## FORM 8-K/A

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report: May 28, 1999
Commission File No. 001-13783
INTEGRATED ELECTRICAL SERVICES, INC.
(Exact name of registrant as specified in its charter)
DELAWARE
(State or other jurisdiction of incorporation or organization)

515 Post Oak Boulevard
Suite 450
Houston, Texas 77027-9408
(Address of principal executive offices) (zip code)
Registrant's telephone number, including area code: (713) 860-1500

## ITEM 2. ACQUISITION OR DISPOSITION OF ASSETS

On April 29, 1999, Integrated Electrical Services, Inc. (the "Company") consummated the acquisition of all of the issued and outstanding capital stock Putzel Electrical Contractors, Inc. (the "Significant Acquisition"). The Significant Acquisition performs electrical contracting in the Southeast United States. The consideration paid by the Company for the Significant Acquisition was determined through negotiations between the Company and the owners of the Significant Acquisition and consisted of an aggregate of 589,060 shares of common stock of the Company and approximately $\$ 10.5$ million in cash. The cash portion of the consideration paid for the Significant Acquisition was funded through proceeds from the Company's offering of $\$ 150.0$ million Senior Subordinated Notes on January 25, 1999. The Company intends to continue using the assets of the Significant Acquisition in the electrical contracting business. See Item 7. "Financial Statements, Pro Forma Financial Information and Exhibits"

ITEM 5. OTHER EVENTS
Integrated Electrical Services, Inc., a Delaware corporation (the "Company") is a leading national provider and consolidator of electrical contracting and maintenance services, focusing primarily on the commercial, industrial, residential, powerline and data communication markets. In order to comply with the disclosure requirements of the Securities and Exchange Commission regarding the financial statements of businesses acquired or to be acquired, the Company is filing this Current Report containing the following audited and pro forma financial statements.
(a) Financial Statements of Businesses Acquired See Pages 1 through 20

To the Board of Directors
Delco Electric, Inc.
Oklahoma City, Oklahoma

We have audited the accompanying balance sheet of Delco Electric, Inc. as of December 31, 1998, and the related statements of operations, stockholder's equity and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Delco Electric, Inc. as of December 31, 1998, and the results of its operations and its cash flows for the year then ended in conformity with generally accepted accounting principles.

REZNICK, FEDDER \& SILVERMAN

Charlotte, North Carolina
May 14, 1999
DELCO ELECTRIC, INC.

BALANCE SHEETS - DECEMBER 31, 1998, AND MARCH 31, 1999 (UNAUDITED)

## ASSETS

CURRENT ASSETS:
Cash
Receivables:
Contracts - current
Contracts - retention
Note
Other
Costs and estimated gross profit in excess of billings on contracts in progress
Prepaid expenses and other current assets
Total current assets
LEASEHOLD IMPROVEMENTS AND EQUIPMENT, net
Total assets

LIABILITIES AND STOCKHOLDER'S EQUITY
CURRENT LIABILITIES:
Accounts payable and accrued liabilities
Billings in excess of costs and estimated gross profit on

## contracts in progress <br> Total current liabilities

STOCKHOLDER'S EQUITY:
Common stock, $\$ 1$ par value, 10,000 shares authorized; 500 shares issued and outstanding in 1998 and 1999
Retained earnings

Total stockholder's equity
Total liabilities and stockholder's equity

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

| DECEMBER 1998 | 31, | $\begin{gathered} \text { MARCH 31, } \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: |
|  |  | (UNAUDITED) |

\$ 1,509, 880
722,046
231, 029
83, 813

65,766
61, 162
2,673,696
380, 944
\$---------
\$ $3,054,640$
============
955, 944
108, 100
82, 468
3, 982
83, 823
49, 156
2,664, 855 350, 102
\$ 3, 014, 957
===========

558, 728

-     -         -             - -- - - -

500
500
$2,309,315$

2,455,729
$2,456,229$
\$ 3, 014, 957


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

## DELCO ELECTRIC, INC.

STATEMENTS OF STOCKHOLDER'S EQUITY
FOR THE YEAR ENDED DECEMBER 31, 1998, AND THE THREE-MONTH PERIOD ENDED MARCH 31, 1999 (UNAUDITED)


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

STATEMENTS OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 1998, AND THE THREE-MONTH PERIODS ENDED MARCH 31, 1998 (UNAUDITED), AND MARCH 31, 1999 (UNAUDITED)

CASH FLOWS FROM OPERATING ACTIVITIES:
Net income
Adjustments to reconcile net income (loss) to net cash
provided by operating activities-
Depreciation
Loss (gain) on sale of equipment
(Increase) decrease in net cash from changes in operating assets and liabilities:

Increase (decrease) in accounts receivable and other receivables
(Increase) decrease in billings in excess of costs and estimated gross profit on contracts in progress
(Increase) decrease in cost and estimated earnings in excess of billings on contracts in progress
(Increase) decrease in prepaid expenses and other current assets
Increase (decrease) in accounts payable and accrued liabilities

```
Net cash provided by operating activities
```

CASH FLOWS FROM INVESTING ACTIVITIES:
(Advances) collections on related party note receivable
Collections on other receivables, net
Purchase of equipment
Proceeds from sale of property and equipment
Net cash provided by (used in) investing activities
CASH FLOWS FROM FINANCING ACTIVITIES:
Payment for stock redemption dividends
Net cash provided by (used in) financing activities
NET INCREASE (DECREASE) IN CASH
CASH, beginning of period
CASH, end of period

SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:
Cash received from other income, net
\$ 1,333,096

82,712

490, 059
$(314,657)$
30,148
$(6,994)$
$(67,515)$

1,546, 849


(715, 078 )
------------
$(715,078)$
578,301
931, 579
\$ 1,509, 880
===-
\$ 1,555,805
$==========$
MARCH 31, 1999
(UNAUDITED)
\$ 146,414

20,678
$(2,031)$
$(113,606)$
55, 061
$(18,057)$
12, 006 $(241,158)$
$(140,693)$


5,537

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

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 1998, MARCH 31, 1998 (UNAUDITED)
AND MARCH 31, 1999 (UNAUDITED)

## 1. ORGANIZATION AND DESCRIPTION OF BUSINESS:

Delco Electric, Inc. (the Company) is engaged in the construction industry, operating as an electrical contractor in approximately fifteen states nationwide. The work is performed under fixed-price and time-and-material contracts. The Company was incorporated on November 7, 1994, in the state of Oklahoma.
2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

## INTERIM FINANCIAL STATEMENTS

The accompanying interim financial statements and related disclosures for the three months ended March 31, 1998 and 1999, have not been audited by independent accountants. However, the financial statements for all interim periods have been prepared in conformity with the accounting principles stated in the audited financial statements for the year ended December 31, 1998, and include all adjustments (which were of a normal, recurring nature) which, in the opinion of management, are necessary to present fairly the financial position of the Company and the results of operations and cash flows for each of the periods presented. The operating results for the interim periods presented are not necessarily indicative of results for the full year.

