UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
FORM $8-\mathrm{K} / \mathrm{A}$
CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report: May 21, 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)

76-0542208
(I.R.S. Employer Identification No.)

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

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) Pro Forma Financial Information See Pages 1 through 6
(b) Financial Statements of Businesses Acquired See Pages 7 through 28

This Form 8-K/A is being filed to amend the Company's Current Reports on Forms 8-K, which were previously filed on April 29, 1999 and May 7, 1999.

INTEGRATED ELECTRICAL SERVICES, INC.

## UNAUDITED PRO FORMA FINANCIAL STATEMENTS

 BASIS OF PRESENTATIONThe unaudited pro forma balance sheet reflects the acquisitions by Integrated Electrical Services, Inc. ("IES"), of ten electrical contracting and maintenance businesses from April 1, 1999 through May 18, 1999 (the
"Acquisitions"), as if they had occurred on March 31, 1999. The unaudited pro forma statements of operations present the statement of operations data to give effect to the Acquisitions and the related pro forma adjustments as if they had occurred on October 1, 1997.

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 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 "Risk Factors" included elsewhere therein.

INTEGRATED ELECTRICAL SERVICES, INC.


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

|  | IES AND SUBSIDIARIES |  | FISCAL 1998 ACQUISITIONS |  | FISCAL 1999 ACQUISITIONS |  | PRO FORMA ADJUSTMENTS |  | PRO FORMA TOTAL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| REVENUES | \$ | 386,721 | \$ | 363, 728 | \$ | 210,717 | \$ | -- | \$ | 961,166 |
| COST OF SERVICES |  | 306, 052 |  | 295, 349 |  | 157, 214 |  | -- |  | 758,615 |
| GROSS PROFIT |  | 80,669 |  | 68,379 |  | 53,503 |  | -- |  | 202,551 |
| SELLING, GENERAL, AND ADMINISTRATIVE EXPENSES |  | 47,390 |  | 62,621 |  | 34,134 |  | $(38,826)$ |  | 105,319 |
| NON-CASH, NON-RECURRING COMPENSATION CHARGE |  | 17,036 |  | - - |  | - - |  | $(17,036)$ |  | -- |
| GOODWILL AMORTIZATION |  | 3, 212 |  | -- |  | -- |  | 6,880 |  | 10,092 |
| INCOME FROM OPERATIONS |  | 13, 031 |  | 5,758 |  | 19,369 |  | 48,982 |  | 87,140 |
| OTHER INCOME (EXPENSE): |  |  |  |  |  |  |  |  |  |  |
| Interest expense |  | $(1,161)$ |  | -- |  | (577) |  | $(2,554)$ |  | $(4,292)$ |
| Interest income |  | 433 |  | 730 |  | 590 |  | $(1,455)$ |  | 298 |
| Other, net |  | 335 |  | 404 |  | 528 |  | (462) |  | 805 |
| OTHER INCOME (EXPENSE), NET |  | (393) |  | 1,134 |  | 541 |  | $(4,471)$ |  | $(3,189)$ |
| INCOME BEFORE INCOME TAXES |  | 12,638 |  | 6,892 |  | 19,910 |  | 44,511 |  | 83, 951 |
| PROVISION FOR INCOME TAXES |  | 12,690 |  | 5,473 |  | 7,664 |  | 10,015 |  | 35,842 |
| NET INCOME (LOSS) | \$ | (52) | \$ | 1,419 | \$ | 12,246 | \$ | 34,496 | \$ | 48,109 |
| EARNING (LOSS) PER SHARE - |  |  |  |  |  |  |  |  |  |  |
| BASIC - | \$ | 0.00 |  |  |  |  |  |  | \$ | 1.37 |
| DILUTED - | \$ | 0.00 |  |  |  |  |  |  | \$ | 1.35 |
| SHARES USED IN THE COMPUTATION OF EARNINGS (LOSS) PER SHARE |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| BASIC - |  | 753, 060 |  |  |  |  |  |  |  | 197,669 |
| DILUTED - |  | 753, 060 |  |  |  |  |  |  |  | ,597,502 |

## INTEGRATED ELECTRICAL SERVICES, INC.

UNAUDITED PRO FORMA STATEMENT OF OPERATIONS FOR THE SIX MONTHS ENDED MARCH 31, 1999 (IN THOUSANDS)

|  | IES ANDSUBSIDIARIES |  | ACQUISITIONS |  | PRO FORMA ADJUSTMENTS |  | PRO FORMA TOTAL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| REVENUES | \$ | 413,404 | \$ | 70,184 | \$ | -- | \$ | 483,588 |
| COST OF SERVICES |  | 326,934 |  | 53,320 |  | (402) |  | 379,852 |
| GROSS PROFIT |  | 86,470 |  | 16,864 |  | 402 |  | 103,736 |
| SELLING, GENERAL, AND <br> ADMINISTRATIVE EXPENSES |  | 45,590 |  | 20,189 |  | $(6,551)$ |  | 59,228 |
| GOODWILL AMORTIZATION |  | 3,943 |  | -- |  | 1,103 |  | 5,046 |
| INCOME FROM OPERATIONS |  | 36,937 |  | $(3,325)$ |  | 5,850 |  | 39,462 |
| OTHER INCOME (EXPENSE): |  |  |  |  |  |  |  |  |
| Interest expense |  | $(4,923)$ |  | (195) |  | 195 |  | $(4,923)$ |
| Interest income |  | 496 |  | 310 |  | (310) |  | 496 |
| Other, net |  | 283 |  | 217 |  | -- |  | 500 |
| OTHER INCOME (EXPENSE), NET |  | $(4,144)$ |  | 332 |  | (115) |  | $(3,927)$ |
| INCOME BEFORE INCOME TAXES |  | 32,793 |  | $(2,993)$ |  | 5,735 |  | 35,535 |
| PROVISION FOR INCOME TAXES |  | 13,961 |  | $(1,152)$ |  | 2,633 |  | 15,442 |
| NET INCOME (LOSS) | \$ | 18,832 | \$ | $(1,841)$ | \$ | 3,102 | \$ | 20,093 |
| EARNING (LOSS) PER SHARE - |  |  |  |  |  |  |  |  |
| BASIC | \$ | 0.59 |  |  |  |  | \$ | 0.57 |
| DILUTED | \$ | 0.58 |  |  |  |  | \$ | 0.56 |
|  |  |  |  |  |  |  |  |  |
| COMPUTATION OF |  |  |  |  |  |  |  |  |
| EARNINGS (LOSS) |  |  |  |  |  |  |  |  |
| PER SHARE |  |  |  |  |  |  |  |  |
| BASIC - |  | 761,207 |  |  |  |  |  | 197,669 |
| DILUTED |  | 254,651 |  |  |  |  |  | 691,113 |

