

FLANIGANS ENTERPRISES INC  
Form 10-Q  
May 14, 2013

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

**FORM 10-Q**

**¼ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE  
ACT OF 1934**

For the quarterly period ended March 30, 2013

OR

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

For the transition period from            to

Commission File Number 1-6836

**FLANIGAN'S ENTERPRISES, INC.**

(Exact name of registrant as specified in its charter)

Florida  
(State or other jurisdiction of  
incorporation or organization)

59-0877638  
(I.R.S. Employer  
Identification  
Number)

5059 N.E. 18th Avenue, Fort Lauderdale, Florida  
(Address of principal executive offices)

33334  
Zip Code

(954) 377-1961

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(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its Corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes  No

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

Large accelerated filer  Accelerated filer  Non-accelerated filer  Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes  No

On May 14, 2013, 1,859,447 shares of Common Stock, \$0.10 par value per share, were outstanding.

**FLANIGAN'S ENTERPRISES, INC. AND SUBSIDIARIES**

**INDEX TO FORM 10-Q**

**PART I. FINANCIAL INFORMATION**

**ITEM 1. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)**  
**UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF INCOME**  
**UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS**  
**UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**  
**NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**  
**ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**  
**ITEM 4. CONTROLS AND PROCEDURES**

**PART II. OTHER INFORMATION**

**ITEM 1. LEGAL PROCEEDINGS**  
**ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS**  
**ITEM 6. EXHIBITS**

**SIGNATURES**  
**LIST XBRL DOCUMENTS**

*As used in this Quarterly Report on Form 10-Q, the terms "we," "us," "our," the "Company" and "Flanigan's" mean Flanigan's Enterprises, Inc. and its subsidiaries (unless the context indicates a different meaning).*

Index

**PART I. FINANCIAL INFORMATION**

ITEM 1. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

Index**FLANIGAN'S ENTERPRISES, INC. AND SUBSIDIARIES**

## UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF INCOME

(in thousands, except per share amounts)

	Thirteen Weeks Ended		Twenty Six Weeks Ended	
	March 30, 2013	March 31, 2012	March 30, 2013	March 31, 2012
<b>REVENUES:</b>				
Restaurant food sales	\$ 13,994	\$ 13,007	\$ 26,036	\$ 24,698
Restaurant bar sales	4,007	3,522	7,484	6,615
Package store sales	3,716	3,575	7,266	7,357
Franchise related revenues	298	248	610	511
Rental income	149	179	301	230
Owner's fee	37	43	75	82
Other operating income	54	44	96	77
	22,255	20,618	41,868	39,570
<b>COSTS AND EXPENSES:</b>				
Cost of merchandise sold:				
Restaurant and lounges	6,335	5,845	11,887	10,949
Package goods	2,630	2,511	5,133	5,185
Payroll and related costs	6,842	6,289	12,731	11,873
Occupancy costs	1,093	1,100	2,176	2,169
Selling, general and administrative expenses	3,950	3,760	7,900	7,621
	20,850	19,505	39,827	37,797
Income from Operations	1,405	1,113	2,041	1,773
<b>OTHER INCOME (EXPENSE):</b>				
Interest expense	(198 )	(217 )	(412 )	(394 )
Interest and other income	126	9	140	29
	(72 )	(208 )	(272 )	(365 )
Income before Provision for Income Taxes	1,333	905	1,769	1,408
Provision for Income Taxes	(290 )	(172 )	(437 )	(316 )
Net Income	1,043	733	1,332	1,092
Less: (Net income) attributable to noncontrolling interests	(293 )	(224 )	(236 )	(247 )
Net Income attributable to stockholders	\$ 750	\$ 509	\$ 1,096	\$ 845

Index

**FLANIGAN'S ENTERPRISES, INC. AND SUBSIDIARIES**

**UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF INCOME**

(in thousands, except per share amounts)

(Continued)

	Thirteen Weeks Ended		Twenty Six Weeks Ended	
	March 30, 2013	March 31, 2012	March 30, 2013	March 31, 2012
Net Income Per Common Share:				
Basic and Diluted	\$0.40	\$0.27	\$0.59	\$0.45
Weighted Average Shares and Equivalent Shares Outstanding				
Basic and Diluted	1,859,257	1,860,057	1,859,622	1,860,404

See accompanying notes to unaudited condensed consolidated financial statements.

Index**FLANIGAN'S ENTERPRISES, INC. AND SUBSIDIARIES**

## CONDENSED CONSOLIDATED BALANCE SHEETS

**MARCH 30, 2013 (UNAUDITED) AND SEPTEMBER 29, 2012**

(in thousands)

**ASSETS**

	March 30, 2013	September 29, 2012
<b>CURRENT ASSETS:</b>		
Cash and cash equivalents	\$6,445	\$ 7,221
Due from franchisees	164	—
Other receivables	75	207
Inventories	2,746	2,516
Prepaid expenses	1,238	1,118
Deferred tax asset	297	371
<b>Total Current Assets</b>	<b>10,965</b>	<b>11,433</b>
Property and Equipment, Net	35,018	31,595
Investment in Limited Partnership	195	171
<b>OTHER ASSETS:</b>		
Liquor licenses, net	470	470
Deferred tax asset	955	961
Leasehold purchases, net	1,110	1,177
Other	712	937
<b>Total Other Assets</b>	<b>3,247</b>	<b>3,545</b>
<b>Total Assets</b>	<b>\$49,425</b>	<b>\$ 46,744</b>

Index**FLANIGAN'S ENTERPRISES, INC. AND SUBSIDIARIES****CONDENSED CONSOLIDATED BALANCE SHEETS****MARCH 30, 2013 (UNAUDITED) AND SEPTEMBER 29, 2012**

(in thousands)

(Continued)

**LIABILITIES AND STOCKHOLDERS' EQUITY**

	March 30, 2013	September 29, 2012
<b>CURRENT LIABILITIES:</b>		
Accounts payable and accrued expenses	\$5,800	\$ 5,265
Income taxes payable	78	39
Due to franchisees	1,446	1,231
Current portion of long term debt	1,849	1,732
Deferred rent	16	16
<b>Total Current Liabilities</b>	<b>9,189</b>	<b>8,283</b>
Long Term Debt, Net of Current Maturities	12,716	11,686
Deferred Rent, Net of Current Portion	138	147
Commitments and Contingencies		
Equity:		
Flanigan's Enterprises, Inc. Stockholders' Equity		
Common stock, \$.10 par value, 5,000,000 shares authorized; 4,197,642 shares issued	420	420
Capital in excess of par value	6,240	6,240
Retained earnings	19,227	18,130
Treasury stock, at cost, 2,338,195 shares at March 30, 2013 and 2,337,395 shares at September 29, 2012	(6,067 )	(6,061 )
<b>Total Flanigan's Enterprises, Inc. stockholders' equity</b>	<b>19,820</b>	<b>18,729</b>
Noncontrolling interest	7,562	7,899
<b>Total equity</b>	<b>27,382</b>	<b>26,628</b>



Total liabilities and equity	\$49,425	\$ 46,744
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See accompanying notes to unaudited condensed consolidated financial statements.

4

Index**FLANIGAN'S ENTERPRISES, INC. AND SUBSIDIARIES**

## UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

**FOR THE TWENTY SIX WEEKS ENDED MARCH 30, 2013 AND MARCH 31, 2012**

(in thousands)

March 30, 2013    March 31, 2012

## CASH FLOWS FROM OPERATING ACTIVITIES:

Net income	\$ 1,332		\$ 1,092	
Adjustments to reconcile net income to net cash and cash equivalents provided by operating activities:				
Depreciation and amortization	1,226		1,186	
Amortization of leasehold interests	67		83	
Loss on abandonment of property and equipment	44		8	
Deferred income tax	80		26	
Deferred rent	(9	)	(9	)
Income from unconsolidated limited Partnership	(32	)	(23	)
Changes in operating assets and liabilities:				
(increase) decrease in				
Due from franchisees	(164	)	—	
Other receivables	132		86	
Prepaid income taxes	—		152	
Inventories	(230	)	(235	)
Prepaid expenses	372		100	
Other assets	(27	)	95	
Increase (decrease) in:				
Accounts payable and accrued expenses	537		653	
Income taxes payable	39		—	
Due to franchisees	215		593	
Net cash and cash equivalents provided by operating activities	3,582		3,807	

## CASH FLOWS FROM INVESTING ACTIVITIES:

Purchase of property and equipment	(2,426	)	(942	)
Deposit on property and equipment	(91	)	(107	)
Proceeds from sale of fixed assets	26		41	
Distributions from unconsolidated limited Partnership	8		6	
Purchase of leasehold interest	—		(95	)
Net cash and cash equivalents used in investing activities	(2,483	)	(1,097	)

See accompanying notes to unaudited condensed consolidated financial statements.