## FINANCIAL STATEMENT CLASSIFICATION

In accordance with normal practice in the construction industry, the Company includes in current assets and liabilities amounts realizable and payable over a period in excess of one year. Consistent with this practice, asset and liability accounts relating to construction contracts are classified as current. The lives of contracts entered into by the Company generally range from one to two months.

## REVENUE AND COST RECOGNITION

The Company recognizes revenues from long-term construction contracts on the percentage-of-completion method. Under this method, the completion percentage is measured by the proportion of costs incurred to date to total estimated costs for each contract. However, no gross profit is recognized on contracts that are less than ten percent complete. This method is used because management believes the cost-to-cost method to be the best available measure of progress on the contracts. Because of inherent uncertainties in estimating cost, it is at least reasonably possible that the estimates used will change within the near term.

Contract costs include all direct material, labor and subcontract costs and those indirect costs related to contract performance, such as indirect labor, supplies, tools, repairs, and depreciation costs. Selling, general and administrative costs are charged to expense as incurred. Provisions for estimated losses on uncompleted contracts are made in the period in which such losses are determined. Changes in job performance, job conditions and estimated profitability, including those arising from contract penalty provisions and final contract settlements, may result in revisions to costs and income and are recognized in the period in which the revisions are determined. Profit incentives are included in revenues when their realization is reasonably assured. An amount equal to contract costs attributable to claims is included in revenue when realization is probable and the amount can be reliably estimated. Contracts are considered completed when all costs except insignificant items have been incurred and the owner has accepted the project.

The asset, "Costs and estimated gross profit in excess of billings on contracts in progress," represents revenue recognized in excess of amounts billed. The liability, "Billings in excess of costs and estimated gross profit on contracts in progress," represents billings in excess of revenues recognized.

## LEASEHOLD IMPROVEMENTS AND EQUIPMENT

Leasehold improvements and equipment, carried at cost, is depreciated over the estimated useful life of the related asset. Depreciation is computed substantially on the accelerated methods for both financial statement and income tax reporting purposes. Transportation and construction equipment are depreciated between five and seven years. Office equipment is depreciated between three and seven years. Leasehold improvements are depreciated between seven and fifteen years.

At December 31, 1998, leasehold improvements and equipment consisted of:

|  | $\begin{gathered} \text { DECEMBER 31, } \\ 1998 \end{gathered}$ |
| :---: | :---: |
| Transportation equipment | \$279,396 |
| Construction equipment | 35,830 |
| Office equipment | 70,113 |
| Leasehold improvements | 160,671 |
|  | 546,010 |
| Less - Accumulated depreciation | 165,066 |
| Leasehold improvements and equipment, net | \$380, 944 |

Depreciation charged to general and administrative expenses amounted to $\$ 82,712$ for the year ended December 31, 1998.

## INCOME TAXES

For income tax purposes, the company reports income on the completed contract method of accounting. Under this method, billings and costs are accumulated during the period of construction, but profits are not recorded until completion of the contracts.

The company has elected to be taxed under the provisions of subchapter S of the Internal Revenue Code and the State of Oklahoma. Under these provisions, the company does not pay federal or state corporate income taxes on its taxable income.

The stockholder is liable for individual federal and state taxes on the company's taxable income. In order for the stockholder to be able to pay these taxes, the board of directors of the company has resolved that the stockholder may take minimum annual equity withdrawals up to the full tax liability on the company's taxable income.

USE OF ESTIMATES
The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

## CONCENTRATIONS OF RISK

The Company's contract revenue is highly concentrated in three general contractors which perform work for one owner. These customers account for approximately $48 \%$ of contract revenue for the year ended December 31, 1998. The associated contracts receivable from these customers represented approximately $58 \%$ of total contracts receivables at December 31, 1998. The loss of these customers could have a material impact on the Company's future earnings results.

The Company grants credit generally without collateral, to its customers which are located nationwide. Consequently, the company is subject to potential credit risk related to change in business and economic factors. However, the company's management believes that its contract acceptance, billing, and collection policies are adequate to minimize potential credit risk.

The Company maintains its demand deposits in commercial banks with Federal Deposit Insurance Corporation limits of $\$ 100,000$ per bank.

## FAIR VALUE OF FINANCIAL INSTRUMENTS

he Company's financial instruments consist of cash, accounts receivable and accounts payable. Estimates of the fair value of these instruments are based on interest rates available to the Company. At December 31, 1998, the carrying value of the Company's financial instruments approximated the fair value.

## 3. RELATED PARTY TRANSACTIONS:

During the year, the company purchased transportation equipment and a note receivable from the sole stockholder in the amount of $\$ 173,465$ which approximates fair value. The amount is included in accounts payable at December 31, 1998.

The Company rents office and warehouse space from the sole stockholder. See Note 6
4. NOTE RECEIVABLE:

Note receivable at December 31,1998 consists of $\$ 83,813$ due from an employee of the company. The note bears interest at $5 \%$ per annum.
5. COSTS AND ESTIMATED GROSS PROFIT ON CONTRACTS IN PROGRESS:

Costs incurred to date, estimated earnings and the related billings to date of contracts in progress at December 31, 1998, are shown below:

| $\begin{gathered} \text { DECEMBER 31, } \\ 1998 \end{gathered}$ |
| :---: |
|  |  |

Costs incurred on contracts in progress Estimated gross profit
contract revenue earned to date Less progress billings to date
\$ 2,598,585
1, 091, 079
3, 689, 664
3, 801, 641
\$ $(111,977)$
===========

This amount is included in the accompanying balance sheet at December 31, 1998, under the following captions:

```
DECEMBER 31,
    1998
```

\$ 65,766

|  | $(177,743)$ |
| :--- | ---: |
| $\cdots$ | $(111,977)$ |
| $==========$ |  |

6. LEASE COMMITMENTS:

## FACILITY LEASE

On July 31, 1998, the Company entered into an operating lease with the sole stockholder to lease office and warehouse space. The lease expires on July 31, 2008. Total rental expense under this lease amounts to $\$ 25,000$ for the year ended December 31, 1998 and is included in general and administrative expenses

Future minimum rental payments under the facility lease are as follows:

DECEMBER 31,

| 1999 | $\$ 60,625$ |
| :---: | ---: |
| 2000 | 62,140 |
| 2001 | 63,691 |
| 2002 | 65,283 |
| 2003 | 66,918 |
| Thereafter | 328,523 |
|  | $-----\cdots$ |
|  | $\$ 647,180$ |
|  | $=======$ |

## EQUIPMENT LEASES

The company leases automotive equipment under operating leases which expire May 1999 and December 2000. Total rental expense under the leases amounted to $\$ 20,578$ for the year ended December 31, 1998 and is included in general and administrative expenses.

