

Edgar Filing: GAIAM INC - Form SC 13G

GAIAM INC  
Form SC 13G  
May 12, 2005

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

-----

SCHEDULE 13G  
(Rule 13d-102)

-----

INFORMATION TO BE INCLUDED IN STATEMENTS PURSUANT TO RULES 13d-1(b), (c) AND (d)  
AND AMENDMENTS THERETO FILED PURSUANT TO 13d-2 UNDER THE SECURITIES EXCHANGE ACT  
OF 1934 (Amendment No. \_\_\_\_\_)\*

GAIAM, INC.  
(Name of Issuer)

Class A Common Stock, \$0.0001 Par Value Per Share  
(Title of Class of Securities)

3268Q103  
(CUSIP Number)

May 2, 2005  
(Date of Event Which Requires Filing of this Statement)

Check the appropriate box to designate the rule pursuant to which this  
Schedule is filed:

Rule 13d-1(b)

Rule 13d-1(c)

Rule 13d-1(d)

-----

\* The remainder of this cover page shall be filled out for a reporting  
person's initial filing on this form with respect to the subject class of  
securities, and for any subsequent amendment containing information which would  
alter the disclosures provided in a prior cover page.

The information required in the remainder of this cover page shall not be  
deemed to be "filed" for the purpose of Section 18 of the Securities Exchange  
Act of 1934 ("Act") or otherwise subject to the liabilities of that section of  
the Act but shall be subject to all other provisions of the Act (however, see  
the Notes).

Schedule 13G

CUSIP No. 3268Q103

PAGE 2 OF 9

-----  
(1) NAME OF REPORTING PERSON  
S.S. OR I.R.S. IDENTIFICATION NO. OF ABOVE PERSON

Edgar Filing: GAIAM INC - Form SC 13G

Prentice Capital Management, LP

(2) CHECK THE APPROPRIATE BOX IF A MEMBER OF A GROUP  
(a) [ ]  
(b) [X]

(3) SEC USE ONLY

(4) CITIZENSHIP OR PLACE OF ORGANIZATION  
Delaware

NUMBER OF (5) SOLE VOTING POWER  
SHARES 0

BENEFICIALLY (6) SHARED VOTING POWER  
OWNED BY 555,497

EACH (7) SOLE DISPOSITIVE POWER  
REPORTING 0

PERSON WITH (8) SHARED DISPOSITIVE POWER  
555,497

(9) AGGREGATE AMOUNT BENEFICIALLY OWNED  
BY EACH REPORTING PERSON 555,497

(10) CHECK BOX IF THE AGGREGATE AMOUNT  
IN ROW (9) EXCLUDES CERTAIN SHARES [ ]

(11) PERCENT OF CLASS REPRESENTED  
BY AMOUNT IN ROW (9) 5.90%

(12) TYPE OF REPORTING PERSON  
PN

Schedule 13G

CUSIP No. 3268Q103

PAGE 3 OF 9

(1) NAME OF REPORTING PERSON  
S.S. OR I.R.S. IDENTIFICATION NO. OF ABOVE PERSON  
Michael Zimmerman

(2) CHECK THE APPROPRIATE BOX IF A MEMBER OF A GROUP  
(a) [ ]  
(b) [X]

(3) SEC USE ONLY

(4) CITIZENSHIP OR PLACE OF ORGANIZATION

Edgar Filing: GAIAM INC - Form SC 13G

United States of America

---

|  |   |                                     |         |
|--|---|-------------------------------------|---------|
| NUMBER OF<br>SHARES  | (5)   | SOLE VOTING POWER<br>0              |         |
| BENEFICIALLY<br>OWNED BY<br>EACH<br>REPORTING<br>PERSON WITH | (6)   | SHARED VOTING POWER<br>555,497      |         |
|  | (7)   | SOLE DISPOSITIVE POWER<br>0         |         |
|  | (8)   | SHARED DISPOSITIVE POWER<br>555,497 |         |
| (9)  | AGGREGATE AMOUNT BENEFICIALLY OWNED<br>BY EACH REPORTING PERSON         |                                     | 555,497 |
| (10)   | CHECK BOX IF THE AGGREGATE AMOUNT<br>IN ROW (9) EXCLUDES CERTAIN SHARES |                                     | [ ]     |
| (11)   | PERCENT OF CLASS REPRESENTED<br>BY AMOUNT IN ROW (9)                    |                                     | 5.90%   |
| (12)   | TYPE OF REPORTING PERSON  |                                     | IN      |