Index**FLANIGAN'S ENTERPRISES, INC. AND SUBSIDIARIES****UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS****FOR THE TWENTY SIX WEEKS ENDED MARCH 30, 2013 AND MARCH 31, 2012**

(in thousands)

(Continued)

	March 30, 2013		March 31, 2012
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>			
Payment of long term debt	(4,296	)	(729
Proceeds from debt	3,000		—
Purchase of treasury stock	(6	)	(6
Purchase of noncontrolling limited partnership interests	(5	)	—
Distributions to limited partnership's noncontrolling interests	(568	)	(662
Net cash and cash equivalents used in financing activities	(1,875	)	(1,397
Net Increase (Decrease) in Cash and Cash Equivalents	(776	)	1,313
Beginning of Period	7,221		4,264
End of Period	\$ 6,445		\$ 5,577
<b>Supplemental Disclosure for Cash Flow Information:</b>			
Cash paid during period for:			
Interest	\$ 412		\$ 394
Income taxes	\$ 63		\$ 140
<b>Supplemental Disclosure of Non-Cash Investing and Financing Activities:</b>			
Financing of insurance contracts	\$ 500		\$ 421
Purchase deposits transferred to property and equipment	\$ 292		\$ 30
Purchase of property in exchange for debt	\$ 1,950		\$ 6,100

See accompanying notes to unaudited condensed consolidated financial statements



Index

**FLANIGAN'S ENTERPRISES, INC. AND SUBSIDIARIES**

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

**MARCH 30, 2013**

**(1) BASIS OF PRESENTATION:**

The accompanying condensed consolidated financial information for the periods ended March 30, 2013 and March 31, 2012 are unaudited. Financial information as of September 29, 2012 has been derived from the audited financial statements of the Company, but does not include all disclosures required by generally accepted accounting principles. In the opinion of management, all adjustments, consisting of normal recurring adjustments, necessary for a fair presentation of the financial information for the periods indicated have been included. For further information regarding the Company's accounting policies, refer to the Consolidated Financial Statements and related notes included in the Company's Annual Report on Form 10-K for the year ended September 29, 2012. Operating results for interim periods are not necessarily indicative of results to be expected for a full year.

The condensed consolidated financial statements include the accounts of the Company, its wholly-owned subsidiaries and the accounts of the nine limited partnerships in which we act as general partner and have controlling interests. All intercompany balances and transactions have been eliminated. Non-controlling interest represents the limited partners' proportionate share of the net assets and results of operations of the nine limited partnerships.

These condensed consolidated financial statements include estimates relating to performance based officers' bonuses. The estimates are reviewed periodically and the effects of any revisions are reflected in the financial statements in the period they are determined to be necessary. Although these estimates are based on management's knowledge of current events and actions it may take in the future, they may ultimately differ from actual results.

**(2) EARNINGS PER SHARE:**

We follow Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Section 260 - "*Earnings per Share*". This section provides for the calculation of basic and diluted earnings per share. The data on Page 2 shows the amounts used in computing earnings per share and the effects on income and the weighted average

number of shares of potentially dilutive common stock equivalents. As of March 30, 2013 and March 31, 2012, no stock options were outstanding.

**(3) RECENT ADOPTED AND RECENTLY ISSUED ACCOUNTING PRONOUNCEMENTS:**

**Adopted**

In May 2011, the FASB issued an update to ASC Topic 820 – “*Fair Value Measurements and Disclosures*”. This update provides guidance on how fair value accounting should be applied where its use is already required or permitted by other standards and does not extend the use of fair value accounting. We adopted this guidance in the first quarter of our fiscal year 2013 as required, and the adoption did not have a significant impact on our consolidated financial statements.

7

Index

**Issued**

There were no recently issued accounting pronouncements during the second quarter of our fiscal year 2013 that we believe will have a material impact on our consolidated financial statements.

**(4) INVESTMENT IN REAL PROPERTY FINANCED BY DEBT:**

*N. Miami, Florida*

During the first quarter of our fiscal year 2013, we closed on the purchase of two parcels of real property (the “Two Mortgaged Parcels”), one of which (the “Near Parcel”) is contiguous to the real property we own where our combination package liquor store and restaurant located at 13205 Biscayne Boulevard, North Miami, Florida, (Store #20) operates and the other of which is contiguous to the Near Parcel (the “Other Parcel”). We previously leased the Near Parcel for non-exclusive parking. Each of the Mortgaged Parcels contains a building of approximately 2,600 square feet, but we intend to demolish the building on the Near Parcel to provide for a larger parking lot to be used by our customers. We intend to offer the building on the Other Parcel for lease. We paid \$2,900,000 for the Two Mortgaged Parcels, \$1,950,000 of which was financed by the seller pursuant to a purchase money mortgage (the “\$1.95M Mortgage Loan”). Our repayment obligations under the \$1.95M Mortgage Loan are secured by a first mortgage on the Two Mortgaged Parcels. The \$1.95M Mortgage Loan bears interest at the rate of 7.5% annually and is amortized over twenty (20) years, with our monthly payment of principal and interest totaling \$15,700. The entire principal balance, in the approximate amount of \$1,331,000 and all accrued but unpaid interest under the \$1.95M Mortgage Loan is due on December 31, 2022.

**(5) DEBT:**

Re-Financing of Mortgage

During the second quarter of our fiscal year 2013, in order to refinance our third party debt secured by our real property located at 4 N. Federal Highway, Hallandale, Florida where our combination package liquor store and restaurant (Store #31) operates, we (i) re-financed with a non-affiliated third party lender, the mortgage loan encumbering the property which mortgage loan was held by another non-affiliated third party lender (the “\$1.405M Loan”); and (ii) borrowed \$1,595,000 from a non-affiliated third party lender, (the “\$1.595M Term Loan”). The \$1.405M Loan is in the original principal amount of \$1,405,000 and bears interest at a variable rate equal to the BBA LIBOR – 1 Month plus 2.25%. We entered into an interest rate swap agreement to hedge the interest rate risk, which fixed the interest rate on the \$1.405M Loan at 4.35% per annum throughout its term. The \$1.405M Loan is amortized over



twenty (20) years, with our current monthly payment of principal and interest totaling \$8,415, with the entire principal balance and all accrued but unpaid interest due January 31, 2023. The \$1.595M Term Loan is in the principal amount of \$1,595,000 and bears interest at a variable interest rate equal to the BBA LIBOR – 1 Month plus 3.25%. We entered into an interest rate swap agreement to hedge the interest rate risk, which fixed the interest rate on the \$1.595M Term Loan at 4.00% per annum throughout its term. The \$1.595M Term Loan is fully amortized over forty two (42) months, with our monthly payment of principal and interest, totaling \$41,000. We granted our lender a security interest in substantially all of our assets as collateral to secure our repayment obligations under the \$1.595M Term Loan. As a part of the refinancing, we prepaid the outstanding balance, (\$325,000), on an existing term loan with the lender, including a \$1,600 pre-payment penalty.

#### Line of Credit

During the second quarter of our fiscal year 2013, we obtained a \$500,000 line of credit from a non affiliated third party lender, (the “Line of Credit”). The Line of Credit earned interest at the floating rate of prime plus 1.5%. The entire principal balance and all accrued but unpaid interest under the Line of Credit was due April 30, 2013. We granted the lender a security interest in substantially all of our assets as collateral to secure our repayment obligations under the Line of Credit. No amounts were drawn on the line of credit by us, so there were no amounts outstanding under the Line of Credit when it terminated subsequent to the end of the second quarter of our fiscal year 2013.

