months Ended		
	M	Iarch 27, 2010	M	arch 28, 2009
OPERATING ACTIVITIES:				
Net income	\$	2,181,100	\$	1,413,700
Adjustments to reconcile net income to net cash provided by operating activities:				
Depreciation		119,500		131,200
Provision for credit losses		172,100		419,700
Compensation expense related to stock options		166,800		170,300
Gain on sale of marketable securities		(73,700)		
Gain from disposal of property and equipment				(1,200)
Loss from equity investments		20,200		3,500
Deferred initial direct costs		(81,400)		(136,700)
Amortization of deferred initial direct costs		206,800		226,500
Change in operating assets and liabilities:				
Receivables		37,600		6,600
Income tax receivable / payable		117,400		(537,300)
Inventories		(7,300)		(4,000)
Prepaid expenses		26,900		180,900
Deferred income taxes				1,396,700
Accounts payable		(120,300)		17,600
Accrued and other liabilities		433,900		(614,100)
Additions to advance and security deposits		581,600		30,500
Deferred revenue		178,300		109,700
Net cash provided by operating activities		3,959,500		2,813,600
INVESTING ACTIVITIES:				
Proceeds from sale of marketable securities		995,900		
Purchase of marketable securities		(66,400)		(259,400)
Proceeds from sale of property and equipment				1,800
Purchases of property and equipment		(77,800)		(693,400)
Purchase of equipment for lease contracts		(4,064,300)		(4,909,100)
Principal collections on lease receivables		4,968,300		5,501,500
Net cash provided by (used for) investing activities		1,755,700		(358,600)
FINANCING ACTIVITIES:				
Payments on line of credit		(979,700)		(1,437,600)
Proceeds from issuance of subordinated notes		52,200		2,898,500
Payments on subordinated notes		(778,900)		(572,500)
Repurchases of common stock		(658,000)		(905,900)
Proceeds from exercises of stock options		193,100		
Proceeds from discounted lease rentals		74,600		428,100
Net cash (used for) provided by financing activities		(2,096,700)		410,600
INCREASE IN CASH AND CASH EQUIVALENTS		3,618,500		2,865,600
Cash and cash equivalents, beginning of period		9,490,800		2,140,000
Cash and cash equivalents, end of period	\$	13,109,300	\$	5,005,600
SUPPLEMENTAL DISCLOSURES:				
Cash paid for interest	\$	587,600	\$	650,500
Cash paid for income taxes	\$	1,486,300	\$	103,900
Non-cash landlord leasehold improvements	\$		\$	1,072,400

The accompanying notes are an integral part of these financial statements

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WINMARK CORPORATION AND SUBSIDIARIES

NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS

1.	Management	s Interim	Financial	Statement	Representation

The accompanying consolidated condensed financial statements have been prepared by Winmark Corporation and subsidiaries (the Company), without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. The Company has a 52/53 week year which ends on the last Saturday in December. The information in the consolidated condensed financial statements includes normal recurring adjustments and reflects all adjustments which are, in the opinion of management, necessary for a fair presentation of such financial statements. The consolidated condensed financial statements and notes are presented in accordance with accounting principles generally accepted in the United States for interim financial information and with the instructions for Form 10-Q, and therefore do not contain certain information included in the Company s annual consolidated financial statements and notes. This report should be read in conjunction with the audited consolidated financial statements and the notes thereto included in the Company s latest Annual Report on Form 10-K.

Revenues and operating results for the three months ended March 27, 2010 are not necessarily indicative of the results to be expected for the full year.

Reclassifications

Certain reclassifications of previously reported amounts have been made to conform to the current year presentation. Such reclassifications did not impact net income or shareholders equity as previously reported.

2. Organization and Business:

The Company offers licenses to operate franchises using the service marks Play It Again Sports®, Plato s Closet®, Once Upon A Child®, Music Go Round® and Wirth Business Credit®. In addition, the Company sells inventory to its Play It Again Sports franchisees through its buying group. The Company also operates both small-ticket and middle market equipment leasing businesses under the Wirth Business Credit® and Winmark Capital® marks.

3. Investments:

Marketable Securities

The following is a summary of marketable securities classified as available-for-sale securities as required by Financial Accounting Standards Board (FASB) Accounting Standards Codification Topic (ASC) 320, *Investments-Debt and Equity Securities*:

March 27, 2010

December 26, 2009