---

Schedule 13G

CUSIP No. 3268Q103

PAGE 4 OF 9

ITEM 1(a). NAME OF ISSUER:

GAIAM, INC. (the "Company")

ITEM 1(b). ADDRESS OF ISSUER'S PRINCIPAL EXECUTIVE OFFICES:

360 Interlocken Boulevard #300  
Broomfield, Colorado 80021

ITEM 2(a). NAME OF PERSON FILING:

This statement is filed by the entities and persons listed below, all of whom together are referred to herein as the "Reporting Persons":

- (i) Prentice Capital Management, LP, a Delaware limited partnership ("Prentice Capital Management"), with respect to the shares reported in this Schedule 13G held by certain investment funds and managed accounts.
- (ii) Michael Zimmerman, who is the Managing Member of (a) Prentice Management GP, LLC, the general partner of Prentice Capital

## Edgar Filing: GAIAM INC - Form SC 13G

Management, LP and (b) Prentice Capital GP, LLC, the general partner of certain investment funds, with respect to the shares reported in this Schedule 13G held by certain investment funds and managed accounts.

ITEM 2(b). ADDRESS OF PRINCIPAL BUSINESS OFFICE:

The address of the principal business office of Prentice Capital Management and Mr. Zimmerman is 623 Fifth Avenue, 32nd Floor, New York, New York 10022.

ITEM 2(c). CITIZENSHIP:

Prentice Capital Management is a Delaware limited partnership. Michael Zimmerman is a United States citizen.

ITEM 2(d). TITLE OF CLASS OF SECURITIES: CLASS A COMMON STOCK, \$0.0001 PAR VALUE PER SHARE

ITEM 2(e). CUSIP NUMBER: 3268Q103

Schedule 13G

CUSIP No. 3268Q103

PAGE 5 OF 9

ITEM 3. IF THIS STATEMENT IS FILED PURSUANT TO 13d-1(b) OR 13d-2(b) OR (c), CHECK WHETHER THE PERSON FILING IS A:

- (a)  Broker or dealer registered under Section 15 of the Act;
- (b)  Bank as defined in Section 3(a)(6) of the Act;
- (c)  Insurance Company as defined in Section 3(a)(19) of the Act;
- (d)  Investment Company registered under Section 8 of the Investment Company Act of 1940;
- (e)  Investment Adviser registered under Section 203 of the Investment Advisers Act of 1940: see Rule 13d-1(b)(1)(ii)(E);
- (f)  Employee Benefit Plan, Pension Fund which is subject to the provisions of the Employee Retirement Income Security Act of 1974 or Endowment Fund; see Rule 13d-1(b)(1)(ii)(F);
- (g)  Parent Holding Company, in accordance with Rule 13d-1(b)(ii)(G);
- (h)  Savings Associations as defined in Section 3(b) of the Federal Deposit Insurance Act;
- (i)  Church Plan that is excluded from the definition of an investment company under Section 3(c)(14) of the Investment Company Act of 1940;

Edgar Filing: GAIAM INC - Form SC 13G

(j)  Group, in accordance with Rule 13d-1(b)(1)(ii)(J).

IF THIS STATEMENT IS FILED PURSUANT TO Rule 13d-1(c), CHECK THIS BOX.

Schedule 13G

CUSIP No. 3268Q103

PAGE 6 OF 9

ITEM 4. OWNERSHIP.

Prentice Capital Management serves as principal investment manager to a number of investment funds (including Prentice Capital Partners, LP, Prentice Capital Partners QP, LP and Prentice Capital Offshore, Ltd.) and manages investments for certain entities in managed accounts with respect to which it has voting and dispositive authority over the Shares reported in this Schedule 13G. Mr. Zimmerman is the Managing Member of (a) Prentice Management GP, LLC the general partner of Prentice Capital Management and (b) Prentice Capital GP, LLC, the general partner of certain investment funds. As such, he may be deemed to control Prentice Capital Management and certain of the investment funds and therefore may be deemed to be the beneficial owner of the securities reported in this Schedule 13G.