## 1. UNAUDITED PRO FORMA BALANCE SHEET:

The Pro Forma Adjustments reflects the Acquisitions which were acquired subsequent to December 31, 1998.

## 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 combined) the other Founding Companies beginning February 1, 1998, and the Acquired Companies beginning on their respective dates of acquisition.

The Acquisitions column reflects the historical results of the Acquisitions as if they had been acquired on October 1, 1997.

The following table summarizes the Pro Forma Adjustments for the Year Ended September 30, 1998 (in thousands):

|  |  |  |  | EN |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (a) |  | (b) |  | (c) |  | d) | PRO FORMA ADJUSTMENTS |
| Selling, general and administrative expenses | \$(38, 826 ) | \$ | -- | \$ | -- | \$ | -- | \$ $(38,826)$ |
| Non-cash, nonrecurring compensation charge | $(17,036)$ |  | -- |  | -- |  | -- | $(17,036)$ |
| Goodwill amortization | -- |  | 6,880 |  | -- |  | -- | 6,880 |
| Income (loss) from operations | 55,862 |  | $(6,880)$ |  | -- |  | -- | 48,982 |
| Other income (expense): |  |  |  |  |  |  |  |  |
| Interest expense | -- |  | -- |  | $(2,554)$ |  | -- | $(2,554)$ |
| Interest income | -- |  |  |  | $(1,455)$ |  | -- | $(1,455)$ |
| Other, net | -- |  | (462) |  | -- |  | -- | (462) |
| Other income (expense), net | -- |  | (462) |  | $(4,009)$ |  | -- | $(4,471)$ |
| Income (loss) before income taxes | 55,862 |  | $(7,342)$ |  | $(4,009)$ |  | - | 44,511 |
| Provision for income taxes | -- |  | ( |  | -- |  | 0,015 | 10,015 |
| Net income (loss) | \$ 55, 862 | \$ | $(7,342)$ | \$ | $(4,009)$ |  | 0, 015) | \$ 34,496 |


|  |  |  |  | ADJ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (a) |  | (b) |  |  |  | (d) |  | O FORMA USTMENTS |
| Cost of services |  | (402) |  | -- |  | -- |  | -- |  | (402) |
| Gross profit |  | 402 |  | -- |  | -- |  |  |  | 402 |
| Selling, general and administrative expenses | \$ | $(6,551)$ | \$ | -- | \$ | -- | \$ | -- | \$ | $(6,551)$ |
| Goodwill amortization |  | -- |  | 1,103 |  | -- |  | -- |  | 1,103 |
| Income (loss) from operations |  | 6,953 |  | $(1,103)$ |  | -- |  | -- |  | 5,850 |
| Other income (expense): |  |  |  |  |  |  |  |  |  |  |
| Interest expense |  | -- |  | -- |  | 195 |  | -- |  | 195 |
| Interest income |  | -- |  | -- |  | (310) |  | -- |  | (310) |
| Other, net |  | -- |  | -- |  | -- |  | -- |  | -- |
| Other income (expense), net |  | -- |  | -- |  | (115) |  | -- |  | (115) |
| Income (loss) before income taxes |  | 6,953 |  | $(1,103)$ |  | (115) |  | -- |  | 5,735 |
| Provision for income taxes |  | -- |  | - - |  | -- |  | 2,633 |  | 2,633 |
| Net income (loss) | \$ | 6,953 |  | $(1,103)$ | \$ | (115) | \$ | $(2,633)$ | \$ | 3,102 |

## 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. Also, includes the reversal of the $\$ 17.0$ million non-cash, non-recurring compensation charge in connection with the acquisition of the Founding Companies.
(b) 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
(c) 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.
(d) 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.

Stockholder
Canova Electrical Contracting, Inc East McKeesport, Pennsylvania

We have audited the accompanying balance sheet of Canova Electrical Contracting, Inc. as of December 31, 1998, and the related statements of income, 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 Canova Electrical Contracting, 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.

LARSON, ALLEN, WEISHAIR \& CO., LLP

Minneapolis, Minnesota
April 29, 1999

CANOVA ELECTRICAL CONTRACTING, INC.