#### **(6) INCOME TAXES:**

We account for our income taxes using FASB ASC Topic 740, “*Income Taxes*”, which requires among other things, recognition of future tax benefits measured at enacted rates attributable to deductible temporary differences between financial statement and income tax basis of assets and liabilities and to tax net operating loss carryforwards and tax credits to the extent that realization of said tax benefits is more likely than not.

#### **(7) STOCK OPTION PLANS:**

We have one stock option plan under which qualified stock options may be granted to our officers and other employees. Under this plan, the exercise price for the qualified stock options must be no less than 100% of the fair market value of the Company’s Common Stock on the date the options are granted. In general, options granted under our stock option plan expire after a five (5) year period and generally vest no later than one (1) year from the date of grant. As of March 30, 2013, no options to acquire shares were outstanding. Under this plan, options to acquire an aggregate of 45,000 shares are available for grant.

Index

No stock options were granted during the twenty six weeks ended March 30, 2013, nor were stock options granted during the twenty six weeks ended March 31, 2012.

No stock options were exercised during the twenty six weeks ended March 30, 2013, nor were stock options exercised during the twenty six weeks ended March 31, 2012.

There was no stock option activity during the twenty six weeks ended March 30, 2013, nor was there stock option activity during the twenty six weeks ended March 31, 2012.

**(8) ACQUISITIONS:**

*Purchase of Company Common Stock*

Pursuant to a discretionary plan approved by the Board of Directors at its meeting on May 17, 2007, during the thirteen weeks ended March 30, 2013, we did not purchase any shares of our common stock. During the twenty six weeks ended March 30, 2013, we purchased 800 shares of our common stock from the Joseph G. Flanigan Charitable Trust for an aggregate purchase price of \$6,200. During the thirteen weeks ended March 31, 2012, we did not purchase any shares of our common stock. During the twenty six weeks ended March 31, 2012, we purchased 800 shares of our common stock from the Joseph G. Flanigan Charitable Trust for an aggregate purchase price of \$6,200.

**(9) COMMITMENTS AND CONTINGENCIES:**

*Litigation*

From time to time, we are a defendant in litigation arising in the ordinary course of our business, including claims resulting from “slip and fall” accidents, claims under federal and state laws governing access to public accommodations, employment-related claims and claims from guests alleging illness, injury or other food quality, health or operational concerns. To date, none of this litigation, some of which is covered by insurance, has had a material effect on us.\

**(10) SUBSEQUENT EVENTS:**

Subsequent events have been evaluated through the date these condensed consolidated financial statements were issued. No events required disclosure.

**(11) BUSINESS SEGMENTS:**

We operate principally in two reportable segments – package stores and restaurants. The operation of package stores consists of retail liquor sales and related items. Information concerning the revenues and operating income for the thirteen weeks and twenty six weeks ended March 30, 2013 and March 31, 2012, and identifiable assets for the two reportable segments in which we operate, are shown in the following table. Operating income is total revenue less cost of merchandise sold and operating expenses relative to each segment. In computing operating income, none of the following items have been included: interest expense, other non-operating income and expenses and income taxes. Identifiable assets by segment are those assets that are used in our operations in each segment. Corporate assets are principally cash and real property, improvements, furniture, equipment and vehicles used at our corporate headquarters. We do not have any operations outside of the United States and transactions between restaurants and package liquor stores are not material. For the thirteen and twenty six weeks ended March 30, 2013, we generated revenue of \$149,000 and \$301,000 from our leasing to unaffiliated third parties of retail space.

Index

	(in thousands)	
	Thirteen Weeks Ending March 30, 2013	Thirteen Weeks Ending March 31, 2012
Operating Revenues:		
Restaurants	\$18,001	\$ 16,529
Package stores	3,716	3,575
Other revenues	538	514
Total operating revenues	\$22,255	\$ 20,618
Income from Operations Reconciled to Income Before Income Taxes and Net Income Attributable to Noncontrolling Interests		
Restaurants	\$1,796	\$ 1,572
Package stores	313	278
	2,109	1,850
Corporate expenses, net of other Revenues	(704 )	(737 )
Operating income	1,405	1,113
Other income (expense)	(72 )	(208 )
Income Before Income Taxes and Net Income Attributable to Noncontrolling Interests	\$1,333	\$ 905
Depreciation and Amortization:		
Restaurants	\$451	\$ 451
Package stores	97	58
	548	509
Corporate	117	125
Total Depreciation and Amortization	\$665	\$ 634
Capital Expenditures:		
Restaurants	\$307	\$ 329
Package stores	34	30
	341	359
Corporate	98	125
Total Capital Expenditures	\$439	\$ 484

Index

	Twenty Six Weeks Ending March 30, 2013	Twenty Six Weeks Ending March 31, 2012
Operating Revenues:		
Restaurants	\$ 33,520	\$ 31,313
Package stores	7,266	7,357
Other revenues	1,082	900
Total operating revenues	\$ 41,868	\$ 39,570
Income from Operations Reconciled to Income Before Income Taxes and Net Income Attributable to Noncontrolling Interests		
Restaurants	\$ 2,734	\$ 2,694
Package stores	599	492
	3,333	3,186
Corporate expenses, net of other Revenues	(1,292)	) (1,413)
Operating income	2,041	1,773
Other income (expense)	(272)	) (365)
Income Before Income Taxes and Net Income Attributable to Noncontrolling Interests	\$ 1,769	\$ 1,408
Depreciation and Amortization:		
Restaurants	\$ 869	\$ 944
Package stores	193	116
	1,062	1,060
Corporate	231	209
Total Depreciation and Amortization	\$ 1,293	\$ 1,269
Capital Expenditures:		
Restaurants	\$ 1,941	\$ 1,805
Package stores	45	49
	1,986	1,854
Corporate	2,682	5,220
Total Capital Expenditures	\$ 4,668	\$ 7,072

	March 30, 2013	September 29, 2012
Identifiable Assets:		
Restaurants	\$ 25,810	\$ 22,133
Package store	4,987	4,952
	30,797	27,085
Corporate	18,628	19,659
Consolidated Totals	\$ 49,425	\$ 46,744

ITEM MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF  
2. OPERATIONS

Reported financial results may not be indicative of the financial results of future periods. All non-historical information contained in the following discussion constitutes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Words such as “anticipates, appears, expects, trends, intends, hopes, plans, believes, seeks, estimates, may, will,” and variations of these words or similar expressions are intended to identify forward-looking statements. These statements are not guarantees of future performance and involve a number of risks and uncertainties, including but not limited to customer demand and competitive conditions. Factors that could cause actual results to differ materially are included in, but not limited to, those identified in the “Management’s Discussion and Analysis of Financial Condition and Results of Operations,” in the Annual Report on our Form 10-K for the fiscal year ended September 29, 2012 and in this Quarterly Report on Form 10-Q. We undertake no obligation to publicly release the results of any revisions to these forward-looking statements that may reflect events or circumstances after the date of this report.

Index**OVERVIEW**

At March 30, 2013, we (i) operated 25 units, (excluding the adult entertainment club referenced in (ii) below), consisting of restaurants, package stores and combination restaurants/package stores that we either own or have operational control over and partial ownership in; (ii) own but do not operate one adult entertainment club; and (iii) franchise an additional five units, consisting of two restaurants, (one restaurant of which we operate), and three combination restaurants/package stores. The table below provides information concerning the type (i.e. restaurant, package store or combination restaurant/package liquor store) and ownership of the units (i.e. whether (i) we own 100% of the unit; (ii) the unit is owned by a limited partnership of which we are the sole general partner and/or have invested in; or (iii) the unit is franchised by us), as of March 30, 2013 and as compared to March 31, 2012 and September 29, 2012. With the exception of “The Whale’s Rib”, a restaurant we operate but do not own, all of the restaurants operate under our service mark “Flanigan’s Seafood Bar and Grill” and all of the package liquor stores operate under our service mark “Big Daddy’s Liquors”.

<u>Types of Units</u>	<u>March 30, 2013</u>	<u>September 29, 2012</u>	<u>March 31, 2012</u>	
Company Owned:				
Combination package and restaurant	4	4	4	
Restaurant only	5	5	5	
Package store only	5	5	5	
Company Operated Restaurants Only:				
Limited Partnerships	9	8	8	(1)
Franchise	1	1	1	
Unrelated Third Party	1	1	1	
Company Owned Club:	1	1	1	
Total Company Owned/Operated Units	26	25	25	
Franchised Units	5	5	5	(2)

**Notes:**

(1) During the first quarter of our fiscal year 2013, the limited partnership which owns the new restaurant in Miami, Florida completed its renovations and the restaurant opened for business on December 27, 2012 as a limited partnership owned restaurant.

