Zacks Small-Cap Research

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Mastech Digital (NYSE Amer: MHH)

Demand Declined in Q4 Due to Economic Uncertainty; Company Initiates Stock Buy-Back

Based on an industry average EV to sales of 1.9xs 2023 revenues, we believe MHH stock could be worth $38.00 per share.

Current Price (2/7/2023)	$12.98
Valuation	**$38.00**

OUTLOOK

Mastech Digital, based outside Pittsburgh, PA is an IT staffing business with a data and analytics, consulting, and project management service serving blue-chip customers in the US. Both businesses have been affected by the rapid decline in the economy and IT hiring as customers pull back. The company trades well below its peers and we expect stock price appreciation when it returns to growth aided by stock buybacks. It also plans to grow through acquisition. So far in Q1, the company has seen better demand than in Q4.

SUMMARY DATA

52-Week High	**21.27**
52-Week Low	**11.01**
One-Year Return (%)	**-29.5**
Beta	**0.7**
Average Daily Volume (sh)	**8,819**
Shares Outstanding (mil)	**11.6**
Market Capitalization ($mil)	**$151**
Short Interest Ratio (days)	**0.7**
Institutional Ownership (%)	**15**
Insider Ownership (%)	**71**
Annual Cash Dividend	**$0.00**
Dividend Yield (%)	**0.00**
5-Yr. Historical Growth Rates	
Sales (%)	**8.9**
Earnings Per Share (%)	**18.7**
Dividend (%)	**N/A**
P/E using TTM EPS	**11.5**
P/E using 2023 Estimate	**11.3**
P/E using 2024 Estimate	**7.8**

Risk Level	**Above Average**
Type of Stock	**Small Blend**
Industry	**IT Services**

ZACKS ESTIMATES

Revenue
(In millions of US$)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2021	$50 A	$54 A	$60 A	$59 A	$222 A
2022	$60 A	$62 A	$63 A	$57 A	$242 A
2023	$58 A	$60 A	$62 A	$62 E	$242 E
2024					$258 E

Non-GAAP Earnings per Share

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2021	$0.19 A	$0.29 A	$0.38 A	$0.34 A	$1.19 A
2022	$0.28 A	$0.30 A	$0.33 A	$0.23 A	$1.13 A
2023	$0.23 E	$0.27 E	$0.35 E	$0.34 E	$1.15 E
2024					$1.66 E

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WHAT'S NEW

Mastech Digital Reports 2022 Revenue Growth of 9% as Customers Grow Cautious

Mastech finished the year out showing 9% revenue but a 4% decline in non-GAAP earnings. Revenue growth decelerated throughout the year as interest rates and inflation took their toll on customers who are now somewhat hesitant to spend. After a record Q3, Q4 actually showed declining year-over-year revenues. Big tech has been in the news as it recently went through layoffs on the expectation of a higher cost of capital and a tougher business environment. Despite this, IT salaries continue to hold steady and Mastech has been able to bill at higher rates in IT staffing and maintain its gross margin in that business. Although the company says demand has picked up slightly versus Q4, it is difficult to forecast how 2023 will play out and how fast D&A will get back on track. Adding to that, the company is prepared for the possibility of buying businesses to add to its D&A business.

Although the company is planning for growth in 2023, we are hesitant to forecast much growth given the economy. Temporary workers are typically the first to go in a downturn as well as the first to come back.

In Q3 Mastech parted ways with its new InfoTrellis CEO and on November 14th it appointed Michael Fleishman to replace him. Fleishman comes to Mastech Digital with over 27 years of digital technology experience and a focus on the development of enduring client relationships. Before joining Mastech Digital, Fleishman held successful leadership roles at top global technology services firms, including IBM, Virtusa, and Unisys, and most recently, spearheaded digital transformation for Capital Markets at Cognizant. Mr. Fleishman earned a BS in Aerospace Engineering from Boston University and an MS in Management and Technology from Rensselaer Polytechnic Institute.

The company announced a stock buyback of 500,000 shares to be executed over the next two years with an extension possible. It is limited to buying 25% of the daily volume each day and at the moment that is only an average of fewer than 9,000 shares making the process slow.

