

MYR GROUP INC.  
Form 10-Q  
November 04, 2015

**UNITED STATES**

**SECURITIES AND EXCHANGE COMMISSION**

**Washington, D.C. 20549**

**FORM 10-Q**

**<sup>x</sup> QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE  
ACT OF 1934**

**For the quarterly period ended September 30, 2015**

**OR**

**<sup>o</sup> 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: 1-08325**

**MYR GROUP INC.**

(Exact name of registrant as specified in its charter)

**Delaware**

(State or other jurisdiction of  
incorporation or organization)

**36-3158643**

(I.R.S. Employer Identification No.)

**1701 Golf Road, Suite 3-1012**

**Rolling Meadows, IL**

(Address of principal executive offices) **60008**  
(Zip Code)

**(847) 290-1891**

(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 definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer  Accelerated filer   
Non-accelerated filer  Smaller reporting company   
(Do not check if a 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

As of October 23, 2015, there were 20,616,702 outstanding shares of the registrant's \$0.01 par value common stock.

## **WEBSITE ACCESS TO COMPANY'S REPORTS**

MYR Group Inc.'s internet website address is [www.myrgroup.com](http://www.myrgroup.com). Our annual reports on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K, and amendments to those reports filed or furnished pursuant to

Section 13(a) or 15(d) of the Securities Exchange Act of 1934 (the “Exchange Act”) will be available free of charge through our website as soon as reasonably practicable after they are electronically filed with, or furnished to, the Securities and Exchange Commission (“SEC”).

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Throughout this report, references to “MYR Group,” the “Company,” “we,” “us” and “our” refer to MYR Group Inc. and its consolidated subsidiaries, except as otherwise indicated or as the context otherwise requires.

**MYR GROUP INC.****CONSOLIDATED BALANCE SHEETS**

(In thousands, except share and per share data)	September 30, 2015 (unaudited)	December 31, 2014
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 30,429	\$ 77,636
Accounts receivable, net of allowances of \$386 and \$1,179, respectively	193,065	158,101
Costs and estimated earnings in excess of billings on uncompleted contracts	78,030	44,609
Deferred income tax assets	12,091	11,905
Receivable for insurance claims in excess of deductibles	11,391	12,311
Refundable income taxes	4,295	2,059
Other current assets	5,850	6,880
Total current assets	335,151	313,501
Property and equipment, net of accumulated depreciation of \$173,276 and \$147,956, respectively	164,894	148,654
Goodwill	48,667	46,599
Intangible assets, net of accumulated amortization of \$3,478 and \$3,227, respectively	9,614	9,865
Other assets	1,380	1,467
Total assets	\$ 559,706	\$ 520,086
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities:		
Accounts payable	\$ 82,486	\$ 62,247
Billings in excess of costs and estimated earnings on uncompleted contracts	45,690	38,121
Accrued self insurance	35,861	39,480
Other current liabilities	28,627	31,740
Total current liabilities	192,664	171,588
Deferred income tax liabilities	24,729	24,729
Other liabilities	1,059	1,216
Total liabilities	218,452	197,533
Commitments and contingencies		
Stockholders' equity:		
Preferred stock—\$0.01 par value per share; 4,000,000 authorized shares; none issued and outstanding at September 30, 2015 and December 31, 2014	—	—
Common stock—\$0.01 par value per share; 100,000,000 authorized shares; 20,804,768 and 20,791,623 shares issued and outstanding at September 30, 2015 and December 31, 2014, respectively	206	206
Additional paid-in capital	167,153	151,124

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Accumulated other comprehensive income	82	—
Retained earnings	173,813	171,223
Total stockholders' equity	341,254	322,553
Total liabilities and stockholders' equity	\$ 559,706	\$ 520,086