Future minimum rental payments under the leases are as follows:

## DECEMBER 31,

## 1999

$$
\begin{array}{r}
\$ 14,556 \\
10,256 \\
\cdots----- \\
\$ 24,812 \\
========
\end{array}
$$

## 7. CONTRACT BACKLOG:

The following schedule is a reconciliation of contract backlog representing signed contracts as of December 31, 1998:


## 8. PROFIT SHARING AND PENSION PLANS:

The company has a profit sharing plan covering all eligible nonprevailing wage employees. The company's contribution is determined annually by the board of directors and may not exceed $15 \%$ of compensation paid to eligible employees. The board of directors has elected to make a contribution of $\$ 107,361$ to the profit sharing plan for the year ended December 31, 1998, and is included in the accompanying balance sheet under accrued liabilities.
9. SUBSEQUENT EVENT:

On May 13, 1999, all of the Company's common stock was sold to an unrelated purchaser and the Company became a subsidiary of Integrated Electrical Services, Inc

## REPORT OF INDEPENDENT PUBLIC ACCOUNTANTS

To the Board of Directors
We have audited the accompanying balance sheet of Valentine Electrical, Inc. (a Virginia corporation) as of March 31, 1999, and the related statements of operations, stockholders' equity and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Valentine Electrical, Inc. as of March 31, 1999, and the results of its operations and cash flows for year then ended in conformity with generally accepted accounting principles.

REZNICK FEDDER \& SILVERMAN

Charlotte, North Carolina
May 13, 1999

## VALENTINE ELECTRICAL, INC.

BALANCE SHEET
MARCH 31, 1999

## ASSETS

## CURRENT ASSETS:

Cash and cash equivalents
Contract receivables
Inventories
Cost and estimated earnings in excess of billings on uncompleted contracts
Prepaid expenses and other current assets
Total current assets
PROPERTY AND EQUIPMENT, net
OTHER NON-CURRENT ASSETS

Total assets

LIABILITIES AND STOCKHOLDER'S EQUITY
CURRENT LIABILITIES:
Current portion of long-term debt
Accounts payable and accrued liabilities
Billings in excess of costs and estimated earnings
on uncompleted contracts
Income taxes payable
Deferred income tax liability - current
Total current liabilities
LONG-TERM DEBT, net of current portion
DEFERRED TAX LIABILITY
COMMITMENTS AND CONTINGENCIES
STOCKHOLDER'S EQUITY:
Common stock, $\$ 100$ per share par value, 500 shares authorized; 10 shares issued and outstanding
Additional paid-in capital
Retained earnings

Total stockholder's equity
Total liabilities and stockholder's equity

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

## VALENTINE ELECTRICAL, INC.

## STATEMENT OF OPERATIONS

 FOR THE YEAR ENDED MARCH 31, 1999COST OF SERVICES (including depreciation)
Gross profit
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES
Income from operations
THER INCOME ( EXPENSE):
Interest income
Interest expense
Other income (expense), net
INCOME BEFORE INCOME TAXES
PROVISION FOR INCOME TAXES
NET INCOME
\$ 5,220,816
3,844,493
1,376,323 910,720
----------- 465,603
10,088
$(6,632)$
3,456
469, 059 $(108,448)$
\$ 360,611
============

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

## VALENTINE ELECTRICAL, INC.

STATEMENT OF STOCKHOLDERS' EQUITY FOR THE YEAR ENDED MARCH 31, 1999

|  | COMMON STOCK ADDITIONAL $\begin{gathered}\text { PAID-IN } \\ \text { P }\end{gathered}$ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | SHARES |  | UNT | CAPITAL |  | EARNINGS | TOTAL |
| BALANCE, March 31, 1998 | 10 | \$ | 1,000 | \$ | 5,000 | \$1,266,176 | \$1,272,176 |
| Net income |  |  |  |  |  | 360,611 | 360,611 |
| BALANCE, March 31, 1999 | 10 | \$ | 1,000 | \$ | 5,000 | \$1,626,787 | \$1,632,787 |

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

## VALENTINE ELECTRICAL, INC.

## STATEMENT OF CASH FLOWS

 FOR THE YEAR ENDED MARCH 31, 1999

SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION
Cash paid during the year for interest
Cash paid during the year for income taxes
\$ 306,870

VALENTINE ELECTRICAL, INC.

## NOTES TO FINANCIAL STATEMENTS

MARCH 31, 1999

## 1. ORGANIZATION AND DESCRIPTION OF BUSINESS:

Valentine Electrical, Inc. (the Company) is engaged in electrical contracting, primarily for commercial and industrial construction projects. The Company was incorporated on October 1, 1985, in the Commonwealth of Virginia.
2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

USE OF ESTIMATES
The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Specifically, the Company recognizes revenue from fixed-price construction contracts using the percentage-of-completion method, measured by the percentage of costs incurred to date to management's estimated total costs for each contract. That method is used because management considers total costs to be the best available measure of progress on the contracts.

Because of the inherent uncertainties in estimating costs, it is at least reasonably possible that the estimates used will change within the near term.

## ACCOUNTING FOR CONSTRUCTION CONTRACTS

Revenues from long-term construction contracts are recognized on the percentage-of-completion method, measured by the percentage of total costs incurred to date to estimated total costs for each contract.

Contract costs include all direct job costs and those indirect costs related to contract performance, such as indirect labor, supplies, insurance, equipment repairs, and depreciation costs. General and administrative costs are charged to expense as incurred.

The asset, "Costs and estimated earnings in excess of billings on uncompleted contracts", represents revenue recognized in excess of billings. The liability, "Billings in excess of costs and estimated earnings on uncompleted contracts", represents billings in excess of revenues recognized. Provisions for estimated losses on uncompleted contracts are made in the period in which such losses are determined

The Company records as cash and cash equivalents all cash and short-term investments with original maturities of three months or less.

## CONCENTRATION OF CREDIT RISK

The Company maintains its bank accounts in one bank, and from time-to-time, the amount on deposit exceeds the FDIC insurance limits. At March 31, 1999, the uninsured cash totaled \$559,055.

## PROPERTY AND EQUIPMENT

Property and equipment are stated at cost. Depreciation is calculated on a straight-line basis over the estimated useful life of the asset. Machinery and equipment and furniture and fixtures are depreciated between 5 and 10 years. Vehicles are depreciated over 5 years. Leasehold improvements are depreciated over 20 years.

At March 31, 1999, property and equipment consisted of:

| Furniture and fixtures | $\$ 91,096$ |
| :--- | ---: |
| Machinery and equipment | 94,306 |
| Vehicles | 316,632 |
| Leasehold improvements | 107,947 |
|  | .------ |
|  | 609,981 |
| Less - Accumulated depreciation | $(330,987)$ |
| Property and equipment, net | $\$ 278,994$ |

## INCOME TAXES

Income taxes are provided for the tax effects of transactions reported in the financial statements and consist of taxes currently due plus deferred taxes related to the differences between the bases of long-term contracts and depreciable assets for financial reporting and income tax reporting. The deferred taxes represent the future tax return consequences of those differences, which will either be taxable or deductible when the assets and liabilities are recovered or settled. For tax purposes, the Company uses the cash basis of accounting (see Note 8 for discussion of IRS audit challenging this method) and accelerated deprecation.

FAIR VALUE OF FINANCIAL INSTRUMENTS
The Company's financial instruments consist of cash, accounts receivable and accounts payable. Estimates of the fair value of these instruments are based on interest rates available to the Company. At March 31, 1999, the carrying value of the Company's financial instruments approximated the fair value.