## BALANCE SHEETS

DECEMBER 31, 1998 AND MARCH 31, 1999 (UNAUDITED)

| ASSETS | $\begin{aligned} & \text { DECEMBER 31, } \\ & 1998 \end{aligned}$ |  | $\begin{gathered} \text { MARCH 31, } \\ 1999 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | udited) |
| CURRENT ASSETS |  |  |  |  |
| Cash | \$ | 258,015 | \$ | 142,701 |
| Accounts Receivable - Contracts (Net of Allowance for Doubtful |  |  |  |  |
| Accounts of \$10,000) |  | 922,676 |  | 784,764 |
| Retainages Receivable |  | 256,396 |  | 321,797 |
| Accounts Receivable - Employees |  | 5,881 |  | 3,860 |
| Costs and Estimated Earnings in Excess of Billings on |  |  |  |  |
| Prepaid Expenses |  | 20,484 |  | 9,632 |
| Total Current Assets | \$ | 1,478,532 | \$ | 1,361,909 |
| PROPERTY AND EQUIPMENT (NET) |  | 211,868 |  | 228,997 |
| Total Assets | \$ | 1,690,400 | \$ | 1,590,906 |
| LIABILITIES AND STOCKHOLDER'S EQUITY |  |  |  |  |
| CURRENT LIABILITIES |  |  |  |  |
| Line of Credit | \$ | 400, 000 | \$ | 50,000 |
| Current Portion of Long-Term Debt |  | 24,771 |  | 18,846 |
| Accounts Payable - Trade |  | 10,467 |  | 333,908 |
| Accrued Expenses |  | 19,846 |  | 48,802 |
| Billings in Excess of Costs and Estimated Earnings on |  |  |  |  |
| Total Current Liabilities | \$ | 693,338 | \$ | 560,077 |
| LONG-TERM DEBT (Net of Current Portion Shown Above) |  | 20,269 |  | 30,040 |
| Total Liabilities | \$ | 713,607 | \$ | 590,117 |
| STOCKHOLDER'S EQUITY |  |  |  |  |
| Common Stock - \$1 Par Value; 1,000 |  |  |  |  |
| Shares Authorized, Issued and Outstanding | \$ | 1,000 | \$ | 1,000 |
| Additional Paid-In Capital |  | 130,736 |  | 130,736 |
| Retained Earnings |  | 845,057 |  | 869, 053 |
| Total Stockholder's Equity | \$ | 976,793 | \$ | 1,000,789 |
| Total Liabilities and Stockholder's Equity | \$ | 1,690,400 | \$ | 1,590,906 |

[^0]CANOVA ELECTRICAL CONTRACTING, INC. STATEMENTS OF INCOME
FOR THE YEAR ENDED DECEMBER 31, 1998 AND THE THREE-MONTH PERIODS ENDED MARCH 31, 1998 (UNAUDITED) AND MARCH 31, 1999 (UNAUDITED)

|  | DECEMBER 31,1998 |  | MARCH 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
|  |  |  | 1998 |  | 1999 |  |
|  |  |  | (Unaudited) |  | (Unaudited) |  |
| CONTRACT REVENUES EARNED | \$ | 5,772,864 | \$ | 1,296,173 | \$ | 1,546,460 |
| CONTRACT COSTS |  | 4,734,169 |  | 1,030,412 |  | 1,318,163 |
| GROSS PROFIT | \$ | 1,038,695 | \$ | 265,761 | \$ | 228,297 |
| GENERAL AND ADMINISTRATIVE EXPENSE |  | 716,592 |  | 132,101 |  | 193,820 |
| INCOME FROM OPERATIONS | \$ | 322,103 | \$ | 133,660 | \$ | 34,477 |
| OTHER INCOME |  |  |  |  |  |  |
| Interest Income | \$ | 12,230 | \$ | 2,619 | \$ | 3,150 |
| Interest Expense |  | $(8,818)$ |  | $(4,337)$ |  | $(3,665)$ |
| Bad Debts Recovered |  | 8,104 |  | 776 |  | 776 |
| Total Other Income | \$ | 11,516 | \$ | (942) | \$ | 261 |
| NET INCOME | \$ | 333,619 | \$ | 132,718 | \$ | 34,738 |

[^1]CANOVA ELECTRICAL CONTRACTING, INC.
STATEMENTS OF STOCKHOLDER'S EQUITY
FOR THE YEAR ENDED DECEMBER 31, 1998 AND THE THREE-MONTH PERIOD ENDED MARCH 31, 1999 (UNAUDITED)

|  | SHARES ${ }^{\text {COMM }}$ | TO |  | ADDITIONAL PAID-IN CAPITAL |  | RETAINED <br> EARNINGS |  | TOTAL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BALANCE, DECEMBER 31, 1997 | 1,000 | \$ | 1,000 | \$ | 130,736 | \$ | 570,190 | \$ | 701,926 |
| Distributions to Stockholder | -- |  | -- |  | -- |  | $(58,752)$ |  | $(58,752)$ |
| Net Income | -- |  | -- |  | -- |  | 333,619 |  | 333,619 |
| BALANCE, DECEMBER 31, 1998 | 1,000 | \$ | 1,000 | \$ | 130,736 | \$ | 845,057 | \$ | 976,793 |
| Distributions to Stockholder | -- |  | -- |  | -- |  | $(10,742)$ |  | $(10,742)$ |
| Net Income | -- |  | -- |  | -- |  | 34,738 |  | 34,738 |
| BALANCE, MARCH 31, 1999 | 1,000 | \$ | 1,000 | \$ | 130,736 | \$ | 869, 053 | \$ | 1, 000, 789 |

See accompanying Notes to Financial Statements.