Mastech's valuation remains well below its peers at 0.6 times EV to 2023 estimated revenues, growth should propel the stock closer to parity with its peers at 1.9xs. Even on a PE basis, the stock is inexpensive at only 11.3 times 2023 non-GAAP EPS. We have lowered our 2023 outlook in consideration of the weakening global economy.

Revenues Declined 3.1% in Q4 2022 as the Economy Worsened

Q4 resulted in total revenues of $57.2 million down 3% from $59.0 million in Q4 2021. Coming off record-setting quarterly revenues, the IT staffing business declined to $48.1 million from $49.0 million a year ago and $53.1 million in Q3 2022. IT staffing was 84% of revenues and ended the quarter with 1,208 billable consultants compared to 1,267 the year before. D&A also declined year over year and sequentially to $9.1 million—about a million lower both year over year and sequentially. It has a new CEO that hopes to get that business back on track.

Gross margins declined to 24.8% from 25.8% last quarter as business, particularly in D&A weakened. Gross margin dollars held steady for IT staffing while they decreased for D&A.

SG&A grew to $12.2 million with more employees, another new Data & Analytics CEO, and more travel, compared to $11.2 million a year ago. The increase was mostly due to $870,000 in one-time severance expense.

Operating income declined to $2.0 million versus $5.5 million last year including one-time charges. Other income was $284,000 compared to an expense of $113,000 a year ago. For the quarter the tax rate was 32%, compared to 27% last year.

GAAP net income was $1.5 million, down 60% from a year ago. On a non-GAAP basis, it was $2.8 million down 31%. GAAP EPS was $0.13 diluted compared to $0.32 a year ago and $0.20 in Q3 2022. On a non-GAAP basis, it was $0.23 versus $0.34. The fully diluted share count was 12.1 million, up 24,000 shares year over year.

Balance Sheet

The company ended the year with $6.0 million in net cash, a quick ratio of 2.7xs, working capital of $33.6 million, and debt of $1.1 million. It paid that debt off in January. It increased debt by $10 million to buy AmberLeaf and has now paid it all back. The company has positive free cash flow and considerable debt capacity. It currently has a borrowing availability of approximately $32 million under a revolving credit facility. Additionally, its credit facility's accordion feature can provide it with up to an additional $20 million in term loan capacity for M&A activity.

KEY POINTS

- Mastech Digital had historically been an IT staffing company, but it entered the data and analytics business in 2017 with its purchase of InfoTrellis. It added to this business in Q4 2020 with the purchase of AmberLeaf. This business operates at a higher margin and is ultimately expected to be an increasingly bigger part of total sales. This math should lead to accelerating earnings growth as well as a higher valuation for the stock.
- Mastech plans to augment its internal growth with acquisitions in the data and analytics space to expand its capabilities. It had been paying off debt through internally generated cash flow, which leaves it with increasing debt capacity and cash to grow through acquisition.
- The economy has recently worsened and customers have pulled back on projects and reduced IT spending. However, the data & analytics business could reaccelerate under new management.
- Today MHH is trading at a fully diluted enterprise value of $133 million. That is 0.6 times its enterprise value to 2023 estimated sales versus its peers who trade at 1.9 times.

OVERVIEW

Mastech Digital is a minority-owned IT services company headquartered in Moon Township, PA with offices in the US, Canada, and India. It has domestic sales offices in Chicago; Boston; Orlando; Tampa; Dallas; Atlanta; Houston; Freemont, CA; and Toronto, in addition to its headquarters near Pittsburgh. Internationally, the company has a sales presence in Singapore; Ireland, and the UK; and it recruits and provides IT outsourcing through its locations in Noida and Chennai, India. On December 31, 2021, it had 1,155 North American employees and 508 employees offshore, in addition to 351 subcontracted professionals. Then 26% of the workforce was working under Mastech-sponsored H1-B temporary work permits. Originally, it was the IT staffing business of iGATE Capital Corp., a public company that was sold to Capgemini in 2015 for $4+ billion in cash. Mastech Digital had been previously spun off as a separate public company from iGATE in 2008. Since then, it has also become a consultant, project manager, and VAR in data analytics, data management, and big data through its acquisition of InfoTrellis on July 13, 2017, and of AmberLeaf on October 1,

2020. It reports the earnings of these two segments. IT staffing is still the largest part of the company but the smaller and higher margin, data and analytics business should ultimately be an increasing percentage of total revenues going forward. This dynamic should result in continued accelerating margin expansion going forward, and this growth could result in an expansion of the stock's PE ratio.