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

## MYR GROUP INC.

## UNAUDITED CONSOLIDATED STATEMENTS OF OPERATIONS AND COMPREHENSIVE INCOME

(In thousands, except per share data)	Three months ended		Nine months ended	
	September 30, 2015	2014	September 30, 2015	2014
Contract revenues	\$269,861	\$248,473	\$790,497	\$692,988
Contract costs	241,241	215,749	700,767	602,656
Gross profit	28,620	32,724	89,730	90,332
Selling, general and administrative expenses	18,974	19,282	56,513	54,267
Amortization of intangible assets	84	83	251	250
Gain on sale of property and equipment	(357 )	(48 )	(1,574 )	(119 )
Income from operations	9,919	13,407	34,540	35,934
Other income (expense)				
Interest income	8	57	23	90
Interest expense	(180 )	(179 )	(546 )	(534 )
Other, net	438	2	349	164
Income before provision for income taxes	10,185	13,287	34,366	35,654
Income tax expense	4,010	4,883	12,945	13,237
Net income	\$6,175	\$8,404	\$21,421	\$22,417
Income per common share:				
—Basic	\$0.30	\$0.40	\$1.03	\$1.06
—Diluted	\$0.29	\$0.39	\$1.01	\$1.03
Weighted average number of common shares and potential common shares outstanding:				
—Basic	20,788	20,988	20,662	21,040
—Diluted	21,214	21,521	21,113	21,536
Net income	\$6,175	\$8,404	\$21,421	\$22,417
Other comprehensive income:				
Foreign currency translation adjustment	50	—	69	—
Other comprehensive income	50	—	69	—
Total comprehensive income	\$6,225	\$8,404	\$21,490	\$22,417

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

**MYR GROUP INC.****UNAUDITED CONSOLIDATED STATEMENTS OF CASH FLOWS**

(In thousands)	<b>Nine months ended</b>	
	<b><u>September 30,</u></b>	
	2015	2014
Cash flows from operating activities:		
Net income	\$21,421	\$22,417
Adjustments to reconcile net income to net cash flows provided by operating activities —		
Depreciation and amortization of property and equipment	27,767	24,551
Amortization of intangible assets	251	250
Stock-based compensation expense	3,843	3,271
Deferred income taxes	(186 )	1,407
Gain on sale of property and equipment	(1,574 )	(119 )
Other non-cash items	175	95
Changes in operating assets and liabilities		
Accounts receivable, net	(24,301 )	13,062
Costs and estimated earnings in excess of billings on uncompleted contracts	(31,319 )	(20,859 )
Receivable for insurance claims in excess of deductibles	920	(484 )
Other assets	(1,234 )	2,439
Accounts payable	17,014	(11,162 )
Billings in excess of costs and estimated earnings on uncompleted contracts	6,079	(4,484 )
Accrued self insurance	(3,387 )	308
Other liabilities	(4,774 )	2,932
Net cash flows provided by operating activities	10,695	33,624
Cash flows from investing activities:		
Proceeds from sale of property and equipment	1,980	230
Cash paid for acquired business	(11,374 )	—
Purchases of property and equipment	(42,795 )	(35,992 )
Net cash flows used in investing activities	(52,189 )	(35,762 )
Cash flows from financing activities:		
Proceeds from exercise of stock options	1,823	450
Excess tax benefit from stock-based awards	1,676	390
Repurchase of common shares	(9,240 )	(10,585 )
Other financing activities	28	38
Net cash flows used in financing activities	(5,713 )	(9,707 )
Net decrease in cash and cash equivalents	(47,207 )	(11,845 )
Cash and cash equivalents:		
Beginning of period	77,636	76,454
End of period	\$30,429	\$64,609



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

**MYR GROUP INC.**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**(UNAUDITED)**

**1. Organization, Business and Basis of Presentation**

*Organization*

MYR Group Inc. (the “Company”) is a holding company of specialty electrical construction service providers that conducts operations through a number of wholly-owned subsidiaries including: The L. E. Myers Co., a Delaware corporation; Harlan Electric Company, a Michigan corporation; Great Southwestern Construction, Inc., a Colorado corporation; Sturgeon Electric Company, Inc., a Michigan corporation; E.S. Boulos Company, a Delaware corporation; MYR Transmission Services, Inc., a Delaware corporation; MYR Group Construction Canada, Ltd., a British Columbia corporation; MYR Transmission Services Canada, Ltd., a British Columbia corporation; and Northern Transmission Services, Ltd., a British Columbia corporation.