CANOVA ELECTRICAL CONTRACTING, INC.
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)

|  | $\begin{aligned} & \text { DECEMBER 31, } \\ & 1998 \end{aligned}$ |  | MARCH 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1998 | 1999 |  |
|  |  |  | (Unaudited) |  | (Unaudited) |  |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |  |  |  |  |
| Net Income | \$ | 333,619 | \$ | 132,718 | \$ | 34,738 |
| Adjustments to Reconcile Net Income to Net Cash |  |  |  |  |  |  |
| Provided by Operating Activities: |  |  |  |  |  |  |
| Depreciation |  | 81,450 |  | 17,251 |  | 17,251 |
| Loss on Disposal of Equipment |  | 3,456 |  | -- |  | -- |
| (Increase) Decrease in Current Assets: |  |  |  |  |  |  |
| Accounts Receivable - Contracts |  | $(486,491)$ |  | 31,123 |  | 72,511 |
| Unbilled Revenues |  | 92,742 |  | 27,946 |  | $(84,075)$ |
| Other Current Assets |  | 51,564 |  | -- |  | 10,852 |
| Increase (Decrease) in Current Liabilities: |  |  |  |  |  |  |
| Accounts Payable |  | $(67,676)$ |  | 152,665 |  | 323,441 |
| Excess Billings |  | 204,047 |  | 22,486 |  | $(129,733)$ |
| Accrued Expenses |  | $(3,934)$ |  | 5,760 |  | 28,956 |
| Income Taxes Payable |  | 2,400 |  | -- |  |  |
| Net Cash Provided by Operating Activities | \$ | 211,177 | \$ | 389,949 | \$ | 273,941 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |  |  |  |  |
| Payments for Purchase of Equipment |  | $(56,558)$ | \$ | $(12,153)$ | \$ | $(19,380)$ |
| Loans Receivable - Employees |  | $(2,000)$ |  | 373 |  | 2,021 |
| Loans Receivable - Affiliates |  | (940) |  | -- |  | -- |
| Net Cash Used by Investing Activities |  | $(59,498)$ | \$ | $(11,780)$ | \$ | $(17,359)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |  |  |  |  |
| Net Change on Line of Credit | \$ | -- |  | $(330,000)$ | \$ | $(350,000)$ |
| Payments on Long-Term Debt |  | $(23,086)$ |  | $(5,064)$ |  | $(11,154)$ |
| Distributions |  | $(58,752)$ |  | $(9,414)$ |  | $(10,742)$ |
| Net Cash Used by Financing Activities |  | $(81,838)$ |  | $(344,478)$ | \$ | $(371,896)$ |
| NET INCREASE IN CASH | \$ | 69,841 | \$ | 33,691 | \$ | $(115,314)$ |
| Cash - Beginning |  | 188,174 |  | 188,174 |  | 258,015 |
| CASH - ENDING | \$ | 258,015 | \$ | 221,865 | \$ | 142,701 |
| SUPPLEMENTAL DISCLOSURE OF CASH |  |  |  |  |  |  |
| FLOW INFORMATION |  |  |  |  |  |  |
| Interest Paid | \$ | 8,818 | \$ | 4,337 | \$ | 3,665 |
| SUPPLEMENTAL SCHEDULE OF NON-CASH |  |  |  |  |  |  |
| TRANSACTIONS |  |  |  |  |  |  |
| Equipment Purchased with Long-Term Debt | \$ | 30,000 | \$ | -- | \$ | 15,000 |

See accompanying Notes to Financial Statements.

CANOVA ELECTRICAL CONTRACTING, INC. NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 1998

## NOTE 1 ORGANIZATION AND DESCRIPTION OF BUSINESS

The Company is engaged in the business of providing electrical contracting services on various commercial, institutional, industrial and multi-family residential projects located primarily in Western Pennsylvania. The Company began operations in 1972 and conducted business as a sole proprietorship until January 10, 1989, when it was incorporated under the laws of the Commonwealth of Pennsylvania

## NOTE 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-month periods 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.

## REVENUE AND COST RECOGNITION

Revenues are recognized on the percentage-of-completion method, measured by the costs incurred to date to the estimated total costs for each contract. Contract revenue earned is the amount of direct costs incurred plus the amount of gross profit recognized based on the extent of progress toward completion.

Contract costs include all direct costs and job related overhead. 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 condition, and estimated profitability may result in revisions to costs and income and are recognized in the period in which the revisions are determined. Because of inherent uncertainties in estimating costs and revenues, it is at least reasonably possible that the estimates used will change in the near term.

## CONCENTRATION OF CREDIT RISK

The Company maintains cash balances with high quality financial institutions. At times such cash balances may be in excess of the FDIC insurance limit.

The Company's revenues are highly concentrated with a few customers. Contract revenues from three customers in 1998 represented approximately $75 \%$ of total contract revenues for the year ended December 31, 1998. The contract accounts receivable from these customers were $\$ 324,670$ as of December 31, 1998. The loss of a significant customer could have a material impact on the Company's future earnings results.

The Company has recorded an allowance for doubtful accounts of approximately $\$ 10,000$ as of December 31, 1998. Management believes that this allowance is adequate.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)
PROPERTY AND EQUIPMENT
Property and equipment are stated at cost. Depreciation is calculated using the straight-line and accelerated methods over the estimated useful life of the asset. Equipment and fixtures are depreciated between 5 and 7 years. Leasehold improvements are depreciated over the life of the lease term.

At December 31, 1998, property and equipment consisted of:

| Amount |  |
| :---: | :---: |
| \$ | 188,998 |
|  | 319,731 |
|  | 63, 019 |
| \$ | 571,748 |
|  | (359, 880 ) |
| \$ | 211,868 |

FAIR VALUE OF FINANCIAL INSTRUMENTS
The Company's financial instruments consist of cash, accounts receivable, accounts payable and notes 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 fair value.

INCOME TAXES
The Company has elected S corporation status for federal and state income tax purposes whereby the Company's taxable income and any tax credits resulting from operating losses will be included in the individual income tax return of its stockholder. Therefore, no provision for income taxes is included in these financial statements.

CANOVA ELECTRICAL CONTRACTING, INC.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 1998

## NOTE 3 CONTRACTS IN PROGRESS

## Amount

```
$ 3,678,709
        951,187
------------
$ 4,629,896
    4,853,070
$ (223,174)
============
```

Cost and Estimated Earnings in Excess of Billings on Uncompleted Contracts
\$ 15,080
Billings in Excess of Costs and Estimated Earnings on Uncompleted Contracts

Total, Net

|  | $(238,254)$ |
| :--- | ---: |
| ---------1 |  |
| $\$$ |  |
| $===========$ |  |

NOTE 4 NOTE PAYABLE - BANK
The Company has a discretionary demand line of credit available from Dollar Bank for maximum working capital borrowings of \$500,000. The line of credit is unsecured except for the personal guarantee of the stockholder. The interest rate is equal to the prime rate and was $7.75 \%$ as of December 31, 1998. Borrowings on the line of credit as of December 31, 1998 were $\$ 400,000$.