## 3. CONTRACT RECEIVABLES:

Contract receivables consist of:

| Completed contracts | \$ | 310, 169 |
| :---: | :---: | :---: |
| Contracts in progress |  | 846,544 |
| Retainage |  | 131, 784 |
|  |  | 288,497 |

## 4. CONTRACTS IN PROGRESS

Costs incurred to date, estimated earnings and the related billings to date of contracts in progress at March 31, 1999, are shown below:

| Costs incurred to date | \$ 1, 239,992 |
| :---: | :---: |
| Estimated earnings | 406, 013 |
|  | 1,646,005 |
| Less progress billings to date | 1,317,841 |
|  | \$ 328,164 |

Included in the accompanying balance sheet at March 31,1999 , under the following captions:

| Costs and estimated earnings in excess of billings |  |
| :--- | ---: |
| on contracts in progress | $\$ 414,818$ |
| Billings in excess of costs and estimated earnings |  |
| on uncompleted contracts | $(86,654)$ |
|  | ( <br>  |

5. LINE OF CREDIT:

The company has an available line of credit in the amount of \$50,000 from NationsBank. The line of credit bears interest at $10 \%$. As of March 31, 1999, no balance was outstanding on the line of credit, which is collateralized by the Company's accounts receivable, inventory and equipment.
6. LONG-TERM DEBT:

Long-term debt at March 31, 1999 consisted of:
Installment notes payable in monthly payments that
currently equal \$2,830, including interest from 8.25\% to 9.5\%,
with various maturity dates from June 1999 through September 2000,
secured by vehicles and equipment, some of which are guaranteed by the Company's stockholder

Less current portion


Maturities of long-term debt are as follows:

| YEAR |  |  |
| :---: | :---: | :---: |
| ENDING |  |  |
| MARCH 31 |  |  |
| 2000 | \$ | 24,935 |
| 2001 |  | 4,619 |
|  |  | 29,554 |

## 7. LEASE COMMITMENTS

On November 20, 1996, Valentine Electrical, Inc. entered into a facility lease with a company controlled by Valentine Electrical, Inc.'s sole stockholder and his spouse. During the initial lease term of ten years, the annual commitment is $\$ 36,000$ for the first four years of the lease, and thereafter, the lease is to be increased $10 \%$ annually. The Company began paying rent under this lease in November 1996. The lease has a renewal option for a period of six additional years at a rate of $\$ 5,000$ per month. Total rental expense under this lease was $\$ 36,000$ for the year ended March 31, 1999.

Future minimum rental payments under the facility lease are as follows:

| Year ending <br> March 31 |  |
| :---: | ---: |
|  |  |
| 2000 | $\$ 36,000$ |
| 2001 | 37,200 |
| 2002 | 40,920 |
| 2003 | 45,012 |
| 2004 | 49,513 |
| Thereafter | 156,895 |
|  | ------ |
|  | $\$ 365,540$ |
|  | $=======$ |

## 8. INCOME TAXES

The IRS has audited the Company's tax returns for the years ended March 31, 1996 and 1997, and has assessed additional federal income taxes totaling \$336,520. The issues that the IRS has raised primarily concern two areas: the accounting method used and excess officer compensation.

These financial statements have been prepared assuming that the Company will no longer be allowed to use the cash basis method of accounting for income tax purposes, but will be required to change to the accrual method (as outlined in the IRS audit report) beginning with the tax year ended March 31, 1996. Included in the account "Income Taxes Payable" is an amount representing income taxes on the cumulative difference between these two methods of accounting.

At March 31, 1999, deferred taxes have been recorded for the differences between financial statement reporting and income tax reporting for the following: (1) the difference caused by using the percentage-of-completion method for financial statement reporting and the accrual method for income tax reporting, and (2) the difference caused by using different depreciation methods for financial statement reporting and income tax reporting. The current deferred tax liability at March 31, 1999 is $\$ 126,343$ and the long-term deferred tax liability is \$39, 195 .

The provision for income taxes shown on the statement of operations for the year ended March 31, 1999 is composed of the following:

| Current taxes | $\$ 37,762$ |
| :--- | ---: |
| Deferred taxes | 70,686 |
|  | ..$----\ldots$ |
|  | $\$ 108,448$ |

Tax overpayment based upon continued
use of the cash basis method
for the March 31, 1999 tax return
Taxes for the cumulative difference between
cash basis method and accrual method through
March 31, 1999
298, 859
--------
\$ 210,621
=========
No provision for taxes associated with the IRS's claim that officer compensation was excessive for the two years under audit have been recorded. The amount of taxes the IRS has assessed regarding this issue totals \$159,243.
Management intends to contest this assessment vigorously.
9. BENEFIT PLANS:

On January 1, 1989, the Company established a defined contribution 401(k) plan that covers all eligible employees. The plan provides for the Company to match voluntary employee contributions at a rate of $100 \%$. The maximum employee contribution the Company will match is $3 \%$ of annual compensation. Such matching rate can be changed at the Company's discretion. All contributions by the Company are funded currently and vest $20 \%$ after two years, and $20 \%$ per year thereafter. All employee contributions are immediately vested. Company matching contributions to the plan were $\$ 33,486$ for the year ended March 31, 1999.
10. SUBSEQUENT EVENT:

On May 7, 1999, the Company's sole stockholder completed the sale of all of the Company's outstanding common stock to Integrated Electrical Services, Inc.

ITEM 7. FINANCIAL STATEMENTS, PRO FORMA FINANCIAL INFORMATION AND EXHIBITS
(A) FINANCIAL STATEMENTS OF BUSINESSES ACQUIRED

To the Board of Directors
Putzel Electrical Contractors, Inc.
Macon, Georgia

We have audited the accompanying balance sheet of Putzel Electrical Contractors, Inc. (an S corporation) as of December 31, 1998, and the related statements of operations, stockholder's equity and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial
statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Putzel Electrical
Contractors, Inc. as of December 31, 1998, and the results of its
operations and its cash flows for the year then ended in conformity with generally accepted accounting principles.

DAVIDSON AND GOLDEN, P.C.