VALUATION

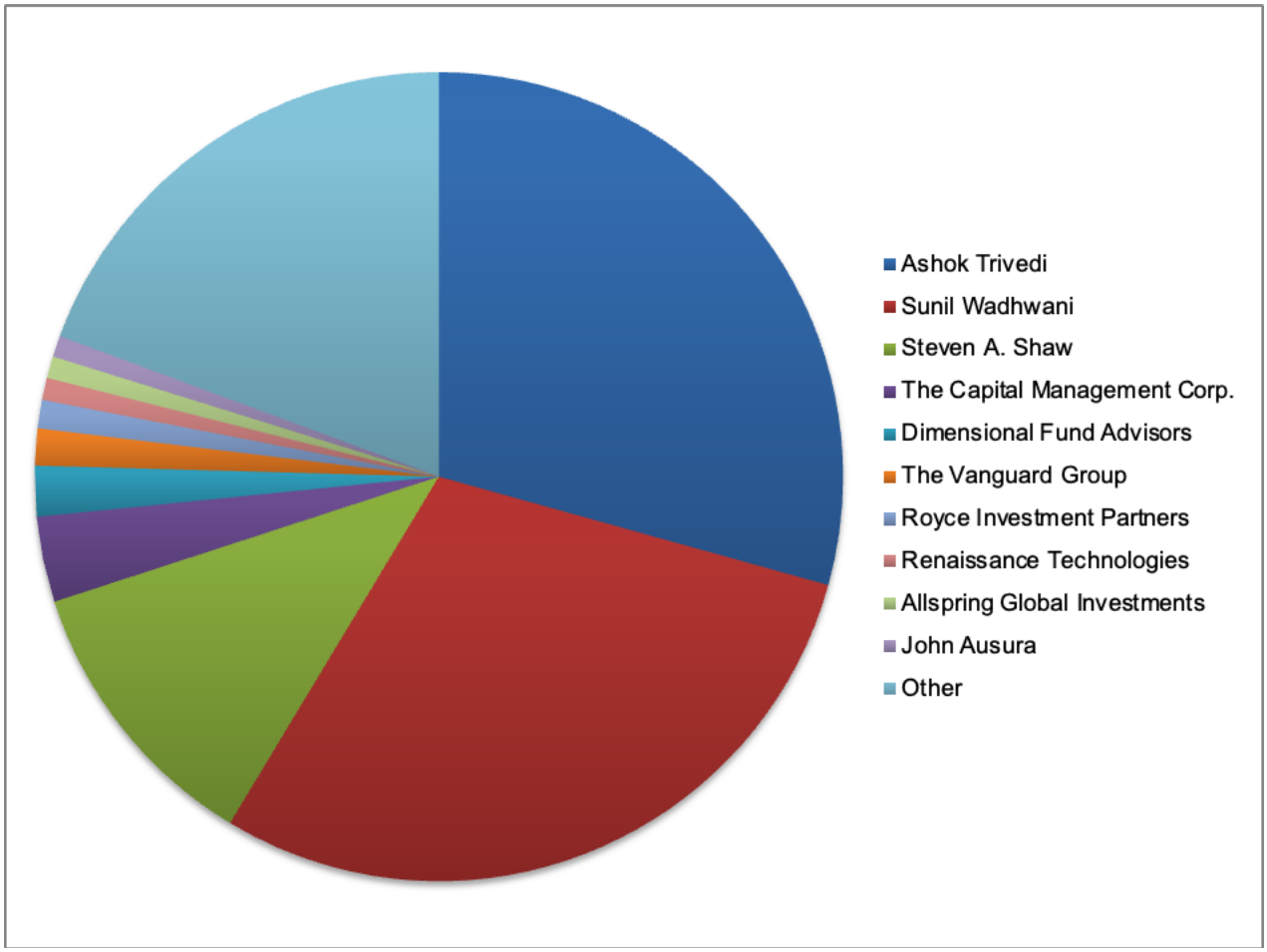
To value MHH we are using comparable peer companies that staff technology people. Their valuations now average 1.9 times EV to estimated 2023 sales. Using that average multiple and applying it to Mastech's forecasted 2023 revenues the stock would be worth a market cap of $466 million or $38 per share.