*Business*

The Company performs construction services in two business segments: Transmission and Distribution (“T&D”), and Commercial and Industrial (“C&I”). T&D customers include electric utilities, cooperatives, government-funded utilities and private developers. The Company provides a broad range of services, which include design, engineering, procurement, construction, upgrade, maintenance and repair services, with a particular focus on construction, maintenance and repair. The Company also provides C&I electrical contracting services to property owners and general contractors in the western and northeastern United States.

*Interim Consolidated Financial Information*

The accompanying unaudited consolidated financial statements of the Company have been prepared in accordance with accounting principles generally accepted in the United States of America (“U.S. GAAP”) for interim financial reporting and pursuant to the rules and regulations of the SEC. Certain information and footnote disclosures, normally included in annual financial statements prepared in accordance with U.S. GAAP, have been condensed or omitted pursuant to the rules and regulations of the SEC. The Company believes that the disclosures made are adequate to make the information presented not misleading. In the opinion of management all adjustments, consisting only of normal recurring adjustments, necessary to fairly state the financial position, results of operations, comprehensive income and cash flows with respect to the interim consolidated financial statements have been included. The consolidated balance sheet as of December 31, 2014 has been derived from the audited financial statements as of that date. The results of operations and comprehensive income are not necessarily indicative of the results for the full year or the results for any future periods. These financial statements should be read in conjunction with the audited financial statements and related notes for the year ended December 31, 2014, included in the Company’s annual report on Form 10-K, which was filed with the SEC on March 11, 2015.

### *Foreign Currency*

The functional currency for the Company’s Canadian operations is the Canadian dollar. Assets and liabilities denominated in Canadian dollars are translated into U.S. dollars at the end-of-period exchange rate. Revenues and expenses are translated using average exchange rates for the periods reported. Cumulative translation adjustments are included as a separate component of accumulated other comprehensive income in shareholders’ equity. Foreign currency transaction gains and losses, arising primarily from changes in exchange rates on foreign currency denominated balances, are recorded in the other, net line on the consolidated statements of operations.

### *Use of Estimates*

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, and revenues and expenses during the period reported. Actual results could differ from those estimates. The most significant estimates are related to the completion percentages on our contracts, insurance reserves, estimates surrounding stock-based compensation, the recoverability of goodwill and intangibles and accounts receivable reserves.

The percentage of completion method of accounting requires the Company to make estimates about the expected revenue and gross profit on each of its contracts in process. The estimates are reviewed and revised quarterly, as needed. During the three months ended September 30, 2015, changes in estimates pertaining to certain projects resulted in decreased consolidated gross margin of 0.5%. The Company's income from operations for the three months ended September 30, 2015 decreased \$1.3 million due to the changes in estimated gross profit. These changes in estimates resulted in decreases of \$0.8 million in net income or \$0.04 in diluted earnings per common share during the three months ended September 30, 2015. During the nine months ended September 30, 2015, changes in estimates pertaining to certain projects, the majority of which were transmission projects, resulted in increased consolidated gross margin of 0.5%. The Company's income from operations for the nine months ended September 30, 2015 increased \$3.5 million due to the changes in estimated gross profit. These changes in estimates resulted in increases of \$2.2 million in net income or \$0.10 in diluted earnings per common share during the nine months ended September 30, 2015. During the three and nine months ended September 30, 2014, changes in estimates pertaining to certain transmission projects, resulted in increased consolidated gross margin of 1.0% and 1.7%, respectively. The Company's income from operations for the three and nine months ended September 30, 2014 increased \$2.4 million and \$11.7 million, respectively, due to the changes in estimated gross profit. These changes in estimates resulted in increases of \$1.5 million and \$7.3 million, respectively, in net income or \$0.07 and \$0.34, respectively, in diluted earnings per common share during the three and nine months ended September 30, 2014.