Nashville, Tennessee
May 6, 1999

PUTZEL ELECTRICAL CONTRACTORS, INC.
BALANCE SHEETS
DECEMBER 31, 1998, AND MARCH 31, 1999 (UNAUDITED)

| $\begin{gathered} \text { December } 31 \\ 1998 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 1999 \end{gathered}$ |
| :---: | :---: |
|  | (Unaudited) |
| \$ 746,424 | \$ 49,853 |
| 3,867,978 | 2,348,865 |
| 184, 218 | 68,991 |
| 12,861 | 12,516 |
| 37,743 | 38,435 |
| 452,945 | 414,996 |
| 131,567 | 137,134 |
| 5,433,736 | 3,070,790 |
| 2,497,536 | 2,590,676 |
| (1, 295, 510) | $(1,295,510)$ |
| 59, 091 | 59, 091 |
| \$ 6, 694, 853 | \$4, 425, 047 |

## LIABILITIES

Current liabilities:
Accounts payable
Line of credit
\$ 1, 181, 867
\$ 643,763
454, 385
Current portion of long-term debt
72,943
72,943
Billings in excess of costs and estimated earnings on uncompleted contracts

608,764 242,491
Sales tax payable
47, 000
Accrued $401(k) /$ profit sharing and payroll related expenses
Total Current Liabilities
Long-term debt, net of current portion
$1,970,531$
$1,463,644$
153, 213
139,805

STOCKHOLDER'S EQUITY
Common stock, no par value, 1,000 shares authorized, 298 shares issued and outstanding

24, 800
24, 800
67,680 67,680
Additional paid-in capital
Retained earnings
Total Shareholder's Equity
Total Liabilities and Shareholder's Equity
$4,478,629$
--------109
4,571,109
2,729,118
$\$ 6,694,853$
=========== ==========

See independent auditor's report and accompanying notes to financial statements.

|  | Year Ended December1998 | Three-Month Periods Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
|  |  | $\begin{gathered} \text { March } 31 \\ 1998 \end{gathered}$ |  | $\begin{gathered} \text { March } 31 \\ 1999 \end{gathered}$ |  |
|  |  | (Unaudited) |  | (Unaudited) |  |
| Contract revenue | \$ 22,519,760 | \$ | 5,890,701 | \$ | 3,893,645 |
| Cost of contract revenue | 17,198,258 |  | 4,047,571 |  | 2,844,767 |
| Gross profit | 5,321,502 |  | 1,843,130 | 1,048,878 |  |
| General and administrative expenses | 2,444,488 |  | 450,193 | 633,728 |  |
| Income from operations | 2,877,014 |  | 1,392,937 |  | 415,150 |
| Other income (expense): |  |  |  |  |  |
| Interest expense | $(62,918)$ |  | -- |  | -- |
| Interest income | 19,564 |  | 6,094 |  | 8,139 |
| Contributions | $(21,045)$ |  | (950) |  | $(1,450)$ |
| Gain on sale of property and equipment | 7,757 |  | -- |  | -- |
| Customer discounts | $(8,335)$ |  | (850) |  | $(8,698)$ |
| Other income | 751 |  | 244 |  | 266 |
|  | $(64,226)$ |  | 4,538 |  | $(1,743)$ |
| Net Income | \$ 2, 812,788 | \$ | 1,397,475 | \$ | 413,407 |

See independent auditor's report and accompanying notes to financial statements.

PUTZEL ELECTRICAL CONTRACTORS, INC.
STATEMENTS OF STOCKHOLDER'S EQUITY
FOR THE YEAR ENDED DECEMBER 31, 1998, AND THE THREE-MONTH PERIOD ENDED MARCH 31, 1999 (UNAUDITED)

|  | COMMON STOCK |  |  | CAPITAL STOCK |  | ADDITIONAL <br> PAID-IN <br> RETAINED <br> EARNINGS | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | SHARES |  | MOUNT |  |  |  |  |
| Balance, December 31, 1997 | 298 | \$ | 24,800 | \$ | 67,680 | \$3,356,590 | \$3,449, 070 |
| Dividends Paid | -- |  | -- |  | -- | (1,690, 749 ) | $(1,690,749)$ |
| Net Income | -- |  | -- |  | -- | 2,812,788 | 2,812,788 |
| Balance, December 31, 1998 | 298 | \$ | 24,800 | \$ | 67,680 | \$4,478, 629 | \$4,571,109 |
| Dividends Paid (unaudited) | -- |  | -- |  | -- | $(2,162,918)$ | $(2,162,918)$ |
| Net Income (unaudited) | -- |  | -- |  | -- | 413,407 | 413,407 |
| Balance, March 31, 1999 (unaudited) | 298 | \$ | 24,800 | \$ | 67,680 | \$2,729,118 | \$2,821, 598 |

[^0]|  | $\begin{gathered} \text { December } 31 \\ 1998 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 1998 \end{gathered}$ | $\begin{gathered} \text { March } 31 \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
|  |  | (Unaudited) | (Unaudited) |
| Cash flows from operating activities: |  |  |  |
| Net income | \$ 2, 812,788 | \$ 1,397,475 | \$ 413,407 |
| Adjustments to reconcile net income to net cash provided by operating activities-- |  |  |  |
| Depreciation and amortization | 226,881 | 34,740 | -- |
| Realized gain on sale of marketable securities |  | -- |  |
| Gain on sale of property and equipment | $(7,757)$ | -- | -- |
| (Increase) decrease in-- |  |  |  |
| Accounts receivable | $(1,108,209)$ | $(545,120)$ | 1,634,340 |
| Costs and estimated earnings in excess of billings |  |  |  |
| on uncompleted contracts | $(106,889)$ | $(324,276)$ | 37,949 |
| Cash value of life insurance | 193,897 | -- |  |
| Inventory | $(42,800)$ | $(12,377)$ | $(5,567)$ |
| Other current assets | $(7,630)$ | $(1,196)$ | (347) |
| Increase (decrease) in-- |  |  |  |
| Accounts payable | 365,856 | 969,052 | $(538,104)$ |
| Billings in excess of costs and estimated earnings |  |  |  |
| on uncompleted contracts | 108,333 | $(1,334,811)$ | $(366,273)$ |
| Accrued payroll taxes and withholdings | $(26,657)$ | 618 | $(9,895)$ |
| Sales tax payable | 47,000 | -- | $(47,000)$ |
| Net cash provided by operating activities | 2,454,813 | 184,105 | 1,118,510 |
| Cash flows from investing activities: |  |  |  |
| Purchase of property and equipment | $(731,700)$ | $(380,023)$ | $(93,140)$ |
| Proceeds from sale of property and equipment | 7,757 | -- | -- |
| Net cash used by investing activities | $(723,943)$ | $(380,023)$ | $(93,140)$ |
| Cash flows from financing activities: |  |  |  |
| Proceeds from line of credit | --- | - ${ }^{-}$ | 454,385 |
| Principal payments on notes | $(99,292)$ | $(12,750)$ | $(13,408)$ |
| Dividends paid | $(1,690,749)$ | $(79,903)$ | $(2,162,918)$ |
| Net cash used by financing | (1,790, 041) | (92,653) | (1,721,941) |
| activities |  |  |  |
| Net decrease in cash and cash equivalents | $(59,171)$ | $(288,571)$ | $(696,571)$ |
| Cash and cash equivalents, beginning of year | 805,595 | 805,595 | 746,424 |
| Cash and cash equivalents, end of year | \$ 746,424 | \$ 517,024 | \$ 49, 853 |

See independent auditor's report and accompanying notes to financial statements.

PUTZEL ELECTRICAL CONTRACTORS, INC.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 1998, MARCH 31, 1998 (UNAUDITED) AND MARCH 31, 1999 (UNAUDITED)

1. Organization and Description of Business:

Putzel Electrical Contractors, Inc. (the Company) operations consist of commercial electrical subcontracting primarily for general contractors and commercial property owners within the southeastern United States. Most of the work is performed under fixed-price, cost plus, and time and materials contracts.