Company	Ticker	Calendar Revenue 2024E	Calendar Revenue 2023E	LTM	EBIDTA Margin	EV/Sales 2024E	EV/Sales 2023E	EV/Sales LTM	Included in Average?	Enterprise Value
Accenture	ACN	NA	65,300	62,380	17%	NA	2.7	2.8	y	176,000
Cognizant	CTSH	20,870	19,760	19,430	18%	1.6	1.7	1.7	y	33,046
Computer Task Group	CTG	NA	324	360	5%	NA	0.3	0.3	y	108
Infosys	INFY	NA	19,700	17,940	23%	NA	3.6	3.9	y	70,250
Kforce Inc.	KFRC	1,660	1,660	1,700	7%	0.7	0.7	0.7	y	1,210
Wipro	WIT	14,700	12,500	11,100	17%	NA	2.1	2.4	y	26,540
Average					14.5%	1.2	1.9	2.0		46,769

RISKS

- The company is subject to the business cycle and tends to do better when the economy is robust or at the end of a recession when companies are reluctant to bring on full-time hires. Customers are bracing for a possible recession and have become more cautious with projects which has affected revenues and earnings and could continue to do so going forward.
- The company is almost entirely dependent on the US market in the IT staffing segment.
- The top ten clients represented 53% of sales in the first nine months of 2022 with CGI alone being 21.3%. For the three months that ended September 30, 2022, only CGI exceeded 10% of revenues and contributed 23.7%.
- Any regulatory changes regarding H-1B visas could eventually trickle down to Mastech's pool of potential consultants; approximately 26% of its employee base is sourced from those currently holding these visas. Although there is talk about changes to visa grants for new entries into the US, Mastech sources its workforce base from those that already have the appropriate visas. A greater acceptance of remote working especially overseas could decrease this risk.
- The IT hiring market is hot and highly competitive. The company is having difficulty retaining consultants as their opportunities for employment have vastly increased recently. This demand exceeding supply could hurt the ability to hire and place staff and constrain revenue and earnings growth.
- The worldwide economy is facing a recession which could dampen demand.

OWNERSHIP


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Dimensional Fund Advisors
The Vanguard Group
Royce Investment Partners
Renaissance Technologies
Allspring Global Investments
John Ausura
Other