### ***Recent Accounting Pronouncements***

Changes to U.S. GAAP are typically established by the Financial Accounting Standards Board ("FASB") in the form of accounting standards updates ("ASUs") to the FASB's Accounting Standards Codification ("ASC"). The Company considers the applicability and impact of all ASUs. The Company, based on its assessment, determined that any recently issued or proposed ASUs not listed below are either not applicable to the Company or adoption will have minimal impact on our consolidated financial statements.

### ***Recently Issued Accounting Pronouncements***

In September, 2015, the FASB issued ASU 2015-16 Business Combinations (Topic 805): Simplifying the Accounting for Measurement-Period Adjustments. The amendments in ASU 2015-16 simplify the accounting for adjustments to provisional amounts by eliminating the requirements to record those adjustments retrospectively. The update is effective for annual reporting periods, and interim periods within those reporting periods, beginning after December 15, 2015. Early adoption is permitted for financial statements that have not been issued. The Company elected to adopt ASU 2015-16 in September, 2015, which did not have a significant impact on the Company's financial statements.

In May 2014, the FASB issued ASU No. 2014-09, Revenue from Contracts with Customers (Topic 606). The amendments under this pronouncement may change how an entity recognizes revenue from contracts it enters to transfer goods, services or nonfinancial assets to its customers. These changes created a comprehensive framework for all entities in all industries to apply in the determination of when to recognize revenue, and, therefore, supersede virtually all existing revenue recognition requirements and guidance. This framework is expected to result in less complex guidance in application while providing a consistent and comparable methodology for revenue recognition. The core principle of the guidance is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. To achieve that core principle, an entity should apply the following steps: Step 1: Identify the contract(s) with the customer; Step 2: Identify the performance obligations in the contract; Step 3: Determine the transaction price; Step 4: Allocate the transaction price to the performance obligations in the contract; Step 5: Recognize revenue when, or as, the entity satisfies the performance obligations. In addition, the amendments require expanded disclosure to enable the users of the financial statements to understand the nature, timing and uncertainty of revenue and cash flow arising from contracts with customers. The update is effective for annual reporting periods, and interim periods within those reporting periods, beginning after December 15, 2016. On August 16, 2015, the FASB deferred the effective date by one year to December 15, 2017 for annual reporting periods beginning after that date, permitting early adoption of the standard, but not before the original effective date of December 15, 2016. The Company is evaluating the impact of this pronouncement on its policies and procedures pertaining to recognition of revenue from contracts with customers, the pronouncement's expanded disclosure requirements and the impact on the Company's financial statements.

## **2. Acquisitions**

On April 13, 2015, the Company acquired substantially all of the assets of E.S. Boulos Company ("ESB"), one of New England's largest and most experienced electrical contractors with over 95 years in operation, from a subsidiary of Eversource Energy. The total consideration paid was approximately \$11.4 million, subject to working capital adjustments, which was funded through existing cash resources of the Company. Headquartered in Westbrook, Maine, ESB offers construction capabilities under the Company's T&D segment, including substation, transmission and distribution construction. ESB also provides commercial and industrial electrical construction under the Company's C&I segment, including a wide range of commercial electrical construction services.

The results of operations for ESB are included in the Company's consolidated statement of operations and the T&D and C&I segments from the date of acquisition. The preliminary purchase price allocation is subject to final review and approval, and thus all required purchase accounting adjustments are expected to be finalized by the end of 2015. Costs of approximately \$0.4 million related to the acquisition were included in selling, general and administrative expenses in the consolidated statement of operations.

The following table summarizes the provisional fair values of the assets acquired and the liabilities assumed as of the date of acquisition:

	(as of acquisition date) April 13, 2015	Measurement Period Adjustments	(adjusted acquisition amounts as of) September 30, 2015
Total consideration	\$ 11,374	\$ —	\$ 11,374
Accounts receivable	\$ 10,662	\$ —	\$ 10,662
Costs and estimated earnings in excess of billings on uncompleted contracts	2,102	—	2,102
Other current assets	59	—	59
Property and equipment	1,778	252	2,030
Intangible assets	—	—	—
Accounts payable	(3,621)	) —	(3,621)
Billings in excess of costs and estimated earnings on uncompleted contracts	(1,490)	) —	(1,490)
Other current liabilities	(437)	) —	(437)
Net identifiable assets	9,053	252	9,305
Goodwill	\$ 2,321	\$ (252)	) \$ 2,069

Further adjustments are expected to the allocation as third party valuations of identifiable intangible assets, including trade names, customer relationships, and backlog are finalized, and as working capital adjustments are finalized. The goodwill to be recognized, which represents the excess of the purchase price over the net amount of the fair values assigned to assets acquired and liabilities assumed, is primarily attributable to the value of an assembled workforce. All of the goodwill and identifiable intangible assets are expected to be tax deductible per applicable IRS regulations.