The operating cycle of the Company's contracts varies but is typically less than one year.
2. Summary of Significant Accounting Policies:

Use of estimates
The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Interim Financial Statements
The accompanying interim financial statements and related disclosures for the three months ended March 31, 1998 and 1999, have not been audited by independent accountants. However, the financial statements for all interim periods have been prepared in conformity with the accounting principles stated in the audited financial statements for the year ended December 31, 1998, and include all adjustments (which were of a normal, recurring nature) which, in the opinion of management, are necessary to present fairly the financial position of the Company and the results of operations and cash flows for each of the periods presented. The operating results for the interim periods presented are not necessarily indicative of results for the full year.

Accounting for construction contracts
Revenues from long-term construction contracts are recognized on the percentage-of-completion method, measured by the percentage of total costs incurred to date to estimated total costs for each contract.

Contract costs include all direct job costs and those indirect costs related to contract performance, such as indirect labor, supplies, insurance, equipment repairs, and depreciation costs. General and administrative costs are charged to expense as incurred.

The asset, "Costs and estimated earnings in excess of billings on uncompleted contracts", represents revenue recognized in excess of billings. The liability, "Billings in excess of costs and estimated earnings on uncompleted contracts", represents billings in excess of revenues recognized. Provisions for estimated losses on uncompleted contracts are made in the period in which such losses are determined.

Financial instruments that potentially subject the Company to credit risk consists principally of cash and cash equivalents.

The Company maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. The Company has not experienced any losses in such accounts. The Company believes it is not exposed to any significant credit risk on cash and cash equivalents.

## Advertising

Advertising expenses are charged to expense as incurred and are included in general and administrative expenses. Advertising expense totaled $\$ 30,063$ for the year ended December 31, 1998.

Property, plant and equipment
Property, plant and equipment is stated at cost. Depreciation and amortization is provided on a straight-line basis over the estimated useful life of the assets, which are generally five to thirty-one years. Repairs and maintenance of a routine nature are charged to expense as incurred, while those that improve or extend the life of existing assets are capitalized.

At December 31, 1998, property, plant and equipment consist of the following:

| Furniture and fixtures | \$ 600, 097 |
| :---: | :---: |
| Machinery and equipment | 128,501 |
| Transportation equipment | 1,210,519 |
| Warehouse | 117,452 |
| Leasehold improvements | 440, 967 |
|  | 2,497,536 |
| Less--accumulated depreciation and amortization | $(1,295,510)$ |
| Property, plant and equipment, net | \$ 1, 202, 026 |

Depreciation expense of $\$ 63,687$ has been included in selling, general and administrative expenses and $\$ 163,194$ has been included in cost of sales for the year ended December 31, 1998.

Income taxes

The Company elected to be taxed as an S Corporation as of March 1, 1987, under Section 1362 of the Internal Revenue Code. In lieu of corporate income taxes, the stockholders of an S Corporation are taxed on their proportionate share of the Company's taxable income. As a result of the Company being a non-taxpaying entity, no provision for income taxes has been provided for Federal income tax reporting purposes.

The Company reports income for both financial and tax reporting using the percentage-of-completion method on its long-term contracts.

Upon completion of the acquisition of the Company's outstanding stock as discussed in Note 12, the Company's $S$ Corporation tax status will be terminated.

Fair value of financial instruments
The following methods and assumptions were used to estimate the fair value of each class of financial instruments for which it is practicable to estimate that value:

Cash and cash equivalents

The carrying amount approximates fair value because of the short maturity of those instruments.

Marketable securities
The fair values of marketable securities are estimated based on quoted market prices for those or similar investments. The carrying amount approximates fair value. The following is an analysis of the securities:

Trading Securities:

| Marketable securities, at cost | $\$$ | 18,806 |
| :--- | :--- | ---: |
| Gross unrealized gain |  | 18,937 |
|  |  | ----------7 |

Contracts in Progress
Contracts in progress at December 31, 1998
are as follows:
Total contracts
Estimated costs
Costs to date
Costs to complete
Total estimated costs
Estimated gross profit
\$ 22,439,481
7,984,999
8,066,415
$16,051,414$
\$ 6,388,067

Amount billed to date
Costs and estimated earnings in excess of billings Billings in excess of costs and estimated earnings

Contract revenue earned
Costs to date
Gross profit earned
\$ 12,852,414
452,945
$(608,764)$
12,696,595 $(7,984,999)$
\$ 4,711,596
$==========$
4. Line of Credit

The Company has a $\$ 2,000,000$ line of credit with a bank with interest payable monthly at a rate per annum of two points above the Eurodollar fixed period rate, which expires on May 31, 1999, secured by Company real estate, accounts receivable, inventory and property and equipment. There is no outstanding balance at December 31, 1998.

## 5. Notes Payable

Notes payable consist of the following
\$500, 000 equipment line of credit with a bank, outstanding amount due on May 30, 1999 with an interest rate of $7.4 \%$ per annum, collateralized by transportation equipment. The line of credit has an option for a 42 month payoff.
\$ 66,704
Note payable to bank, payable in monthly installments of \$444 including interest at 9.75\% per annum, matures in February 2002, collateralized by a vehicle.

Note payable to a bank, installment note with monthly payments of $\$ 550$ including interest at $9.153 \%$ per annum, final payment due in November 2001, collateralized by a vehicle

Note payable to a bank, installment note with monthly payments of $\$ 396$ including interest at $9.214 \%$ per annum, final payment due in November 2001, collateralized by a vehicle

Note payable to a bank, installment note with monthly payments of $\$ 489$ including interest at $9.253 \%$ per annum, final payment due in November 2000, collateralized by a vehicle

10,307
Note payable to a bank, with monthly payments of $\$ 486$ including interest at $9.275 \%$ per annum, matures in December 2000, collateralized by a vehicle

Note payable to a bank, with monthly payments of $\$ 487$
including interest at $9.0 \%$ per annum, matures in May 2001, collateralized by a vehicle

Note payable to a bank, with monthly payments of $\$ 599$ including interest at $9.0 \%$ per annum, matures in May 2001, collateralized by a vehicle

Note payable to a bank, with monthly payments of $\$ 487$
including interest at $9.0 \%$ per annum, matures in May 2001, collateralized by a vehicle

## Notes Payable (Continued)

Note payable to a bank, with monthly payments of $\$ 1,617$
including interest at 7.0\% per annum, matures in November
2001, collateralized by three vehicles $\qquad$

Less: Current Portion
Long-term notes payable
\$ 153,213
==========
Maturities of the notes payable are as follows:

| Year Ended December 31 | Amount |  |
| :---: | :---: | :---: |
|  |  |  |
| 1999 | \$ | 72,943 |
| 2000 |  | 78,386 |
| 2001 |  | 63,546 |
| 2002 |  | 11, 281 |
|  | \$ | 226,156 |

Some of the above notes are personally guaranteed by the stockholder
6. Retirement Plan

The Company provides a $401(k)$ retirement plan for its employees whereby the employees may contribute from $1 \%$ to $15 \%$ of their salary up to a maximum annual amount. The Company, if it so elects, may match $25 \%$ of the employee's contributions to the plan. The Company matching policy does not apply to employee contributions in excess of $6 \%$ of their salary. The amount the Company contributed during the year was $\$ 33,632$.