NOTE 5 LONG-TERM DEBT

| Description | Collateral | Amount |
| :---: | :---: | :---: |
| Installment Note - G.M.A.C., Interest at 9.50\%, Monthly |  |  |
| Principal and Interest Payments of \$420 through October 1999 | Truck | \$ 3,635 |
| Installment Note - Irwin Bank, Interest at 8.39\%, Monthly |  |  |
| Principal and Interest Payments of \$315 through April 1999 | Van | 1,239 |
| Installment Note - Irwin Bank, Interest at 8.39\%, Monthly Principal and Interest Payments of \$252 through April 1999 | Truck | 991 |
| Installment Note - Irwin Bank, Interest at 8.38\%, Monthly |  |  |
| Principal and Interest Payments of \$315 through December |  |  |
| 1999 | Truck |  |
| Installment Note - Irwin Bank, Interest at 8.38\%, MonthlyPrincipal and Interest Payments of \$315 through December |  |  |
| 1999 | Van | 3,615 |
| Installment Note - G.M.A.C., Interest at 3.90\%, Monthly |  |  |
| Principal and Interest Payments of \$305 through February 2000 | Automobile | 4,166 |
| Installment Note - Irwin Bank, Interest at 8.38\%, Monthly |  |  |
| 2001 | Truck | 9,010 |
| Installment Note - Ford Motor Credit, Interest at 0.90\%, Monthly |  |  |
| 2002 | Truck | 8,769 |
| Installment Note - Irwin Bank, Interest at 7.50\%, Monthly |  |  |
| Principal and Interest Payments of \$311 through January 2002 | Truck | 10,000 |
| Subtotal |  | \$ 45,040 |
| Less: Current Portion |  | 24,771 |
| Long-Term Portion |  | \$ 20, 269 |

Maturity requirements on long-term debt as of December 31, 1998 are as follows:

| Year Ending | Amount |
| :---: | :---: |
| 1999 | \$24,771 |
| 2000 | 9,522 |
| 2001 | 8,835 |
| 2002 | 1,912 |
| Total | \$45, 040 |

NOTE 6 PROFIT SHARING PLAN
The Company provides a defined contribution profit sharing plan. The Plan covers all full-time employees with at least one year of service. The Company matches $20 \%$ of employee contributions up to a maximum of $15 \%$ of gross compensation. The employer contribution for the year ended December 31, 1998 was \$9,147

## NOTE 7 LEASE COMMITMENTS

On April 23, 1999, the Company agreed to a five year net operating lease for its East McKeesport office and two warehouse with its sole stockholder. The terms of the lease provide for the payment of fixed monthly rentals of $\$ 2,500$ plus all expenses of occupying and operating the premises. Prior to this lease the facilities were leased under a year-to-year basis. Rent expense was $\$ 17,900$ for the year ended December 31, 1998.

Future minimum lease commitments are as follows:

| Year Ending December 31, | Amount |
| :---: | ---: |
| 1999 | $\$ 20,000$ |
| 2000 | 30,000 |
| 2001 | 30,000 |
| 2002 | 30,000 |
| 2003 | 30,000 |
| Thereafter | 10,000 |
| Total | ------- |
|  | $\$ 150,000$ |
|  | $=======$ |

NOTE 8 SUBSEQUENT EVENT
On April 23, 1999 effective on April 16, 1999, the Company completed the sale of substantially all of its assets and liabilities to Integrated Electrical Services.

To the Board of Directors
Tesla Power and Automation, Inc. Houston, Texas

We have audited the accompanying balance sheet of Tesla Power and Automation, Inc. (a Texas corporation) as of December 31, 1998, and the related statements of operations and comprehensive income, 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 Tesla Power and Automation, 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.

BROCKMANN, ARMOUR \& CO. LLC

April 23, 1999

TESLA POWER AND AUTOMATION，INC．
BALANCE SHEETS
 1998

ASSETS
Current assets：
Cash and cash equivalents
Accounts receivable：
Uncompleted contracts
Completed contracts，net of allowance of $\$ 50,000$ Other
Marketable securities
Cost and estimated earnings in excess of billings on uncompleted contracts
Prepaid expenses and other current assets

## Total current assets

Property and equipment，at cost，net of accumulated depreciation and amortization
Other assets

Total assets

## LIABILITIES

Current liabilities
Line of credit and margin securities account
Accounts payable
Current portion of long－term debt
Current portion of notes payable to stockholders
Provision for product warranty
Billings in excess of costs and estimated earnings on uncompleted contracts
Income taxes payable
Accrued $401(k) /$ profit sharing and payroll related expenses
Total current liabilities
Long－term debt，net of current portion
Notes payable to stockholders

## STOCKHOLDERS＇EQUITY

Common stock，\＄1 par value，100，000 shares authorized， 50,000 shares issued and outstanding
Additional paid－in capital
Retained earnings
Unrealized loss on marketable securities

March 31， 1999
（unaudited）
－－－－－－－－－－－－－－－
\＄
16,171
1，055， 864 1，196，431

5，310 1，373，206

343， 830
16， 628
$4,007,440$
$1,378,935$
1，420
\＄ $5,387,795$
＝＝ニ＝ニ＝ニ＝＝ニ＝＝＝＝＝
\＄
2，816，498
81，762
461， 278
26， 320