(2) We operate a restaurant for one (1) franchisee. This unit is included in the table both as a franchised restaurant, as well as a restaurant operated by us.

Franchise Financial Arrangement: In exchange for our providing management and related services to our franchisees and granting them the right to use our service marks “Flanigan’s Seafood Bar and Grill” and “Big Daddy’s Liquors”, our franchisees (four of which are franchised to members of the family of our Chairman of the Board, officers and/or directors), are required to (i) pay to us a royalty equal to 1% of gross package sales and 3% of gross restaurant sales; and (ii) make advertising expenditures equal to between 1.5% to 3% of all gross sales based upon our actual advertising costs allocated between stores, pro-rata, based upon gross sales.



Index

**Limited Partnership Financial Arrangement:** We manage and control the operations of all restaurants owned by limited partnerships, except the Fort Lauderdale, Florida restaurant which is owned and managed by a related franchisee. Accordingly, the results of operations of all limited partnership owned restaurants, except the Fort Lauderdale, Florida restaurant are consolidated into our operations for accounting purposes. The results of operations of the Fort Lauderdale, Florida restaurant are accounted for by us utilizing the equity method. In general, until the investors' cash investment in a limited partnership (including any cash invested by us and our affiliates) is returned in full, the limited partnership distributes to the investors annually out of available cash from the operation of the restaurant up to 25% of the cash invested in the limited partnership, with no management fee paid to us. Any available cash in excess of the 25% of the cash invested in the limited partnership distributed to the investors annually, is paid one-half (1/2) to us as a management fee, with the balance distributed to the investors. Once the investors in the limited partnership have received, in full, amounts equal to their cash invested, an annual management fee is payable to us equal to one-half (1/2) of available cash to the limited partnership, with the other one half (1/2) of available cash distributed to the investors (including us and our affiliates). As of March 30, 2013, limited partnerships owning three (3) restaurants, (Surfside, Florida, Kendall, Florida and West Miami, Florida locations), have returned all cash invested and we receive an annual management fee equal to one-half (1/2) of the cash available for distribution by the limited partnership. In addition to its receipt of distributable amounts from the limited partnerships, we receive a fee equal to 3% of gross sales for use of the service mark "Flanigan's Seafood Bar and Grill".

**RESULTS OF OPERATIONS**

	-----Thirteen Weeks Ended-----			
	March 30, 2013		March 31, 2012	
	Amount		Amount	
	(In	<u>Percent</u>	(In	<u>Percent</u>
	thousands)		thousands)	
Restaurant food sales	\$ 13,994	64.44	\$ 13,007	64.70
Restaurant bar sales	4,007	18.45	3,522	17.52
Package store sales	3,716	17.11	3,575	17.78
<b>Total Sales</b>	<b>\$ 21,717</b>	<b>100.00</b>	<b>\$ 20,104</b>	<b>100.00</b>
Franchise related revenues	298		248	
Rental income	149		179	
Owner's fee	37		43	
Other operating income	54		44	
<b>Total Revenue</b>	<b>\$ 22,255</b>		<b>\$ 20,618</b>	

	-----Twenty Six Weeks Ended-----			
	March 30, 2013		March 31, 2012	
	Amount		Amount	
	(In thousands)	<u>Percent</u>	(In thousands)	<u>Percent</u>
Restaurant food sales	\$ 26,036	63.84	\$ 24,698	63.87
Restaurant bar sales	7,484	18.35	6,615	17.11
Package store sales	7,266	17.81	7,357	19.02

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Total Sales	\$ 40,786	100.00	\$ 38,670	100.00
Franchise related revenues	610		511	
Rental income	301		230	
Owner's fee	75		82	
Other operating income	96		77	
Total Revenue	\$ 41,868		\$ 39,570	

13

Index**Comparison of Thirteen Weeks Ended March 30, 2013 and March 31, 2012.**

**Revenues.** Total revenue for the thirteen weeks ended March 30, 2013 increased \$1,637,000 or 7.94% to \$22,255,000 from \$20,618,000 for the thirteen weeks ended March 31, 2012. This increase resulted from sales at our new limited partnership-owned restaurant location in Miami, Florida (\$924,000), which opened for business on December 27, 2012 (the "New Restaurant") and increased menu prices offset by a small decrease in package store sales. Without giving effect to the revenue generated at the New Restaurant, total revenue for the thirteen weeks ended March 30, 2013 would have increased \$693,000 or 3.36% to \$21,311,000 from \$20,618,000 for the thirteen weeks ended March 31, 2012.

**Restaurant Food Sales.** Restaurant revenue generated from the sale of food at restaurants (food sales) totaled \$13,994,000 for the thirteen weeks ended March 30, 2013 as compared to \$13,007,000 for the thirteen weeks ended March 31, 2012. The increase in restaurant food sales resulted primarily from sales at the New Restaurant (\$660,000 of food sales during the thirteen weeks ended March 30, 2013) and to menu price increases. Without giving effect to the revenue generated at the New Restaurant, food sales for the thirteen weeks ended March 30, 2013 would have increased \$327,000 or 2.51% to \$13,334,000 from \$13,007,000 for the thirteen weeks ended March 31, 2012. Comparable weekly food sales (for restaurants open for all of the second quarter of our fiscal year 2013 and the second quarter of our fiscal year 2012, which consists of eight restaurants owned by us and eight restaurants owned by affiliated limited partnerships) was \$1,026,000 and \$1,000,000 for the thirteen weeks ended March 30, 2013 and March 31, 2012, respectively, an increase of 2.60%. Comparable weekly food sales for Company owned restaurants was \$495,000 and \$476,000 for the second quarter of our fiscal year 2013 and the second quarter of our fiscal year 2012, respectively, an increase of 3.99%. Comparable weekly food sales for affiliated limited partnership owned restaurants was \$531,000 and \$524,000 for the second quarter of our fiscal year 2013 and the second quarter of our fiscal year 2012, respectively, an increase of 1.34%. We anticipate that restaurant food sales will continue to increase throughout the balance of our fiscal year 2013 due to, primarily, the operation of the New Restaurant.

**Restaurant Bar Sales.** Restaurant revenue generated from the sale of alcoholic beverages at restaurants (bar sales) totaled \$4,007,000 for the thirteen weeks ended March 30, 2013 as compared to \$3,522,000 for the thirteen weeks ended March 31, 2012 primarily due to an increase in prices and to a lesser extent, sales at the New Restaurant (\$264,000 of revenue from bar sales during the thirteen weeks ended March 30, 2013). Without giving effect to the revenue from bar sales generated at the New Restaurant, restaurant revenue generated from bar sales during the thirteen weeks ended March 30, 2013, would have increased \$221,000 or 6.27% to \$3,743,000 from \$3,522,000 for the thirteen weeks ended March 31, 2012. Comparable weekly bar sales (for restaurants open for all of the second quarter of our fiscal years 2013 and 2012, which consists of eight restaurants owned by us and eight restaurants owned by affiliated limited partnerships) was \$288,000 for the thirteen weeks ended March 30, 2013 and \$271,000 for the thirteen weeks ended March 31 2012, an increase of 6.27%. Comparable weekly bar sales for Company owned restaurants was \$132,000 and \$122,000 for the second quarter of our fiscal year 2013 and the second quarter of our fiscal year 2012, respectively, an increase of 8.20%. Comparable weekly bar sales for affiliated limited partnership owned restaurants was \$156,000 and \$149,000 for the second quarter of our fiscal year 2013 and the second quarter of our fiscal year 2012, respectively, an increase of 4.70%. We anticipate that restaurant bar sales will continue to increase throughout the balance of our fiscal year 2013 due to, primarily the operation of the New Restaurant.