## 7. Operating Leases

The Company is paying the stockholder $\$ 6,800$ per month under a lease for storage rental and office space in Macon.

The Company is paying the stockholder $\$ 2,950$ per month for a condominium which is used by employees when in the Atlanta area

The Company is renting office space in the Atlanta area for approximately $\$ 38,000$ per year.
9. Non-Cash Investing and Financing Activities

The Company purchased property and equipment totaling $\$ 850,769$ during the year. In conjunction with the acquisitions, the Company financed \$119,069 of the purchase price and paid in cash of \$731,700.
10. Major Supplier

The Company purchases the majority of its materials from two suppliers.

A former employee has filed a complaint with the Equal Employment Opportunity Commission. The Company has submitted a statement to the Equal Employment Opportunity Commission denying all liability. A complaint was filed by the former employee in Federal Court on May 26, 1998. The Company has filed an answer denying any liability and has filed a motion for summary judgement. The Company intends to vigorously defend this action. Company attorneys are unable to predict whether an outcome unfavorable to the Company is either probable or remote or the range of potential liability in the event of an unfavorable outcome.

## 12. Subsequent events

In April 1999, the stockholder of Putzel completed the sale of $100 \%$ of his ownership interests in Company to Integrated Electrical Services, Inc.

UNAUDITED PRO FORMA FINANCIAL STATEMENTS BASIS OF PRESENTATION

The unaudited pro forma balance sheet reflects the acquisitions by Integrated Electrical Services, Inc. ("IES"), of seven electrical contracting and maintenance businesses from April 1, 1999 through May 18, 1999 (the "June Quarter Acquisitions"), Delco Electric, Inc. and Valentine Electrical, Inc., (collectively, the "Individually Insignificant Acquisitions") and Putzel Electrical Contractors, Inc. ("Putzel") as if they had occurred on March 31, 1999. The unaudited pro forma statement of operations for the year ended September 30, 1998, presents the statement of operations data to give effect to the 57 electrical contracting and maintenance companies and related entities (including the 16 companies acquired concurrent with IES' IPO) acquired through May 18, 1999 (the "Previously Closed Acquisitions"), the Individually Insignificant Acquisitions and Putzel and the related pro forma adjustments as if they had occurred on October 1, 1997. The unaudited pro forma statement of operations for the six months ended March 31, 1999, presents the statement of operations data to give effect to the June Quarter Acquisitions, the Individually Insignificant Acquisitions and Putzel and the related pro forma adjustments as if they had occurred on October 1, 1998.

IES has analyzed the savings that it expects to realize from reductions in salaries, bonuses and certain benefits to the owners. To the extent the owners of the Acquisitions have contractually agreed to changes in salary, bonuses, benefits and lease payments, these changes have been reflected in the unaudited pro forma combined statement of operations.

Certain pro forma adjustments are based on preliminary estimates, available information and certain assumptions that Company management deems appropriate and may be revised as additional information becomes available. The pro forma financial data do not purport to represent what IES's combined financial position or results of operations would actually have been if such transactions in fact had occurred on these dates and are not necessarily representative of IES's combined financial position or results of operations for any future period. Since the acquired entities were not under common control or management prior to their acquisitions by IES, historical combined results may not be comparable to, or indicative of, future performance. The unaudited pro forma combined financial statements should be read in conjunction with the historical consolidated financial statements and notes thereto included in the company's Annual Report for the year ended September 30, 1998 filed on Form 10-K. See also "Business-Risk Factors" included elsewhere therein.

|  | IES AND SUBSIDIARIES |  | JUNE QUARTER ACQUISITIONS |  | PRO FORMA ADJUSTMENTS |  | SUBTOTAL |  | INDIVIDUALLY INSIGNIFICANT ACQUISITIONS |  | PRO FORMA ADJUSTMENTS |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |  |  |  |  |  |  |  |  |
| CURRENT ASSETS: |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash | \$ | 35,630 | \$ | 1,442 | \$ | $(19,837)$ | \$ | 17,235 | \$ | 2,019 | \$ | $(5,243)$ |
| Receivables, net |  | 167,801 |  | 11,599 |  | -- |  | 179,400 |  | 2,439 |  | -- |
| Inventories, net |  | 8,995 |  | 344 |  | -- |  | 9,339 |  | 6 |  | -- |
| Cost and estimated earnings in excess of billings on uncompleted contracts ..... |  | 21,129 |  | 1,966 |  | -- |  | 23,095 |  | 499 |  | -- |
| Prepaid expenses and other current assets |  | 4,418 |  | 1,560 |  | -- |  | 5,978 |  | 54 |  | -- |
| Total current assets |  | 237,973 |  | 16,911 |  | $(19,837)$ |  | 235, 047 |  | 5,017 |  | $(5,243)$ |
| RECEIVABLES FROM RELATED PARTIES |  | 233 |  | -- |  | -- |  | 233 |  | -- |  | -- |
| GOODWILL, NET |  | 341,703 |  | -- |  | 29,601 |  | 371,304 |  | -- |  | 10,049 |
| PROPERTY AND EQUIPMENT, NET |  | 29,721 |  | 3,313 |  | -- |  | 33, 034 |  | 629 |  | -- |
| OTHER NONCURRENT ASSETS |  | 9,013 |  | 20 |  | -- |  | 9,033 |  | 21 |  | -- |
| Total assets | \$ | 618,643 | \$ | 20,244 | \$ | 9,764 | \$ | 648,651 | \$ | 5,667 | \$ | 4,806 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |  |  |  |  |  |  |  |  |
| CURRENT LIABILITIES: |  |  |  |  |  |  |  |  |  |  |  |  |
| Short-term debt and current maturities of long-term debt | \$ | 537 | \$ | 2,563 | \$ | $(2,563)$ | \$ | 537 | \$ | 25 | \$ | (25) |
| Accounts payable and accrued expenses |  | 83,357 |  | 4,697 |  | -- |  | 88, 054 |  | 853 |  | -- |
| Billings in excess of costs and estimated earnings on uncompleted contracts ...... |  | 29,863 |  | 881 |  | -- |  | 30,744 |  | 320 |  | -- |
| Income taxes payable |  | 3,861 |  | 1,708 |  | -- |  | 5,569 |  | 336 |  | -- |
| Other current liabilities |  | 451 |  | -- |  | -- |  | 451 |  | -- |  | -- |
| Total current liabilities |  | 118,069 |  | 9,849 |  | $(2,563)$ |  | 125,355 |  | 1,534 |  | (25) |
| LONG-TERM DEBT, NET |  | 851 |  | 684 |  | (684) |  | 851 |  | 44 |  | (44) |
| SENIOR SUBORDINATED NOTES, Net of \$1,188 unamortized discount |  | 148,812 |  | -- |  | -- |  | 148,812 |  | -- |  | -- |
| OTHER NON-CURRENT LIABILITIES |  | 1,498 |  | 39 |  | -- |  | 1,537 |  | -- |  | -- |
| Total liabilities |  | 269,230 |  | 10,572 |  | $(3,247)$ |  | 276,555 |  | 1,578 |  | (69) |
| STOCKHOLDERS' EQUITY: |  |  |  |  |  |  |  |  |  |  |  |  |
| Preferred stock |  | -- |  | -- |  | -- |  | -- |  | -- |  | -- |
| Common stock |  | 299 |  | 168 |  | (153) |  | 314 |  | 2 |  | 4 |
| Restricted common stock |  | 27 |  | -- |  | - |  | 27 |  | -- |  | -- |
| Treasury stock |  | -- |  | (22) |  | 22 |  | -- |  | -- |  | -- |
| Additional paid-in capital |  | 319,509 |  | 305 |  | 22,363 |  | 342,177 |  | 5 |  | 8,953 |
| Retained earnings |  | 29,578 |  | 9,221 |  | $(9,221)$ |  | 29,578 |  | 4,082 |  | $(4,082)$ |
| Total stockholders' equity |  | 349,413 |  | 9,672 |  | 13,011 |  | 372,096 |  | 4,089 |  | 4,875 |
| Total liabilities and stockholders' equity | \$ | 618,643 | \$ | 20,244 | \$ | 9,764 | \$ | 648,651 | \$ | 5,667 | \$ | 4,806 |