### 3. Fair Value Measurements

The Company uses the three-tier hierarchy of fair value measurement, which prioritizes the inputs used in measuring fair value based upon their degree of availability in external active markets. These tiers include: Level 1 (the highest priority), defined as observable inputs, such as quoted prices in active markets; Level 2, defined as inputs other than quoted prices in active markets that are either directly or indirectly observable; and Level 3 (the lowest priority), defined as unobservable inputs in which little or no market data exists, therefore requiring an entity to develop its own assumptions.

As of September 30, 2015 and December 31, 2014, the carrying value of the Company's cash and cash equivalents approximated fair value based on Level 1 inputs.

#### 4. Contracts in Process

The net asset position for contracts in process consisted of the following:

(In thousands)	September 30, 2015	December 31, 2014
Costs and estimated earnings on uncompleted contracts	\$ 2,065,572	\$ 1,746,507
Less: Billings to date	2,033,232	1,740,019
	\$ 32,340	\$ 6,488

The net asset position for contracts in process included in the accompanying consolidated balance sheets was as follows:

(In thousands)	September 30, 2015	December 31, 2014
Costs and estimated earnings in excess of billings on uncompleted contracts	\$ 78,030	\$ 44,609
Billings in excess of costs and estimated earnings on uncompleted contracts	(45,690 )	(38,121 )
	\$ 32,340	\$ 6,488

## 5. Income Taxes

The difference between the U.S. federal statutory tax rate of 35% and the Company's effective tax rates for the three and nine months ended September 30, 2015 and 2014 was principally due to state income taxes.

The Company had unrecognized tax benefits of approximately \$0.7 million as of September 30, 2015 and December 31, 2014, which were included in other liabilities in the accompanying consolidated balance sheets.

The Company's policy is to recognize interest and penalties related to income tax liabilities as a component of income tax expense in the consolidated statements of operations. The amount of interest and penalties charged to income tax expense because of the unrecognized tax benefits was not material for the three and nine months ended September 30, 2015 and 2014.

The Company is subject to taxation in various jurisdictions. The Company's tax returns for 2012 through 2014 are currently under examination by U.S. federal authorities. The company's tax returns are subject to examination by various state authorities for the years 2011 through 2014.

## 6. Commitments and Contingencies

### *Letters of Credit*



As of September 30, 2015 and December 31, 2014, the Company had irrevocable standby letters of credit outstanding of approximately \$19.3 million, including \$17.5 million related to the Company's payment obligation under its insurance programs and approximately \$1.8 million related to contract performance obligations.

### ***Leases***

The Company leases real estate, construction equipment and office equipment under operating leases with remaining terms ranging from one to six years. As of September 30, 2015, future minimum lease payments for operating leases were as follows: \$0.4 million for the remainder of 2015, \$1.2 million for 2016, \$0.7 million for 2017, \$0.6 million for 2018, \$0.4 million for 2019 and \$0.2 million thereafter.

### ***Purchase Commitments***

As of September 30, 2015, the Company had approximately \$1.2 million in outstanding purchase orders for certain construction equipment, with cash outlay requirements scheduled to occur over the next three months.

### ***Insurance and Claims Accruals***

The Company carries insurance policies, which are subject to certain deductibles, for workers' compensation, general liability, automobile liability and other coverages. The deductible per occurrence for each line of coverage is up to \$1.0 million, except for certain of the Company's health benefit plans, which are subject to a \$0.1 million deductible for qualified individuals. Losses up to the deductible amounts are accrued based upon the Company's estimates of the ultimate liability for claims reported and an estimate of claims incurred but not yet reported.