INCOME STATEMENT

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023E	Q2 2023E	Q3 2023E	Q4 2023E				
	31-Mar	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	31-Mar	30-Jun	30-Sep	31-Dec	2021	2022	2023E	2024E
Billable consultants	1,167	1,256	1,317	1,267	1,305	1,357	1,314	1,208	1,220	1,257	1,294	1,333	1,267	1,208	1,333	1,387
IT Staffing Services	40,981	44,708	49,008	48,976	49,603	50,867	53,074	48,100	48,500	50,000	51,000	50,500	183,673	201,644	200,000	210,000
Yr-to-yr Growth	-4.8%	10%	22%	23%	21%	14%	8%	-2%	-2%	-2%	-4%	5%	12%	10%	-1%	5%
IT Staffing Gross Margin	8,770	10,149	11,174	10,775	11,359	11,852	12,313	10,823	10,670	11,000	11,220	11,110	40,867	46,378	44,000	49,140
Gross Margin %	21.4%	22.7%	22.8%	22.0%	22.9%	23.3%	23.2%	22.5%	22.0%	22.0%	22.0%	22.0%	22.2%	23.0%	22.0%	23.4%
Data & Analytics Services	8,794	8,950	10,523	10,072	10,152	11,250	10,076	9,116	9,400	10,000	11,000	11,500	38,339	40,594	41,900	48,185
Yr-to-yr Growth	19.5%	32.2%	46.6%	12.9%	15.4%	25.7%	-4.2%	-9.5%	-7.4%	-11.1%	9.2%	26.2%	26.8%	5.9%	3.1%	15%
Data & Analytics Gross Margin	4,019	4,180	5,430	4,925	4,589	4,905	3,990	3,373	3,478	3,700	4,180	4,485	18,554	16,847	15,843	21,683
Gross Margin %	45.7%	46.7%	51.6%	48.9%	45.2%	43.6%	39.6%	37.0%	37.0%	37.0%	38.0%	39.0%	48.4%	41.5%	37.8%	45.0%
Revenue	**$49,775**	**$53,658**	**$59,531**	**$59,048**	**$59,755**	**$62,117**	**$63,150**	**$57,216**	**$57,900**	**$60,000**	**$62,000**	**$62,000**	**$222,012**	**$242,238**	**$241,900**	**$258,185**
Yr-to-yr Growth	-1.3%	12.8%	25.6%	21.2%	20.1%	15.8%	6.1%	-3.1%	-3.1%	-3.4%	-1.8%	8.4%	14%	9.1%	-0.1%	7%
Cost of revenue	36,971	39,343	42,911	43,343	43,823	45,371	46,863	42,998	43,823	45,371	46,863	46,405	162,568	179,055	182,057	187,362
Gross profit	12,804	14,315	16,620	15,705	15,932	16,746	16,287	14,218	14,148	14,700	15,400	15,595	59,444	63,183	59,843	70,823
Gross Margin %	25.7%	26.7%	27.9%	26.6%	26.7%	27.0%	25.8%	24.8%	24.4%	24.5%	25.0%	25.0%	26.8%	26.1%	24.7%	27.4%
SG&A	10,935	10,986	11,645	11,150	12,625	13,198	12,930	12,231	11,361	11,361	11,361	11,361	44,716	50,984	47,703	50,914
Revaluation of contingent consideration liabilty	0	(1,982)	0	(900)	0	0	0	0	0	0	0	0	(2,882)	0	0	0