852，434
60， 038
$4,298,330$
$1,416,151$
1，420
\＄ $5,715,901$
＝＝＝＝＝＝＝＝＝＝＝＝＝＝

| \＄ | 301， 849 | \＄ | 3，492 |
| :---: | :---: | :---: | :---: |
|  | 892，935 |  | 435，346 |
|  | 15，412 |  | 5，155 |
|  | 96，674 |  | 73，223 |
|  | 42，732 |  |  |
|  | 292，738 |  | 115，739 |
|  | 54，512 |  | 18，746 |
|  | 53，301 |  | 209，966 |
|  | 1，750，153 |  | 861，667 |
|  | 30，534 |  | 395，534 |
|  | 8，409 |  | 8，409 |
|  | 50，000 |  | 50，000 |
|  | 53，900 |  | 53，900 |
|  | 3，576，669 |  | 4，346， 391 |
|  | （81，870） |  | －－ |
|  | 3，598，699 |  | 4，450， 291 |
| \＄ | 5，387，795 | \＄ | 5，715，901 |

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

TESLA POWER AND AUTOMATION, INC.
STATEMENTS OF OPERATIONS AND COMPREHENSIVE INCOME

|  | Year ended December 31, 1998 |  | Three Month Periods Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | ```March 31, 1998 (Unaudited)``` |  | March 31, 1999 (Unaudited) |  |
| Contract revenue | \$ | 10,330, 238 | \$ | 2,416,582 | \$ | 3,418,781 |
| Cost of contract revenue |  | 8,150,867 |  | 1,878, 555 |  | 2,492,974 |
| Gross profit |  | 2,179,371 |  | 538,027 |  | 925,807 |
| General and administrative expenses |  | 1,322,085 |  | 511,992 |  | 491,895 |
| Income from operations |  | 857,286 |  | 26,035 |  | 433,912 |
| Other income (expense): |  |  |  |  |  |  |
| Interest expense |  | $(77,678)$ |  | $(23,450)$ |  | $(7,188)$ |
| Interest income |  | 101,331 |  | 2,374 |  | 6,476 |
| Realized gain (loss) on sale of marketable securities |  | 28,708 |  | -- |  | $(76,488)$ |
| Gain on sale of property and equipment |  | 1,626 |  | 12,344 |  | $(76,488)$ |
| Rental income |  | 63,841 |  | -- |  | -- |
| Other income |  | , |  | 2,880 |  | 44,110 |
|  |  | 117,828 |  | $(5,852)$ |  | $(33,090)$ |
| Income before state income taxes |  | 975,114 |  | 20,183 |  | 400, 822 |
| Provision for state income taxes |  | 50,825 |  | -- |  | 18,000 |
| Net income |  | 924,289 |  | 20,183 |  | 382,822 |
| Other comprehensive income: |  |  |  |  |  |  |
| Unrealized holding losses recognized during the Period |  | $(121,498)$ |  | -- |  | -- |
| Previously recognized unrealized loss on marketable securities |  | 39,628 |  | -- |  | 81,870 |
| Comprehensive income | \$ | 842,419 | \$ | 20,183 | \$ | 464,692 |

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

TESLA POWER AND AUTOMATION, INC.
STATEMENT OF STOCKHOLDERS' EQUITY

|  | COMMON <br> SHARES | STOCK AMOUNT | ```ADDITIONAL PAID-IN CAPITAL STOCK``` | RETAINED EARNINGS | UNREALIZED GAIN (LOSSES) ON MARKETABLE SECURITIES | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance, December 31, 1997 | 50, 000 | \$ 50,000 | \$ 53,900 | \$ 2, 977, 380 | \$ 39,628 | \$ 3,120, 908 |
| Distributions to stockholders | -- | -- | -- | $(325,000)$ | -- | $(325,000)$ |
| Accumulated other comprehensive income | -- | -- | -- | -- | $(121,498)$ | $(121,498)$ |
| Net income | -- | -- | -- | 924,289 | -- | 924,289 |
| Balance, December 31, 1998 | 50, 000 | 50,000 | 53,900 | 3,576,669 | $(81,870)$ | 3,598,699 |
| Merger with UCI (unaudited) | -- | -- | -- | 386,900 | -- | 386,900 |
| Accumulated other comprehensive income (unaudited) | -- | -- | -- | -- | 81,870 | 81,870 |
| Net income (unaudited) | -- | -- | -- | 382,822 | -- | 382,822 |
| Balance, March 31, 1999 (unaudited) | 50,000 | \$ 50,000 | \$ 53,900 | \$ 4, 346, 391 | \$ -- | \$ 4,450, 291 |

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

TESLA POWER AND AUTOMATION, INC.

## STATEMENTS OF CASH FLOWS

Cash flows from operating activities:
Net income
Adjustments to reconcile net income to net cash provided by operating activities--
Depreciation and amortization
Realized (loss) on sale of marketable securities
(Gain) loss on sale of property and equipment
(Increase) decrease in--
Accounts receivable
Costs and estimated earnings in excess of billings On uncompleted contracts
Other current assets
Increase (decrease) in--
Accounts payable
Billings in excess of costs and estimated Earnings on uncompleted contracts
Other current liabilities
Net cash provided by operating activities
Cash flows from investing activities:
Purchase of property and equipment
Purchase of marketable securities
Proceeds from sale of investments
Proceeds from sale of property and equipment
Net cash used by investing activities
Cash flows from financing activities:
Proceeds on margin securities account
Cash received in Merger
Distributions to stockholders
Borrowings on line of credit
Payments on line of credit
Proceeds from issuance of long-term debt
Payments on long-term debt
Net cash used by financing activities

Net increase in cash and cash equivalents
Cash and cash equivalents, beginning of period
Cash and cash equivalents, end of period


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

```
NOTES TO FINANCIAL STATEMENTS
```

    DECEMBER 31, 1998
    1. Organization and description of business:

Tesla Power and Automation, Inc. (the Company) is an engineering and manufacturing company specializing in the construction of electrical power control units. The Company was incorporated on January 18, 1988, in the state of Texas. The Company's long-term construction contracts are primarily comprised of fixed-price contracts.
2. Summary of significant accounting policies:

## Interim financial statements

The accompanying interim financial statements and related disclosures as of March 31, 1999 and 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.