To the extent permitted by law, each Reporting Person disclaims beneficial ownership of all of the securities covered by this statement.

A. Prentice Capital Management

- (a) Amount beneficially owned: 555,497
- (b) Percent of class: 5.90%
- (c) Number of shares as to which such person has:
  - (i) sole power to vote or to direct the vote: 0
  - (ii) shared power to vote or to direct the vote: 555,497
  - (iii) sole power to dispose or to direct the disposition: 0
  - (iv) shared power to dispose or to direct the disposition: 555,497

B. Michael Zimmerman

- (a) Amount beneficially owned: 555,497
- (b) Percent of class: 5.90%
- (c) Number of shares as to which such person has:
  - (i) sole power to vote or to direct the vote: 0
  - (ii) shared power to vote or to direct the vote: 555,497
  - (iii) sole power to dispose or to direct the disposition: 0
  - (iv) shared power to dispose or to direct the disposition: 555,497

Edgar Filing: GAIAM INC - Form SC 13G

Schedule 13G

CUSIP No. 3268Q103

PAGE 7 OF 9

ITEM 5. OWNERSHIP OF FIVE PERCENT OR LESS OF A CLASS.

Not applicable.

ITEM 6. OWNERSHIP OF MORE THAN FIVE PERCENT ON BEHALF OF ANOTHER PERSON.

Not applicable.

ITEM 7. IDENTIFICATION AND CLASSIFICATION OF THE SUBSIDIARY WHICH ACQUIRED THE SECURITY BEING REPORTED ON BY THE PARENT HOLDING COMPANY.

Not applicable.

ITEM 8. IDENTIFICATION AND CLASSIFICATION OF MEMBERS OF THE GROUP.

See Item 4.

ITEM 9. NOTICE OF DISSOLUTION OF GROUP.

Not applicable.

ITEM 10. CERTIFICATION. (if filing pursuant to Rule 13d-1(c))

Each of the Reporting Persons hereby makes the following certification:

By signing below each Reporting Person certifies that, to the best of its knowledge and belief, the securities referred to above were not acquired and are not held for the purpose of or with the effect of changing or influencing the control of the issuer of the securities and were not acquired and not held in connection with or as a participant in any transaction having that purpose or effect.

Schedule 13G

CUSIP No. 3268Q103

PAGE 8 OF 9

SIGNATURES

After reasonable inquiry and to the best of our knowledge and belief, the undersigned certify that the information set forth in this statement is true, complete and correct.

DATED: May 12, 2005

PRENTICE CAPITAL MANAGEMENT, LP  
By: Prentice Management GP, LLC,  
its General Partner

/S/ MICHAEL ZIMMERMAN

Edgar Filing: GAIAM INC - Form SC 13G

-----  
Name: Michael Zimmerman  
Title: Managing Member

MICHAEL ZIMMERMAN

/S/ MICHAEL ZIMMERMAN  
-----

Michael Zimmerman

Schedule 13G

CUSIP No. 3268Q103

PAGE 9 OF 9

EXHIBIT 1

JOINT ACQUISITION STATEMENT

PURSUANT TO RULE 13d-1(k)

The undersigned acknowledge and agree that the foregoing statement on Schedule 13G, is filed on behalf of each of the undersigned and that all subsequent amendments to this statement on Schedule 13G, shall be filed on behalf of each of the undersigned without the necessity of filing additional joint acquisition statements. The undersigned acknowledge that each shall be responsible for the timely filing of such amendments, and for the completeness and accuracy of the information concerning him or it contained therein, but shall not be responsible for the completeness and accuracy of the information concerning the others, except to the extent that he or it knows or has reason to believe that such information is inaccurate.

DATED: May 12, 2005

PRENTICE CAPITAL MANAGEMENT, LP  
By: Prentice Management GP, LLC,  
its General Partner

/S/ MICHAEL ZIMMERMAN  
-----

Name: Michael Zimmerman  
Title: Managing Member

MICHAEL ZIMMERMAN

/S/ MICHAEL ZIMMERMAN  
-----

Michael Zimmerman