**Package Store Sales.** Revenue generated from sales of liquor and related items at package liquor stores (package store sales) totaled \$3,716,000 for the thirteen weeks ended March 30, 2013 as compared to \$3,575,000 for the thirteen weeks ended March 31, 2012, an increase of \$141,000. The weekly average of same store package store sales, (which includes all nine (9) Company owned package liquor stores open for all of the second quarter of our fiscal years 2013 and 2012), was \$286,000 for the thirteen weeks ended March 30, 2013 as compared to \$275,000 for the thirteen weeks ended March 31, 2012, an increase of 4.00%. Package liquor store sales increased primarily due to the fact that the second quarter of our fiscal year 2013 began two (2) days prior to New Year's Eve, while the second quarter of our fiscal year 2012 began the day after New Year's Eve, offset by increased competition. We expect package liquor store sales to remain stable throughout the balance of our fiscal year 2013.

Index

**Operating Costs and Expenses.** Operating costs and expenses, (consisting of cost of merchandise sold, payroll and related costs, occupancy costs and selling, general and administrative expenses), for the thirteen weeks ended March 30, 2013 increased \$1,345,000 or 6.90% to \$20,850,000 from \$19,505,000 for the thirteen weeks ended March 31, 2012. The increase was primarily due to the costs related to the New Restaurant and to an expected general increase in food costs, including an increase in the cost of poultry, offset by a decrease in the cost of ribs and actions taken by management to reduce and/or control costs and expenses. We anticipate that our operating costs and expenses will continue to increase through our fiscal year 2013 for the same reasons. Operating costs and expenses decreased as a percentage of total sales to approximately 93.69% in the second quarter of our fiscal year 2013 from 94.60% in the second quarter of our fiscal year 2012.

**Gross Profit.** Gross profit is calculated by subtracting the cost of merchandise sold from sales.

**Restaurant Food Sales and Bar Sales.** Gross profit for food sales and bar sales for the thirteen weeks ended March 30, 2013 increased to \$11,666,000 from \$10,684,000 for the thirteen weeks ended March 31, 2012. Our gross profit margin for food sales and bar sales (calculated as gross profit reflected as a percentage of restaurant food sales and bar sales), was 64.81% for the thirteen weeks ended March 30, 2013 and 64.64% for the thirteen weeks ended March 31, 2012. We anticipate that our gross profit for restaurant food and bar sales will decrease throughout the balance of our fiscal year 2013 due to higher food costs, including our cost of poultry, offset by a decrease in our cost of ribs during calendar year 2013.

**Package Store Sales.** Gross profit for package store sales for the thirteen weeks ended March 30, 2013 increased to \$1,086,000 from \$1,064,000 for the thirteen weeks ended March 31, 2012. Our gross profit margin, (calculated as gross profit reflected as a percentage of package liquor store sales), for package liquor store sales was 29.22% for the thirteen weeks ended March 30, 2013 and 29.76% for the thirteen weeks ended March 31, 2012. We anticipate that the gross profit margin for package store sales will remain stable throughout the balance of our fiscal year 2013.

**Payroll and Related Costs.** Payroll and related costs for the thirteen weeks ended March 30, 2013 increased \$553,000 or 8.79% to \$6,842,000 from \$6,289,000 for the thirteen weeks ended March 31, 2012 due primarily to payroll and related costs associated with the New Restaurant (\$310,000). We anticipate that our payroll and related costs will increase throughout the balance of our fiscal year 2013 due primarily to payroll and related costs associated with the New Restaurant which opened for business on December 27, 2012. Payroll and related costs as a percentage of total sales was 30.74% in the second quarter of our fiscal year 2013 and 30.50% of total sales in the second quarter of our fiscal year 2012.

**Occupancy Costs.** Occupancy costs (consisting of rent, common area maintenance, repairs, real property taxes and amortization of leasehold purchases) for the thirteen weeks ended March 30, 2013 decreased \$7,000 or 0.64% to \$1,093,000 from \$1,100,000 for the thirteen weeks ended March 31, 2012. Our occupancy costs decreased primarily due to the elimination of rent for the two parcels of real property contiguous to the real property we own where our combination package liquor store and restaurant located at 13205 Biscayne Boulevard, North Miami, Florida, (Store

#20) operates and which we leased for non-exclusive parking offset by increasing percentage rents at various locations and our rental payments for the New Restaurant made for the entire second quarter of our fiscal year 2013 (as opposed to only paying the rent for the New Restaurant for part of the second quarter of our fiscal year 2012). We anticipate that our occupancy costs will remain stable throughout the balance of our fiscal year 2013.

Index

**Selling, General and Administrative Expenses.** Selling, general and administrative expenses (consisting of general corporate expenses, including but not limited to advertising, insurance, professional costs, clerical and administrative overhead) for the thirteen weeks ended March 30, 2013 increased \$190,000 or 5.05% to \$3,950,000 from \$3,760,000 for the thirteen weeks ended March 31, 2012. Selling, general and administrative expenses decreased as a percentage of total sales in the second quarter of our fiscal year 2013 to approximately 17.75% as compared to 18.24% in the second quarter of our fiscal year 2012. We anticipate that our selling, general and administrative expenses will increase throughout the balance of our fiscal year 2013 due primarily to the New Restaurant, as well as increases across all categories.

**Depreciation and Amortization.** Depreciation and amortization expense for the thirteen weeks ended March 30, 2013 increased \$31,000 or 4.89% to \$665,000 from \$634,000 from the thirteen weeks ended March 31, 2012. As a percentage of total revenue, depreciation and amortization expense was 2.99% of revenue in the thirteen weeks ended March 30, 2013 and 3.07% of revenue in the thirteen weeks ended March 31, 2012.

**Interest Expense, Net.** Interest expense, net, for the thirteen weeks ended March 30, 2013 decreased \$19,000 to \$198,000 from \$217,000 for the thirteen weeks ended March 31, 2012. Interest expense decreased during the thirteen weeks ended March 30, 2013 primarily due (i) to the lower monthly installments of interest as a result of the re-financing of the mortgage loan (\$1,405,000) and the term loan (\$1,595,000) used to re-finance the property where our combination package liquor store and restaurant located at 4 N. Federal Highway, Hallandale, Florida, (Store #31) operates and (ii) the repayment of our term loan from July, 2010, offset by the interest paid on the \$1.95 million purchase money mortgage used to purchase the two parcels of real property, one of which is contiguous to the real property we own where our combination package liquor store and restaurant located at 13205 Biscayne Boulevard, North Miami, Florida, (Store #20) operates.

**Net Income.** Net income for the thirteen weeks ended March 30, 2013 increased \$241,000 or 47.35% to \$750,000 from \$509,000 for the thirteen weeks ended March 31, 2012. As a percentage of sales, net income for the second quarter of our fiscal year 2013 is 3.37%, as compared to 2.47% in the second quarter of our fiscal year 2012.

**Comparison of Twenty Six Weeks Ended March 30, 2013 and March 31, 2012.**

**Revenues.** Total revenue for the twenty six weeks ended March 30, 2013 increased \$2,298,000 or 5.81% to \$41,868,000 from \$39,570,000 for the twenty six weeks ended March 31, 2012. This increase resulted from sales at the New Restaurant (\$960,000) and increased menu prices offset by a decrease in package store sales. Without giving effect to the revenue generated at the New Restaurant, total revenue for the twenty six weeks ended March 30, 2013 would have increased \$1,338,000 or 3.38% to \$40,908,000 from \$39,570,000 for the twenty six weeks ended March 31, 2012.

**Restaurant Food Sales.** Restaurant revenue generated from the sale of food at restaurants (food sales) totaled \$26,036,000 for the twenty six weeks ended March 30, 2013 as compared to \$24,698,000 for the twenty six weeks ended March 31, 2012. The increase in restaurant food sales resulted primarily from sales at the New Restaurant (\$685,000 of revenue from the sale of food during the twenty six weeks ended March 30, 2013) and increased menu prices. Without giving effect to the revenue generated from food sales at the New Restaurant for the twenty six weeks ended March 30, 2013, restaurant revenue generated from the sale of food during the twenty six weeks ended March 30, 2013, would have increased \$653,000 or 2.64% to \$25,351,000 from \$24,698,000 for the twenty six weeks ended March 31, 2012. Comparable weekly food sales (for restaurants open for all of the first and second quarters of our fiscal years 2013 and 2012, which consists of eight restaurants owned by us and eight restaurants owned by affiliated limited partnerships) was \$975,000 and \$950,000 for the twenty six weeks ended March 30, 2013 and March 31, 2012, respectively, an increase of 2.63%. Comparable weekly food sales for Company owned restaurants was \$460,000 and \$444,000 for the twenty six weeks ended March 30, 2013 and March 31, 2012, respectively, an increase of 3.60%. Comparable weekly food sales for affiliated limited partnership owned restaurants was \$515,000 and \$506,000 for the twenty six weeks ended March 30, 2013 and March 31, 2012, respectively, an increase of 1.78%. We anticipate that restaurant food sales will continue to increase throughout the balance of our fiscal year 2013 due to, primarily, the operation of the New Restaurant.