As discussed further in note 12, on January 13, 1999, the Company completed a corporate reorganization. The interim financial statement information as of and for the three months ended March 31, 1999, include the accounts and entities owned by Tesla Power and Automation (Nevada), Inc.

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.

## 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.

Cash and cash equivalents

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

Concentrations of risk
Financial instruments that potentially subject the Company to credit risk consist principally of cash and cash equivalents and contract receivables.

The Company maintains cash balances at single financial institution Accounts at this institution are insured by the Federal Deposit Insurance Corporation up to $\$ 100,000$. At times, the balances in the Company's accounts may exceed this limit.

The Company's contract revenues are highly concentrated with two individual customers. These customers accounted for approximately $\$ 3,003,000$ or $29 \%$ of contract revenues for the year ended December 31, 1998. The associated accounts receivable from these customers total approximately $\$ 375,000$ or $17 \%$ of total accounts receivable at December 31, 1998. The loss of a significant customer could have a material impact on the Company's future earnings results. These sales are primarily derived from sales of electrical power control units concentrated with customers in the petroleum industry. The Company has recorded an allowance for doubtful accounts of approximately $\$ 50,000$ as of December 31, 1998. Management believes that this allowance is adequate.

The Company purchases materials, parts and supplies from four unrelated third party vendors and one vendor under common control as more further discussed in Note 10. These vendors accounted for approximately $\$ 4,299,000$ or $68 \%$ of material, part and supply purchases during the year ended December 31, 1998. Management believes there are alternative sources of supply should a loss of one of these vendors occur, however, the loss may result in a short-term impact to the Company.

## Advertising

Advertising expenses are charged to expense as incurred and are included in general and administrative expenses. Advertising expense totaled \$22,234 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 asset. Machinery and equipment, vehicles and furniture and fixtures are depreciated between 5 and 7 years. Building and improvements are depreciated and amortized between 31 and 39 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 | \$ | 22,056 |
| :---: | :---: | :---: |
| Machinery and equipment |  | 564,428 |
| Vehicles |  | 197,682 |
| Building and improvements |  | 716,204 |
| Land |  | 445,349 |
|  |  | 1,945,719 |
| Less--accumulated depreciation and amortization |  | $(566,784)$ |
| Property, plant and equipment, net | \$ | 1,378,935 |

Depreciation expense of $\$ 38,988$ has been included in selling, general and administrative expenses and $\$ 103,236$ has been included in cost of sales for the year ended December 31, 1998.

Accrued Product Warranty
The Company provides limited warranties, through its original equipment manufacturers (OEM) for the products it sells. Generally, warranty costs during the basic warranty period, which varies based on the OEM, are reimbursed by the OEM. The accrued product warranty in the accompanying financial statements is based on management's estimate of future warranty costs for warranties provided by the Company outside of the OEM warranty period.

Income taxes
The Company, with the consent of its stockholders, elected under the Internal Revenue Code to be taxed as an S Corporation. In lieu of corporate income taxes, the stockholders of an S Corporation are taxed individually on 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.

The provision for income taxes relates to State of Texas franchise taxes owed by the Company.

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.

Long-term debt
The fair value of the Company's long-term debt is estimated based on the quoted market prices for the same or similar issues or on the current rates offered to the Corporation for debt of the same remaining maturities. The carrying amount approximates fair value.
3. Change in accounting principle

The Company has adopted the provisions of Statement of Financial Accounting Standards No. 130, Reporting Comprehensive Income. This statement requires the disclosure of comprehensive income as well as net income. The only element of comprehensive income that the Company has that is not part of net income is unrealized gains on marketable securities. The Company has reclassified its 1997 financial statements in conjunction with the adoption of this statement. Other comprehensive income is shown of net realized gains on the sale of marketable securities.
4. Marketable securities

The Company records its investment in marketable securities in accordance with Statement of Financial Accounting Standards (SFAS) No. 115, "Accounting for Certain Investments in Debt and Equity Securities." The Company's marketable securities consist of mutual funds and are classified as "available-for-sale." Accordingly, unrealized gains and losses are excluded from earnings and reported as a separate component of stockholders' equity. Realized gains or losses are computed based on specific identification of the securities sold.

The following is an analysis of marketable securities available for sale at December 31, 1998:

Balance at cost
Gross unrealized losses
\$ 1,455,076
$(81,870)$
\$ 1,373, 206

In March, 1999, the marketable securities were sold and the net proceeds were distributed to the stockholders on April 13, 1999.
5. 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

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
$\$ 5,528,445$

944, 576
3,288, 872
$4,233,448$

-     -         -             -                 -                     - . -
\$ 1, 294, 997
==========
\$ 1, 214,594
343, 830 (292, 738 )

1,265,686
$(944,576)$
---------
\$ 321, 110
===========
6. Line of credit and margin securities account

The Company has a $\$ 750,000$ revolving line of credit with a financial services company. Advances on the LOC are limited to $80 \%$ of eligible accounts receivable. As of December 31, 1998, the maximum amount available under the LOC is approximately $\$ 448,000$, with interest due monthly at 30 -day commercial paper rate plus $2.9 \%$ per annum (totaling $8.0 \%$ at December 31, 1998). As of December 31, 1998, a total of $\$ 301,849$ was outstanding. The line of credit is collateralized by the Company's accounts receivable, property, plant and equipment, is guaranteed by the Company's stockholders and requires the Company to maintain a minimum tangible net worth of $\$ 1,500,000$. Subsequent to December 31, 1998, the Company repaid the amounts on the line of credit prior to its expiration on January 31, 1999.