The insurance and claims accruals are based on known facts, actuarial estimates and historical trends. While recorded accruals are based on the ultimate liability, which includes amounts in excess of the deductible, a corresponding receivable for amounts in excess of the deductible is included in current assets in the consolidated balance sheets.

### ***Performance and Payment Bonds***

In certain circumstances, the Company is required to provide performance and payment bonds in connection with its future performance on certain contractual commitments. The Company has indemnified its surety for any expenses paid out under these bonds. As of September 30, 2015, an aggregate of approximately \$969.9 million in original face amount of bonds issued by the surety were outstanding. Our estimated remaining cost to complete these bonded projects was approximately \$110.0 million as of September 30, 2015.

### ***Indemnities***

From time to time, pursuant to its service arrangements, the Company indemnifies its customers for claims related to the services it provides under those service arrangements. These indemnification obligations may subject the Company to indemnity claims and liabilities and related litigation. The Company is not aware of any material unrecorded liabilities for asserted claims in connection with these indemnification obligations.

### ***Multi-employer Pension Plans***

Many of the Company's subsidiaries' craft labor employees are covered by collective bargaining agreements. The agreements require the subsidiaries to pay specified wages, provide certain benefits and contribute certain amounts to multi-employer pension plans. If a subsidiary withdraws from any of the multi-employer pension plans or if the plans were to otherwise become underfunded, the subsidiary could be assessed liabilities for additional contributions related to the underfunding of these plans. Although the Company has been informed that some of the multi-employer pension plans to which its subsidiaries contribute have been classified as "critical" status, the Company is not currently aware of any significant liabilities related to this issue.

### ***Litigation and Other Legal Matters***

The Company is from time-to-time party to various lawsuits, claims, and other legal proceedings that arise in the ordinary course of business. These actions typically seek, among other things, compensation for alleged personal injury, breach of contract and/or property damages, punitive damages, civil penalties or other losses, or injunctive or declaratory relief.

The Company is routinely subject to other civil claims, litigation and arbitration, and regulatory investigations arising in the ordinary course of our business as well as in respect of our divested businesses. These claims, lawsuits and other proceedings include claims related to the Company's current services and operations, as well as our historic operations.

With respect to all such lawsuits, claims and proceedings, the Company records reserves when it is probable that a liability has been incurred and the amount of loss can be reasonably estimated. The Company does not believe that any of these proceedings, separately or in the aggregate, would be expected to have a material adverse effect on the Company's financial position, results of operations or cash flows.

## **7. Stock-Based Compensation**

The Company maintains two equity compensation plans under which stock-based compensation has been granted, the 2006 Stock Option Plan (the "2006 Plan") and the 2007 Long-Term Incentive Plan (as amended) (the "LTIP"). Upon the adoption of the LTIP in 2007, awards were no longer granted under the 2006 Plan. The LTIP provides for grants of (a) incentive stock options qualified as such under U.S. federal income tax laws, (b) stock options that do not qualify as incentive stock options, (c) stock appreciation rights, (d) restricted stock awards, (e) performance awards, (f) phantom stock, (g) stock bonuses, (h) dividend equivalents, and (i) any combination of such awards.

All awards were made with an exercise price or base price, as the case may be, that was not less than the fair market value per share on the grant date. The grant date fair value of restricted stock awards and performance share awards with performance conditions was equal to the closing market price of the Company's common stock on the date of grant. The grant date fair value of performance share awards with market conditions was measured using a Monte Carlo simulation model.

During the nine months ended September 30, 2015, plan participants exercised 248,919 options with a weighted average exercise price of \$7.32.

During the nine months ended September 30, 2015, the Company granted 74,375 shares of restricted stock, which vest ratably over three years, at a weighted average grant date fair value of \$30.00. Additionally, 82,959 shares of restricted stock vested during the nine months ended September 30, 2015, at a weighted average grant date fair value of \$21.80.