Index

**Restaurant Bar Sales.** Restaurant revenue generated from the sale of alcoholic beverages at restaurants (bar sales) totaled \$7,484,000 for the twenty six weeks ended March 30, 2013 as compared to \$6,615,000 for the twenty six weeks ended March 31, 2012. The increase in bar sales is due to sales at the New Restaurant (\$276,000 of revenue from bar sales during the twenty six weeks ended March 30, 2013). Without giving effect to the revenue from bar sales at the New Restaurant, for the twenty six weeks ended March 30, 2013, restaurant revenue generated from bar sales during the twenty six weeks ended March 30, 2013, would have increased \$593,000 or 8.96% to \$7,208,000 from \$6,615,000 for the twenty six weeks ended March 31, 2012. Comparable weekly bar sales (for restaurants open for all of the first and second quarters of our fiscal years 2013 and 2012, which consists of eight restaurants owned by us and eight restaurants owned by affiliated limited partnerships) was \$278,000 for the twenty six weeks ended March 30, 2013 and \$255,000 for the twenty six weeks ended March 31, 2012, an increase of 9.02%. Comparable weekly bar sales for Company owned restaurants was \$125,000 and \$115,000 for the twenty six weeks ended March 30, 2013 and March 31, 2012, respectively, an increase of 8.70%. Comparable weekly bar sales for affiliated limited partnership owned restaurants was \$153,000 and \$140,000 for the twenty six weeks ended March 30, 2013 and March 31, 2012, respectively, an increase of 9.29%. We anticipate that restaurant bar sales will continue to increase throughout the balance of our fiscal year 2013 due to, primarily, the operation of the New Restaurant.

**Package Store Sales.** Revenue generated from sales of liquor and related items at package stores (package store sales) totaled \$7,266,000 for the twenty six weeks ended March 30, 2013 as compared to \$7,357,000 for the twenty six weeks ended March 31, 2012, a decrease of \$91,000. The weekly average of same store package store sales, (which includes all nine (9) Company owned package liquor stores open for all of the first and second quarters of our fiscal years 2013 and 2012) was \$279,000 and \$283,000 for the twenty six weeks ended March 30, 2013 and March 31, 2012, respectively, a decrease of 1.41%. Package liquor store sales are expected to remain stable throughout the balance of our fiscal year 2013.

**Operating Costs and Expenses.** Operating costs and expenses, (consisting of cost of merchandise sold, payroll and related costs, occupancy costs and selling, general and administrative expenses), for the twenty six weeks ended March 30, 2013 increased \$2,030,000 or 5.37% to \$39,827,000 from \$37,797,000 for the twenty six weeks ended March 31, 2012. The increase was primarily due to the costs related to the New Restaurant and to an expected general increase in food costs, including an increase in the cost of poultry, offset by a decrease in the cost of ribs and actions taken by management to reduce and/or control costs and expenses. We anticipate that our operating costs and expenses will continue to increase through our fiscal year 2013 for the same reasons. Operating costs and expenses decreased as a percentage of total sales to approximately 95.13% for the twenty six weeks ended March 30, 2013 from 95.52% for the twenty six weeks ended March 31, 2012.

**Gross Profit.** Gross profit is calculated by subtracting the cost of merchandise sold from sales.

**Restaurant Food Sales and Bar Sales.** Gross profit for food and bar sales for the twenty six weeks ended March 30, 2013 increased to \$21,633,000 from \$20,364,000 for the twenty six weeks ended March 31, 2012. Our gross profit margin for food sales and bar sales (calculated as gross profit reflected as a percentage of food sales and bar sales), was 64.54% for the twenty six weeks ended March 30, 2013 and 65.03% for the twenty six weeks ended March 31, 2012. We anticipate that our gross profit for restaurant food and bar sales will decrease during the balance of our fiscal

year 2013 due to higher food costs, offset by a decrease in our cost of ribs during calendar year 2013.

Index

**Package Store Sales.** Gross profit for package store sales for the twenty six weeks ended March 30, 2013 decreased to \$2,133,000 from \$2,172,000 for the twenty six weeks ended March 31, 2012. Our gross profit margin, (calculated as gross profit reflected as a percentage of package store sales), was 29.36% for the twenty six weeks ended March 30, 2013 compared to 29.52% for the twenty six weeks ended March 31, 2012. We anticipate that the gross profit margin for package store sales will remain stable throughout the balance of our fiscal year 2013.

**Payroll and Related Costs.** Payroll and related costs for the twenty six weeks ended March 30, 2013, increased \$858,000 or 7.23% to \$12,731,000 from \$11,873,000 for the twenty six weeks ended March 31, 2012 due primarily to payroll and related costs associated with the New Restaurant. Payroll and related costs as a percentage of total sales was 30.41% for the twenty six weeks ended March 30, 2013 and 30.01% of total sales for the twenty six weeks ended March 31, 2012.

**Occupancy Costs.** Occupancy costs (consisting of rent, common area maintenance, repairs, real property taxes and amortization of leasehold purchases) for the twenty six weeks ended March 30, 2013 increased \$7,000 or 0.32% to \$2,176,000 from \$2,169,000 for the twenty six weeks ended March 31, 2012. Our occupancy costs increased primarily due to increasing percentage rents at various locations and due to our rental payments for the New Restaurant made for the entire second quarter of our fiscal year 2013 (as opposed to only paying the rent for the New Restaurant for part of the second quarter of our fiscal year 2012), offset in part by the elimination of rent from a limited partnership owned restaurant located in the shopping center in Miami, Florida which we purchased during the first quarter of our fiscal year 2012. We anticipate that our occupancy costs will remain stable throughout the balance of our fiscal year 2013 as rental payments for the New Restaurant will be offset by the elimination of rent as a result of our purchase of the building on November 30, 2011 where Store #70 is located and the termination of rent for the two parcels of real property contiguous to the real property we own where our combination package liquor store and restaurant located at 13205 Biscayne Boulevard, North Miami, Florida, (Store #20) operates and which we leased for non-exclusive parking.

**Selling, General and Administrative Expenses.** Selling, general and administrative expenses (consisting of general corporate expenses, including but not limited to advertising, insurance, professional costs, clerical and administrative overhead) for the twenty six weeks ended March 30, 2013 increased \$279,000 or 3.66% to \$7,900,000 from \$7,621,000 for the twenty six weeks ended March 31, 2012. Selling, general and administrative expenses decreased as a percentage of total sales for the twenty six weeks ended March 30, 2013 to 18.87% as compared to 19.26% for the twenty six weeks ended March 31, 2012. We anticipate that our selling, general and administrative expenses will increase throughout the balance of our fiscal year 2013 due primarily to the New Restaurant, as well as increases across all categories.

**Depreciation and Amortization.** Depreciation and amortization expense for the twenty six weeks ended March 30 2013 increased \$24,000 or 1.89% to \$1,293,000 from \$1,269,000 from the twenty six weeks ended March 31, 2012. As a percentage of total revenue, depreciation and amortization expense was 3.09% of revenue in the twenty six weeks ended March 30, 2013 and 3.21% of revenue in the twenty six weeks ended March 31, 2012.