Total operating expenses	10,935	9,004	11,645	10,250	12,625	13,198	12,930	12,231	11,361	11,361	11,361	11,361	41,834	50,984	47,703	50,914
Operating income:	1,869	5,311	4,975	5,455	3,307	3,548	3,357	1,987	2,787	3,339	4,039	4,234	17,610	12,199	12,140	19,909
Operating margin	3.8%	9.9%	8.4%	9.2%	5.5%	5.7%	5.3%	3.5%	4.8%	5.6%	6.5%	6.8%	7.9%	5.0%	5.0%	7.7%
Other income:																
Total other income	(232)	(144)	(235)	(113)	(60)	68	0	284	0	0	0	0	(724)	292	200	200
Income before income taxes	1,637	5,167	4,740	5,342	3,247	3,616	3,357	2,271	2,787	3,339	4,039	4,234	16,886	12,491	12,340	20,109
Pretax Margin	3.3%	9.6%	8.0%	9.0%	5.4%	5.8%	5.3%	4.0%	4.8%	5.6%	6.5%	6.8%	7.6%	5.2%	5.1%	7.8%
Income taxes	443	1,429	1,334	1,459	915	1,180	951	733	758	908	1,099	1,152	4,665	3,779	3,394	5,530
Tax rate	27%	28%	28%	27%	28%	33%	28%	32%	27%	27%	27%	27%	28%	30%	28%	28%
Net income	1,194	3,738	3,406	3,883	2,332	2,436	2,406	1,538	2,029	2,431	2,940	3,082	12,221	8,712	8,947	14,579
Yr-over-Yr	-36%	26%	14%	92%	95%	-35%	-29%	-60%	-13%	0%	22%	100%	11%	-28.7%	2.6%	63%
Stk based compensation	621	757	693	141	526	792	776	171	500	500	500	500	2,212	2,225	3,000	3,000
One-time expenses plus amortization	428	(1,068)	469	11	452	346	853	1,059	300	300	300	300	(160)	2,750	1,601	1,601
Non-GAAP Income	2,243	3,427	4,568	4,035	3,310	3,574	4,035	2,768	2,829	3,231	4,035	3,882	14,273	13,687	13,547	19,180
Yr-over-Yr	-17%	-12%	19%	17%	48%	4%	-12%	-31%	-15%	-10%	0%	40%	11%	-4%	-1.0%	42%
Net income per share:																
Primary EPS	0.10	0.33	0.30	0.34	0.20	0.21	0.21	0.13	0.17	0.21	0.26	0.27	1.07	0.75	0.78	1.29
Diluted EPS	0.10	0.31	0.28	0.32	0.19	0.20	0.20	0.13	0.17	0.20	0.25	0.27	1.02	0.72	0.76	1.26
Diluted Non-GAAP EPS	0.19	0.29	0.38	0.34	0.28	0.30	0.33	0.23	0.23	0.27	0.35	0.34	1.19	1.13	1.15	1.66
	-19%	-13%	19%	17%	47%	3%	-12%	-32%	-15%	-8%	3%	47%	11%	-5%	1.4%	44%
Shares																
Basic	11,415	11,442	11,441	11,453	11,509	11,607	11,616	11,620	11,620	11,520	11,420	11,320	11,436	11,588	11,470	11,270
Yr-over-Yr	2.6%	1.5%	0.5%	0.5%	0.8%	1.4%	1.5%	1.5%	1.0%	-0.7%	-1.7%	-2.6%	1%	1%	-1.0%	-2%
Diluted	11,997	12,002	12,025	12,039	12,035	12,110	12,084	12,063	12,084	11,884	11,684	11,484	$12,007	12,077	11,784	11,584
Yr-over-Yr	2.8%	0.5%	-0.1%	-0.2%	0.3%	0.9%	0.5%	0.2%	0.4%	-1.9%	-3.3%	-4.8%	0%	1%	-2.5%	-2%