During the nine months ended September 30, 2015, the Company granted 3,804 shares of phantom stock units to its Canadian directors, at a weighted average grant date fair value of \$29.57. The phantom stock units will be settled in stock and will vest ratably over three years.

During the nine months ended September 30 2015, the Company granted 69,978 performance shares, at target, which cliff vest on December 31, 2017. The grant of performance shares was split evenly between performance metrics of return on invested capital (“ROIC”), an internal performance measure, and total shareholder return (“TSR”), a market performance measure.

ROIC is defined as net income, less any dividends, divided by stockholders’ equity plus net debt (total debt less cash and marketable securities) at the beginning of the performance period. The ROIC-based target shares awarded were valued at \$30.16, which represented the closing price of the Company’s stock on the date of grant, and ROIC is measured over a three-year performance period ending December 31, 2017.

TSR is defined as the change in the fair market value, adjusted for dividends, of a company’s stock. The TSR of the Company’s stock will be compared to the TSR of a peer group of companies defined at the time of the grant. The TSR awards are calculated using the average stock price of the 20 trading days prior to January 1, 2015 and compared to the average stock price of the 20 trading days prior to December 31, 2017. Because TSR is a market-based performance metric, the Company used a Monte Carlo simulation model to calculate the fair value of the grant, which resulted in a fair value of \$47.24 per share.

## **8. Segment Information**

MYR Group is a specialty contractor serving the electrical infrastructure market. The Company has two reporting segments, each a separate operating segment, which are referred to as T&D and C&I. Performance measurement and resource allocation for the reporting segments are based on many factors. The primary financial measures used to evaluate the segment information are contract revenues and income from operations, excluding general corporate expenses. General corporate expenses include corporate facility and staffing costs, which includes safety, professional fees, management fees, and intangible amortization. The accounting policies of the segments are the same as those described in the Summary of Significant Accounting Policies in the Company’s Annual Report on Form 10-K for the

year ended December 31, 2014.

*Transmission and Distribution:* The T&D segment provides a broad range of services on electric transmission and distribution networks and substation facilities, which include design, engineering, procurement, construction, upgrade, and maintenance and repair services, with a particular focus on construction, maintenance and repair. T&D services include the construction and maintenance of high voltage transmission lines, substations and lower voltage underground and overhead distribution systems. The T&D segment also provides emergency restoration services in response to hurricane, ice or other storm-related damage. T&D customers include electric utilities, cooperatives, government-funded utilities and private developers.

*Commercial and Industrial:* The C&I segment provides services such as the design, installation, maintenance and repair of commercial and industrial wiring, installation of traffic networks and the installation of bridge, roadway and tunnel lighting. Typical C&I contracts cover electrical contracting services for airports, hospitals, data centers, hotels, stadiums, convention centers, manufacturing plants, processing facilities, waste-water treatment facilities, mining facilities and transportation control and management systems. C&I segment services are generally in the western and northeastern United States.

The information in the following table was derived from internal financial reports used for corporate management purposes:

(In thousands)	Three months ended		Nine months ended	
	September 30,		September 30,	
	2015	2014	2015	2014
Contract revenues:				
T&D	\$203,864	\$179,960	\$593,670	\$508,385
C&I	65,997	68,513	196,827	184,603
	\$269,861	\$248,473	\$790,497	\$692,988
Income from operations:				
T&D	\$13,929	\$16,892	\$47,476	\$47,636
C&I	2,780	5,427	9,540	13,149
General Corporate	(6,790 )	(8,912 )	(22,476 )	(24,851 )
	\$9,919	\$13,407	\$34,540	\$35,934

For the three months and nine months ended September 30, 2015, contract revenues attributable to the Company's Canadian operations were \$0.3 million and \$0.6 million, respectively.

## 9. Earnings Per Share

The Company computes earnings per share using the two-class method, an earnings allocation formula that determines earnings per share for common stock and participating securities according to dividends declared and participation rights in undistributed earnings, when that method results in a more dilutive effect than the treasury method. The Company's unvested grants of restricted stock granted prior to 2014 contain non-forfeitable rights to dividends, should any be declared, and are treated as participating securities and included in the computation of earnings per share.