**Interest Expense, Net.** Interest expense, net, for the twenty six weeks ended March 30, 2013 increased \$18,000 to \$412,000 from \$394,000 for the twenty six weeks ended March 31, 2012. Interest expense increased during the twenty six weeks ended March 30, 2013 primarily due (i) to the interest paid on a \$4.5 million mortgage loan, and a \$1.6 million term loan, the proceeds of both of which loans were used to purchase a shopping center located in Miami, Florida, for the entire twenty six weeks of our fiscal year 2013 as opposed to a part of the twenty six weeks of our fiscal year 2012; and (ii) to the interest paid on a \$1.95 million purchase money mortgage used to purchase two parcels of real property, one of which is contiguous to the real property we own where our combination package liquor store and restaurant located at 13205 Biscayne Boulevard, North Miami, Florida, (Store #20) operates and the other of which is contiguous thereto for part of the twenty six weeks of our fiscal year 2013 and which was not paid at all during the twenty six weeks of our fiscal year 2012, offset by (i) lower monthly installments of interest as a result of the re-financing of the mortgage loan (\$1,405,000) and the term loan (\$1,595,000) used to re-finance the property where our combination package liquor store and restaurant located at 4 N. Federal Highway, Hallandale, Florida, (Store #31) operates and (ii) the repayment of our term loan from July, 2010.

## Index

**Net Income.** Net income for the twenty six weeks ended March 30, 2013 increased \$251,000 or 29.70% to \$1,096,000 from \$845,000 for the twenty six weeks ended March 31, 2012. As a percentage of sales, net income for the twenty six weeks ended March 30, 2013 is 2.62%, as compared to 2.14% for the twenty six weeks ended March 31, 2012.

## **New Limited Partnership Restaurants**

As new restaurants open, our income from operations will be adversely affected due to our obligation to fund pre-opening costs, including but not limited to pre-opening rent for the new locations. During the second quarter of our fiscal year 2013, we did not have a new restaurant location in the development stage and did not recognize any pre-opening costs.

During the twenty six weeks ended March 30, 2013 and March 31, 2012, respectively, we recognized pre-opening rent expense in the approximate amount of \$62,000 and \$22,000 for the New Restaurant. We recognize rent expense on a straight line basis over the term of the lease.

During the twenty six weeks ended March 30, 2013 and March 31, 2012, respectively, the New Restaurant operated at a net loss of \$276,000 and \$30,000, respectively, primarily due to pre-opening costs, thus contributing to a reduction in the operating income for those periods.

We believe that our current cash on hand, together with our expected cash generated from operations will be sufficient to fund our operations and capital expenditures for at least the next twelve months.

## **Trends**

During the next twelve months, we expect that our restaurant food and bar sales will increase, but gross profit for restaurant food and bar sales will decrease due to higher food costs, including our cost of poultry, offset by a decrease in our cost of ribs during calendar year 2013. We anticipate that our package liquor store sales and gross profit margin for package liquor store sales will stabilize during our fiscal year 2013. We expect higher food costs and higher overall expenses to adversely affect our net income. We also plan to continue our increased advertising to attract and retain our customers against increased competition. With our recent menu price increases, we plan to limit further menu price increases as long as possible, but continue to face increased competition and expect higher food costs and higher overall expenses, which will adversely affect our net income. We may be required to raise menu prices wherever competitively possible.

We do not have a new restaurant in the development stage, but continue to search for new locations to open restaurants and thereby expand our business. Any new locations will likely be opened using our limited partnership ownership model.

We are not actively searching for locations for the operation of new package liquor stores, but if an appropriate location for a package liquor store becomes available, we will consider it.

Index**Liquidity and Capital Resources**

We fund our operations through cash from operations. As of March 30, 2013, we had cash of approximately \$6,445,000, a decrease of \$776,000 from our cash balance of \$7,221,000 as of September 29, 2012. The decrease in cash as of March 30, 2013 was primarily due to the payment for renovations at the New Restaurant. We believe that our current cash on hand and the expected cash from operations will be sufficient to fund our operations and capital expenditures for at least the next twelve months.

**Cash Flows**

The following table is a summary of our cash flows for the twenty six weeks ended March 30, 2013 and March 31, 2012.

	-----Twenty Six Weeks Ended-----	
	March 30, 2013	March 31, 2012
	(in Thousands)	
Net cash provided by operating activities	\$ 3,582	\$ 3,807
Net cash used in investing activities	(2,483 )	(1,097 )
Net cash used in financing activities	(1,875 )	(1,397 )
Net Increase (Decrease) in Cash and Cash Equivalents	(776 )	1,313
Cash and Cash Equivalents, Beginning	7,221	4,264
Cash and Cash Equivalents, Ending	\$ 6,445	\$ 5,577

We did not declare or pay a cash dividend on our capital stock in the twenty six weeks of our fiscal years 2013 or 2012. Any future determination to pay cash dividends will be at our Board's discretion and will depend upon our financial condition, operating results, capital requirements and such other factors as our Board deems relevant.

**Capital Expenditures**

In addition to using cash for our operating expenses, we use cash to fund the development and construction of new restaurants and to fund capitalized property improvements for our existing restaurants. We acquired property and equipment of \$4,668,000, (of which \$1,950,000 was financed and \$292,000 of deposits recorded in other assets as of

September 29, 2012), during the twenty six weeks ended March 30, 2013, which amount included \$1,280,000 for renovations at the New Restaurant and \$62,000 for one (1) limited partnership and one (1) Company owned restaurant. During the twenty six weeks ended March 31, 2012, we acquired property and equipment of \$7,072,000, (of which \$6,100,000 was financed and \$30,000 of deposits recorded in other assets as of October 1, 2011), which amount included \$112,000 for renovations to one (1) existing Company owned restaurant and one (1) limited partnership owned restaurant.

All of our owned units require periodic refurbishing in order to remain competitive. We anticipate the cost of this refurbishment in our fiscal year 2013 to be approximately \$850,000, of which \$62,000 has been spent through March 30, 2013.



Index**Long Term Debt**

As of March 30, 2013, we had long term debt of \$14,565,000, as compared to \$14,549,000 as of March 31, 2012, and \$13,418,000 as of September 29, 2012. As of March 30, 2013, we are in compliance with the covenants of all loans with our lender.

As of March 30, 2013, the aggregate principal balance owed from the financing of our property and general liability insurance policies is \$500,000.

**Purchase Commitments**

In order to fix the cost and ensure adequate supply of baby back ribs for our restaurants, on September 19, 2012, we entered into a purchase agreement with a new rib supplier, whereby we agreed to purchase approximately \$3,800,000 of baby back ribs during calendar year 2013 from this vendor at a fixed cost. While we anticipate purchasing all of our rib supply from this vendor, we believe there are several other alternative vendors available, if needed.

**Working Capital**

The table below summarizes the current assets, current liabilities, and working capital for our fiscal quarters ended March 30, 2013, March 31, 2012 and our fiscal year ended September 29, 2012.

<u>Item</u>	March 30, 2013 (in Thousands)	March 31, 2012	September 29, 2012
Current Assets	\$ 10,965	\$ 9,832	\$ 11,433
Current Liabilities	9,189	8,584	8,283
Working Capital	\$ 1,776	\$ 1,248	\$ 3,150

Our working capital as of March 30, 2013 increased by 42.31% from our working capital as of March 31, 2012 and decreased by 43.62% from our working capital as of September 29, 2012. During the first quarter of our fiscal year 2013, we acquired the two parcels of real property, one of which is contiguous to the real property we own where our combination package liquor store and restaurant located at 13205 Biscayne Boulevard, North Miami, Florida, (Store

#20) operates and the other of which is contiguous thereto for a purchase price of \$2,900,000, \$1,950,000 of which was financed by the seller pursuant to the \$1.95M Mortgage Loan and \$950,000 of which was expended by us as the cash required to close. The decrease in our working capital was also caused by our paying for renovations at the New Restaurant.

While there can be no assurance due to, among other things, unanticipated expenses or unanticipated decline in revenues, or both, we believe that positive cash flow from operations will adequately fund operations, debt reductions and planned capital expenditures throughout the balance of our fiscal year 2013.

### **Off-Balance Sheet Arrangements**

We do not have off-balance sheet arrangements.

### **Inflation**

The primary inflationary factors affecting our operations are food, beverage and labor costs. A large number of restaurant personnel are paid at rates based upon applicable minimum wage and increases in minimum wage directly affect labor costs. To date, inflation has not had a material impact on our operating results, but this circumstance may change in the future if food and fuel costs continue to rise.

Index

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK.

We do not ordinarily hold market risk sensitive instruments for trading purposes and as of March 30, 2013 held no equity securities.