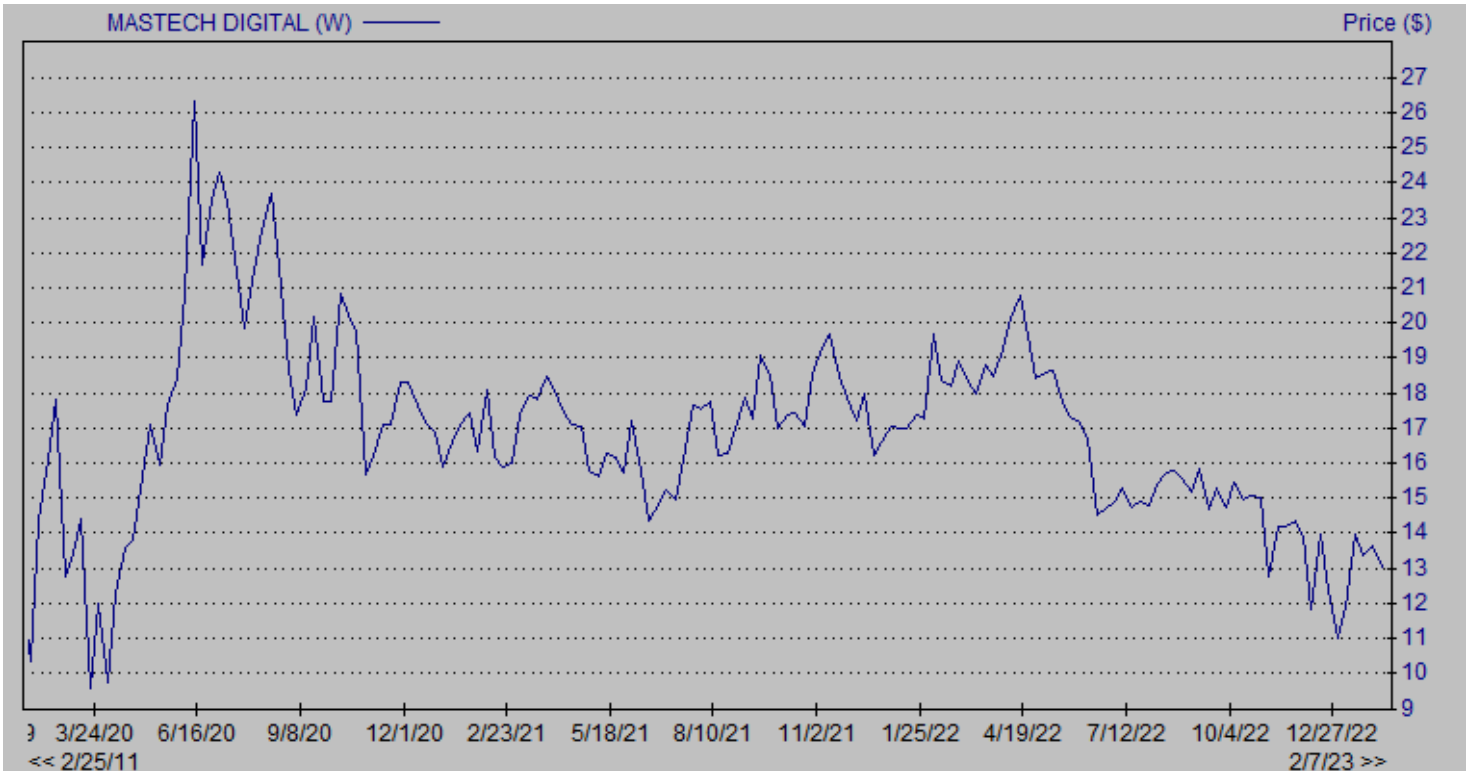
BALANCE SHEET

	Dec 31, 2022	Sept 30, 2022	Qtr-Qtr % Growth	Dec. 31, 2021	Yr-Yr % Growth
Current assets:					
Cash and equivalents	**$ 7,057**	**$ 3,482**	102.7%	**$ 6,622**	6.6%
Accounts receivable, net	42,322	50,440	-16.1%	43,393	-2.5%
Prepaid expenses & other curr assets	3,795	3,833	-1.0%	3,890	-2.4%
Total current assets	53,174	57,755	-7.9%	53,905	-1.4%
Equipment, software and leasehold net	2,665	2,981	-10.6%	3,038	-12.3%
Right-of-use assets	3,886	4,263	-8.8%	4,894	-20.6%
Deferred financing costs, net	293	311	-5.8%	0	NA
Non-current deposits	578	571	1.2%	595	-2.9%
Goodwill, net	32,510	32,510	0.0%	32,510	0.0%
Intangible assets, net	15,773	16,385	-3.7%	18,760	-15.9%
Total assets	108,879	114,776	-5.1%	113,702	-4.2%
Current liabilities:					
Current portion of long-term debt, net	**1,100**	**2,200**	-50.0%	**4,400**	-75.0%
Accounts payable	4,475	5,831	-23.3%	4,954	-9.7%
Accrued payroll and related costs	11,085	15,628	-29.1%	14,240	-22.2%
Current portion of operating lease liability	1,504	1,500	0.3%	1,479	1.7%
Other accrued liabilities	1,393	1,585	-12.1%	1,771	-21.3%
Total current liabilities	19,557	26,744	-26.9%	26,844	-27.1%
Long-term debt, net	**0**	**0**	0.0%	**8,334**	-100.0%
Lease liability	2,294	2,699	-15.0%	3,706	-38.1%
Long term accrued income taxes	105	105	0.0%	125	-16.0%
Long term deferred income taxes	920	761	20.9%	265	247.2%
Total liabilities	22,876	30,309	-24.5%	39,274	-41.8%
Stockholders' equity					
Common stock	133	133	0.0%	131	1.5%
Additional paid-in capital	32,059	31,814	0.8%	28,250	13.5%
Retained earnings	59,553	58,015	2.7%	50,841	17.1%
Accumulated other comp loss	(1,555)	(1,308)	18.9%	(607)	156.2%
Treasury stock, at cost	(4,187)	(4,187)	0.0%	(4,187)	0.0%
Total stockholders' equity	86,003	84,467	1.8%	74,428	15.6%
Total liabilities and stockholders' equity	108,879	114,776	-5.1%	113,702	-4.2%
Current and quick ratio	2.7	2.2	25.9%	2.0	35.4%
Working Capital	33,617	31,011	8.4%	27,061	24.2%
Net cash	7,057	3,482	102.7%	6,622	6.6%
Debt	1,100	2,200	-50.0%	12,734	-91.4%
Debt/TA	1%	2%	-47.3%	11%	-91.0%