The Company has a margin securities account with a financial services company to provide borrowings up to $50 \%$ of the marketable securities balance with interest at a 30 -day commercial paper rate plus $2.9 \%$ payable monthly. Outstanding balances under the margin securities account are collaterialized by marketable securities. No balance was outstanding under the margin securities account at December 31, 1998.

As a result of the acquisition of the Company's outstanding stock as discussed in Note 12, the line of credit agreement was not renewed and the margin securities account was cancelled
7. Long-term debt and notes payable stockholders

Term note payable to a financial service company with monthly payments of $\$ 7,679$, including interest at 30 day commercial paper rate plus $2.9 \%$ (totaling $8.0 \%$ at December 31, 1998) through January 31, 2003 when any outstanding principal and interest is due. Cross-collateralized with line of credit and secured by accounts receivable, fixtures and equipment. Guaranteed by the Company's stockholders

```
$ 8,410

45,946
\((15,412)\)
\$ 30,534
\$ 105, 083
\((96,674)\)
\$ 8,409
\(========\)
========

Term note payable to financial institution with monthly payments of \(\$ 767.71\) including interest at \(9.9 \%\) per annum through May 15, 2001, with a balloon payment of \(\$ 18,507\) due at maturity; collaterialized by a vehicle and guaranty by the Company's stockholders
8. Operating leases

The Company is obligated under several non-cancelable operating leases for office equipment and machinery that expire at various dates through the year 2002.

The annual minimum lease payments under non-cancelable operating leases as of December 31, 1998 are as follows:

Year Ending December 31,
Year Ending Decenber 31,
\begin{tabular}{rr}
1999 & \(\$ 49,645\) \\
2000 & 48,645 \\
2001 & 26,631 \\
2002 & 68,371 \\
& ------- \\
& \(\$ 193,292\) \\
& \(======\)
\end{tabular}

Rent expense totaled \(\$ 76,647\) for the year ended December 31, 1998.
9. Benefit plans

On January 1, 1994, Company adopted a salary reduction/profit-sharing plan (the Plan)
under the provisions of Section \(401(k)\) of the Internal Revenue Code. The Plan covers substantially all full-time employees who have completed one year of service. The Plan provides for the Company to match voluntary employee contributions at a rate of \(25 \%\). Such matching rate can be changed at the Company's discretion. All contributions by the Company are funded annually and vest over six years. All employee contributions are immediately vested. Company matching contributions to the Plan were \(\$ 52,601\) for the year ended December 31, 1998.
10. Related party transactions

The Company purchases substantially all of its fabricated sheet metal products from Unlimited Controls, Inc. (UCI), a Texas corporation controlled by the stockholders of the Company. Purchases from this entity during the year ended December 31, 1998 totaled \$2,283,486. The Company also rents manufacturing space to UCI. Rent received from UCI totaled \$63,841 for the year ended December 31, 1998.

Interest expense related to notes payable to stockholders as discussed in Note 7 totaled \$12,322 for the year ended December 31, 1998.
11. Cash flows

During the year ended December 31, 1998, interest paid was \(\$ 77,698\).
During the year ended December 31, 1998, the Company had non-cash investing activities related to unrealized holding losses on marketable securities of \(\$ 121,498\).
12. Subsequent events

On January 13, 1999, the Company completed a corporate reorganization whereby the Company merged with Unlimited Controls, Inc into a newly formed entity, Tesla Power and Automation (Nevada), Inc., a Nevada corporation (TPAN). TPAN contributed its operating assets to Tesla Power and Automation, LLP (TPALLP) in exchange for a 99\% limited partnership interest and contributed real estate to Tesla Properties, LLP (TPLLP) in exchange for a 99\% limited partnership interest. The ownership of TPAN and the \(1 \%\) general partnership interests in TPALLP and TPLLP are in direct proportion to the ownership of the Company.

On April 23, 1999, the stockholders of TPAN and the general partners of TPALLP and TPLLP completed the sale of \(100 \%\) of their ownership interests in TPAN, TPALLP and TPLLP to Integrated Electrical Services (IES).

\section*{ITEM 7. EXHIBITS}
(C) EXHIBITS
23.1 Consent of Larson, Allen, Weishair \& Co., LLP
23.2 Consent of Brockmann, Armour \& Co., LLC

\section*{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/ JOHN F. WOMBWELL
JOHN F. WOMBWELL
SENIOR VICE PRESIDENT AND GENERAL COUNSEL

EXHIBIT
NUMBER
- -----
23.1 Consent of Larson, Allen, Weishair \& Co., LLP
23.2

\section*{CONSENT OF INDEPENDENT PUBLIC ACCOUNTANTS}

We hereby consent to the incorporation of our report, dated April 29, 1999, on the financial statements of Canova Electrical Contracting, 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. 1 to Form S-4 (File No. 33-75139) and on previously filed Post Effective Amendment No. 5 to Form S-1 on Form S-4 (File No. 333-50031), and to all references to our firm.
/s/ LARSON, ALLEN, WEISHAIR \& CO., LLP
LARSON, ALLEN, WEISHAIR \& Co., LLP
Minneapolis, MN
May 20, 1999

\section*{CONSENT OF INDEPENDENT PUBLIC ACCOUNTANTS}

As independent public accountants, we hereby consent to the incorporation of our report, dated April 23, 1999, on the financial statements of Tesla Power and Automation, 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. 1 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), and to all references to our firm.
/s/ BROCKMAN, ARMOUR \& CO. LLC
BROCKMAN, ARMOUR \& CO. LLC

Denver, Colorado
May 20, 1999```


[^0]:    See accompanying Notes to Financial Statements.

[^1]:    See accompanying Notes to Financial Statements.