INTEGRATED ELECTRICAL SERVICES, INC.
UNAUDITED PRO FORMA STATEMENT OF OPERATIONS FOR THE YEAR ENDED SEPTEMBER 30, 1998 (IN THOUSANDS)


SHARES USED IN THE COMPUTATION
OF EARNINGS (LOSS) PER SHARE -

| BASIC - | $19,753,060$ <br>  <br> DILUTED - <br> $=========$ <br> $19,753,060$ |
| :--- | ---: |
| $==========$ |  |





SHARES USED IN THE COMPUTATION
OF EARNINGS PER SHARE

| BASIC | \$ 31, 761, 20 |
| :---: | :---: |
| DILUTED | \$ 32, 254, 65 |



SHARES USED IN THE COMPUTATION OF EARNINGS PER SHARE

DILUTED

## NOTES TO UNAUDITED PRO FORMA FINANCIAL STATEMENTS

## 1. UNAUDITED PRO FORMA BALANCE SHEET:

The Unaudited Pro Forma Balance Sheet gives effect to the June Quarter Acquisitions which were acquired for total consideration of $\$ 41.2$ million, including $\$ 16.0$ million in cash and 1.4 million shares of common stock, the Individually Insignificant Acquisitions which were acquired for total consideration of $\$ 15.0$ million, including $\$ 5.1$ million in cash and 0.6 million shares of common stock and Putzel which was acquired for total consideration of $\$ 20.7$ million, including $\$ 10.5$ million in cash and 0.6 million shares of common stock.
2. UNAUDITED PRO FORMA STATEMENT OF OPERATIONS:

The Unaudited Pro Forma Statement of Operations for the year ended September 30, 1998 for IES and Subsidiaries reflects the historical results of Houston-Stafford Electric, Inc. ("Houston-Stafford") as the accounting acquirer (restated for the effect of an acquisition accounted for as a
pooling-of-interest) the other Founding Companies beginning February 1, 1998 and each acquired company beginning on their respective dates of acquisition.

Pro Forma Adjustments consist of the following:

INTEGRATED ELECTRICAL SERVICES, INC.
NOTES TO UNAUDITED PRO FORMA FINANCIAL STATEMENTS
(a) Reflects the reduction in salaries, bonuses and benefits and lease payments to the owners of the Acquisitions. These reductions in salaries, bonuses and benefits and lease payments have been agreed to in accordance with the terms of employment agreements executed as part of the acquisitions. Such employment agreements are for five years, contain restrictions related to competition and provide severance for termination of employment in certain circumstances.
(b) Includes the reversal of the $\$ 17.0$ million non-cash, non-recurring compensation charge in connection with the acquisition of the Founding Companies.
(c) Reflects the amortization of goodwill recorded as a result of these acquisitions over a 40-year estimated life, as well as a reduction in historical minority interest expense attributable to minority interests that were acquired as part of the related acquisitions.
(d) Reflects the reduction of additional interest expense and income on borrowings which will be repaid and collected, respectively, subsequent to the acquisition and the reduction of certain non-recurring other income.
(e) Reflects the incremental provision for federal and state income taxes at a $38.5 \%$ overall tax rate, before non-deductible goodwill and other permanent items, related to the other statements of operations adjustments and for income taxes on the pretax income of acquired companies that have historically elected $S$ Corporation tax status.

## ITEM 7. (C) EXHIBITS

23.1 Consent of Reznick, Fedder \& Silverman 23.2 Consent of Reznick, Fedder \& Silverman 23.3 Consent of Davidson and Golden, P.C.

## SIGNATURES

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

INTEGRATED ELECTRICAL SERVICES, INC.

By: /s/ JIM P. WISE
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CHIEF EXECUTIVE OFFICER

Dated: May 28, 1999

EXHIBIT
NUMBER

## DESCRIPTIONS

As independent public accountants, we hereby consent to the incorporation of our report, dated May 14, 1999, on the financial statements of Delco Electric, Inc. included in this Form 8-K/A, into Integrated Electrical Services, Inc.'s previously filed Registration Statements on Form S-8 (File Nos.
333-67113, 333-45447 and 333-45449), previously filed Registration Statement on Amendment No. 2 to Form S-4 (File No. 333-75139) and on previously filed Post Effective Amendment No. 5 to Form S-1 on Form S-4 (File No. 333-50031).

As independent public accountants, we hereby consent to the incorporation of our report, dated May 13, 1999, on the financial statements of Valentine Electrical, Inc. included in this Form 8-K/A, into Integrated Electrical Services, Inc.'s previously filed Registration Statements on Form S-8 (File Nos. 333-67113, 333-45447 and 333-45449), previously filed Registration Statement on Amendment No. 2 to Form S-4 (File No. 333-75139) and on previously filed Post Effective Amendment No. 5 to Form S-1 on Form S-4 (File No. 333-50031).

## CONSENT OF INDEPENDENT PUBLIC ACCOUNTANTS

As independent public accountants, we hereby consent to the incorporation of our report, dated May 6, 1999, on the financial statements of Putzel Electrical Contractors, Inc. as of December 31, 1998 included in this Form 8-K/A, into Integrated Electrical Services, Inc.'s previously filed Registration Statements on Form S-8 (File Nos. 333-67113, 333-45447 and 333-45449), previously filed Registration Statement on Amendment No. 2 to Form S-4 (File No. 333-75139) and on previously filed Post Effective Amendment No. 5 to Form S-1 on Form S-4 (File No. 333-50031).

Davidson and Golden, P.C.
Nashville, Tennessee
May 28, 1999


[^0]:    See independent auditor's report and accompanying notes to financial statements.