CASH FLOWS

	Year 2020	3 Mo Ended Mar 31, 2021	3 Mo Ended Jun 30, 2021	3 Mo Ended Sep 30, 2021	3 Mo Ended Dec 31, 2021	Year 2021	3 Mo Ended Mar 31, 2022	3 Mo Ended Jun 30, 2022	3 Mo Ended Sep 30, 2022
Cash flows from operating activities:									
Net income	9,861	1,194	3,738	3,406	3,883	12,221	2,332	2,436	2,406
Adjustments to reconcile net income to net cash provided by operating activities:									
Depreciation and amortization	3,589	997	999	988	995	3,979	1,020	1,108	1,123
Bad debt expense	-	-	-	150	(20)	130	-	-	50
Interest amortization of deferred financing costs	284	20	21	20	21	82	18	18	19
Stock-based compensation	2,021	621	757	693	141	2,212	526	752	776
Deferred income taxes, net	(1,821)	(8)	341	480	248	1,061	623	(72)	(55)
Impairment of goodwill	-	-	-	-	-	-	-	-	-
Reevaluation of contingent consideration liability	-	-	(1,982)	-	(900)	(2,882)	-	-	-
Loss on disposition of fixed assets	4	-	-	5	4	9	-	-	-
Long term accrued income taxes	(20)	-	-	-	(40)	(40)	-	-	(20)
Operating lease assets and liabilities, net	18	12	129	58	(26)	173	(76)	(147)	(132)
Change in operating assets and liabilities:									
Accounts receivable & unbilled receivables	2,133	(4,072)	(2,378)	(6,941)	2,002	(11,389)	(3,445)	(4,370)	718
Prepaid expenses and other current assets	251	108	(2,178)	(755)	281	(2,544)	699	89	(731)
Accounts payable	(1,613)	1,326	723	304	12	2,365	1,288	482	(893)
Accrued payroll	6,287	508	(421)	3,091	(3,607)	(429)	(873)	(117)	2,378
Other accrued liabilities	91	141	(377)	223	215	202	(448)	169	87
Deferred revenues	146	(73)	32	9	98	66	(101)	26	81
Net cash used by operating activities	21,231	774	(596)	1,731	3,307	5,216	1,563	374	5,807
Cash flows from Investing activities:									
Acquisition of Amberleaf, net	(9,345)	-	-	-	-	-	-	-	-
(Payment for) recovery of non-current deposits	9	(63)	(136)	(2)	2	(199)	84	20	(80)
Capital expenditures	(298)	(128)	(198)	(525)	(1,044)	(1,895)	(730)	(67)	(22)
Proceeds from sale of fixed assets	-	-	-	10	-	10	-	-	-
Net cash used in investing activities	(9,634)	(191)	(334)	(517)	(1,042)	(2,084)	(646)	(47)	(102)
Cash flows from Financing activities:									
Borrowings on revolving credit facility, net	(9,551)	-	-	-	-	-	-	-	-
Borrowing on term loan facility	17,500	-	-	-	-	-	-	-	-
(Repayments) on term loan facility	(15,969)	(1,100)	(1,100)	(1,100)	(1,100)	(4,400)	(1,100)	(1,100)	(8,700)
Proceeds from the issuance of common shares	222	-	181	-	120	301	-	199	(10)
Payment of deferred financing costs	(246)	-	-	-	(223)	(223)	-	-	-
Purchase of treasury stock	-	-	-	-	-	-	-	-	-
Proceeds from the exericise of stock options	1,330	101	4	-	124	229	893	430	-
Net cash provided by financing activities	(6,714)	(999)	(915)	(1,100)	(1,079)	(4,093)	(207)	(471)	(8,710)
Effect of exchange rate changes of cash	(187)	(19)	(95)	31	(11)	(94)	(147)	(319)	(235)
Net change - cash	4,696	(435)	(1,940)	145	1,175	(1,055)	563	(463)	(3,240)
Cash, beginning of quarter	2,981	7,677	7,242	5,302	5,447	7,677	6,622	7,185	6,722
Cash, end of period	7,677	7,242	5,302	5,447	6,622	6,622	7,185	6,722	3,482
Supplemental information:									
Interest paid	779	-	-	-	-	623	-	-	-
Income taxes paid	2,681	-	-	-	-	3,831	-	-	-
Cash Flow	13,936	2,836	4,003	5,800	4,306	16,945	4,443	4,095	4,167
Free cash flow	13,638	2,708	3,805	5,275	3,262	15,050	3,713	4,028	4,145

HISTORICAL STOCK PRICE



Source: Zacks Investment Research

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