**Interest Rate Risk**

As part of our ongoing operations, we are exposed to interest rate fluctuations on our borrowings. As more fully described in Note 9 “Fair Value Measurements of Financial Instruments” to the Consolidated Financial Statements included in “Item 8. Financial Statements and Supplementary Data” of our Annual Report on Form 10-K for our fiscal year ended September 29, 2012, we use interest rate swap agreements to manage these risks. These instruments are not used for speculative purposes but are used to modify variable rate obligations into fixed rate obligations.

At March 30, 2013, we had five variable rate debt instruments outstanding that are impacted by changes in interest rates. In July, 2010, we converted the amount outstanding on our line of credit (\$1,586,000) to a term loan (the “Term Loan”) and we also re-financed the mortgage loan encumbering our corporate offices (the “Refinanced Mortgage Loan”). In November, 2011, we financed our purchase of the real property and two building shopping center in Miami, Florida, with a \$4,500,000 mortgage loan (the “\$4.5M Mortgage Loan”), and received a \$1,600,000 term loan (the “\$1.6M Term Loan”) the proceeds of which were ultimately used to purchase the shopping center, while permitting us to retain our working capital and cash reserves. In January, 2013, we re-financed the mortgage loan encumbering the property where our combination package liquor store and restaurant located at 4 N. Federal Highway, Hallandale, Florida, (Store #31) operates, which mortgage loan is held by an unaffiliated third party lender (the “\$1.405M Loan”) and borrowed \$1,595,000 from a non affiliated third party lender, (the “\$1.595M Term Loan”), and used all of the net proceeds of this loan to re-finance the property where our combination package liquor store and restaurant located at 4 N. Federal Highway, Hallandale, Florida, (Store #31) operates.

As a means of managing our interest rate risk on these debt instruments, we entered into interest rate swap agreements with our unrelated third party lender to convert these variable rate debt obligations to fixed rates. We are currently party to the following five (5) interest rate swap agreements, having pre-paid one existing variable rate debt instrument that was impacted by changes in interest rates during the second quarter of our fiscal year 2013:

(i) One (1) interest rate swap agreement entered into in July, 2010 related to the Term Loan, (the “Term Loan Swap”), which converted the LIBOR based variable rate interest to a fixed rate. The Term Loan Swap required us to pay interest for a three (3) year period at a fixed rate of 4.55% on an initial amortizing notional principal amount of \$1,586,000, while receiving interest for the same period at the LIBOR Daily Floating Rate, plus 3.25%, on the same

amortizing notional principal amount. During the second quarter of our fiscal year 2013, the Term Loan was prepaid in full, which included a prepayment penalty of \$1,600 to terminate the swap agreement;

(ii) The second interest rate swap agreement entered into July, 2010 relates to the Refinanced Mortgage Loan (the "Mortgage Loan Swap"). The Mortgage Loan Swap requires us to pay interest for a seven (7) year period at a fixed rate of 5.11% on an initial amortizing notional principal amount of \$935,000, while receiving interest for the same period at LIBOR, Daily Floating Rate, plus 2.25%, on the same amortizing notional principal amount. Under this method of accounting, at March 30, 2013, we determined that based upon unadjusted quoted prices in active markets for similar assets or liabilities provided by our unrelated third party lender, the fair value of the Mortgage Loan Swap was not material;

Index

(iii) The third interest rate swap agreement entered into in November, 2011 by our wholly owned subsidiary, Flanigan's Calusa Center, LLC, relates to the \$4.5 Mortgage Loan (the "\$4.5M Mortgage Loan Swap"). The \$4.5M Mortgage Loan Swap requires us to pay interest for an eight (8) year period at a fixed rate of 4.51% on an initial amortizing notional principal amount of \$3,750,000, while receiving interest for the same period at LIBOR – 1 Month, plus 2.25%, on the same amortizing notional principal amount. We determined that at March 30, 2013, the interest rate swap agreement is an effective hedging agreement and the fair value was not material;

(iv) The fourth interest rate swap agreement entered into in November, 2011 relates to the \$1.6M Term Loan (the "\$1.6M Term Loan Swap"). The \$1.6M Term Loan Swap requires us to pay interest for a four (4) year period at a fixed rate of 3.43% on an initial amortizing notional principal amount of \$1,600,000, while receiving interest for the same period at LIBOR – 1 Month, plus 2.25%, on the same amortizing notional principal amount. We determined that at December 29, 2012, the interest rate swap agreement is an effective hedging agreement and the fair value was not material;

(v) The fifth interest rate swap agreement entered into in January, 2013 relates to the \$1.405M Loan (the "\$1.405M Term Loan Swap"). The \$1.405M Term Loan Swap requires us to pay interest for a twenty (20) year period at a fixed rate of 4.35% on an initial amortizing notional principal amount of \$1,405,000, while receiving interest for the same period at LIBOR – 1 Month, plus 2.25%, on the same amortizing notional principal amount. We determined that at March 30, 2013, the interest rate swap agreement is an effective hedging agreement and the fair value was not material; and

(vi) The sixth interest rate swap agreement entered into in January, 2013 relates to the \$1.595M Term Loan (the "\$1.595M Term Loan Swap"). The \$1.595M Term Loan Swap requires us to pay interest for a forty two (42) month period at a fixed rate of 4.00% on an initial amortizing notional principal amount of \$1,595,000, while receiving interest for the same period at LIBOR – 1 Month, plus 3.25%, on the same amortizing notional principal amount. We determined that at March 30, 2013, the interest rate swap agreement is an effective hedging agreement and the fair value was not material.

At March 30, 2013, our cash resources earn interest at variable rates. Accordingly, our return on these funds is affected by fluctuations in interest rates.

There is no assurance that interest rates will increase or decrease over our next fiscal year or that an increase will not have a material adverse effect on our operations.

ITEM 4. CONTROLS AND PROCEDURES

## **Evaluation of Disclosure Controls and Procedures**

Based on evaluations as of the end of the period covered by this report, our Chief Executive Officer and Chief Financial Officer, with the participation of our management team, have concluded that our disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) to the Securities Exchange Act of 1934, as amended (the “Exchange Act”)) were effective.

## **Management’s Assessment on Internal Control over Financial Reporting**

Our management is responsible for establishing and maintaining adequate internal control over financial reporting. Management, including our Chief Executive Officer and Chief Financial Officer, performed an evaluation of the effectiveness of the Company's internal control over financial reporting. Based on that evaluation, our Chief Executive Officer and Chief Financial Officer have concluded that as of March 30, 2013, our internal control over financial reporting was effective.

Index

**Limitations on the Effectiveness of Controls and Permitted Omission from Management's Assessment**

Our internal control over financial reporting is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. All internal control systems, no matter how well designed, have inherent limitations, including the possibility of human error and the circumvention or overriding of controls. Accordingly, even effective internal controls can only provide reasonable assurance with respect to financial statement preparation. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

**Changes in Internal Control Over Financial Reporting**

During the period covered by this report, we have not made any change to our internal control over financial reporting that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

**PART II. OTHER INFORMATION**

**ITEM 1. LEGAL PROCEEDINGS**

See "Litigation" on page 9 of this Report and Item 1 and Item 3 to Part 1 of the Annual Report on Form 10-K for the fiscal year ended September 29, 2012 for a discussion of other legal proceedings resolved in prior years.

**ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS**

**Purchase of Company Common Stock**

During the thirteen weeks ended March 30, 2013 and March 31, 2012, we did not purchase any shares of our common stock. As of March 30, 2013, we still have authority to purchase 66,214 shares of our common stock under the

discretionary plan approved by the Board of Directors on May 17, 2007.

## ITEM 6. EXHIBITS

The following exhibits are filed with this Report:

<u>Exhibit</u>	<u>Description</u>
31.1	Certification of Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
31.2	Certification of Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
32.1	Certification of Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
32.2	Certification of Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

List of XBRL documents as exhibits 101



Index

**SIGNATURES**

In accordance with the requirements of the Securities Exchange Act of 1934, the registrant caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

FLANIGAN'S ENTERPRISES, INC.

Date: May 14, 2013 /s/ James G. Flanigan  
JAMES G. FLANIGAN, Chief Executive Officer and President

/s/ Jeffrey D. Kastner  
JEFFREY D. KASTNER, Chief Financial Officer and Secretary  
(Principal Financial and Accounting Officer)