The restricted shares granted after 2013 contain a provision making the payment of dividends contingent upon vesting of the shares. These shares are not participating shares because any accumulated unvested dividends are forfeited, along with the shares, if the awards fail to vest. These non-participating shares are excluded from the computation of net income allocated to participating securities in the table below, but are included in the computation of weighted average dilutive securities, unless their inclusion would be anti-dilutive.

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Net income available to common shareholders and the weighted average number of common shares used to compute basic and diluted earnings per share was as follows:

(In thousands, except per share data)	Three months ended		Nine months ended	
	September 30,		September 30,	
	2015	2014	2015	2014
Numerator:				
Net income	\$ 6,175	\$ 8,404	\$ 21,421	\$ 22,417
Less: Net income allocated to participating securities	(25 )	(58 )	(103 )	(176 )
Net income available to common shareholders	\$ 6,150	\$ 8,346	\$ 21,318	\$ 22,241
Denominator:				
Weighted average common shares outstanding	20,788	20,988	20,662	21,040
Weighted average dilutive securities	426	533	451	496
Weighted average common shares outstanding, diluted	21,214	21,521	21,113	21,536
Income per common share, basic	\$ 0.30	\$ 0.40	\$ 1.03	\$ 1.06
Income per common share, diluted	\$ 0.29	\$ 0.39	\$ 1.01	\$ 1.03

For the three and nine month periods ended September 30, 2015 and 2014, certain common stock equivalents were excluded from the calculation of dilutive securities because their inclusion would either have been anti-dilutive or, for stock options, the exercise prices of those stock options were greater than the average market price of the Company's common stock for the period. All of the Company's non-participating unvested restricted shares were included in the computation of weighted average dilutive securities. The following table summarizes the shares of common stock underlying the Company's unvested stock options and performance awards that were excluded from the calculation of dilutive securities:

(In thousands)	Three months ended		Nine months ended	
	September 30, 2015	September 30, 2014	September 30, 2015	September 30, 2014
Stock options	4	103	2	104
Performance awards	35	—	35	84

### *Share Repurchases*

During the nine months ended September 30, 2015, the Company repurchased 374,963 shares of its common stock at a weighted-average price of \$26.88 per share; 327,232 of those shares were purchased under its stock repurchase program (the "Repurchase Program"), for approximately \$8.7 million, \$7.8 million of which had settled as of September 30, 2015. Additionally, the Company repurchased 47,731 shares of stock, for approximately \$1.4 million, from its employees to satisfy tax obligations on shares vested under the LTIP program. All of the shares repurchased were retired and returned to authorized but unissued stock.

On July 30, 2015, the Company's Board of Directors approved an amended Repurchase Program, which increased the program from \$25.0 million to \$42.5 million, and extended the term of the program through August 31, 2016. With the amendment, the remaining availability to purchase shares under the Repurchase Program increased to \$25.0 million, of which \$18.1 million was available for repurchase as of September 30, 2015.

## **10. Subsequent Event**

On October 19, 2015, the Company announced the appointment of Betty R. Johnson as the Company's Senior Vice President, Chief Financial Officer and Treasurer, effective as of that date. Ms. Johnson replaces Paul J. Evans, who previously served in the role of Vice President, Chief Financial Officer and Treasurer. The Company determined that this transition should be treated as a subsequent event, with the financial impact recorded in the fourth quarter of 2015. Pursuant to the terms of Mr. Evans' employment agreement, he is entitled to salary and benefits through his date of



termination, two times his annual salary, two times his annual bonus at target, and Company funded benefit continuation coverage for himself and eligible dependents for two years. Under the circumstances of Mr. Evans' departure, Mr. Evans' equity grant agreements provide for accelerated vesting of his unvested stock options and restricted stock awards. As a result, the Company will record approximately \$1.3 million of incremental expense in the fourth quarter of 2015. Additionally, Mr. Evans will be entitled to a pro-rated payout of unvested performance shares after the performance period ends. Future expense pertaining to the pro-rated payout will be adjusted quarterly based on forecasted performance.

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

*The following discussion should be read in conjunction with the accompanying unaudited consolidated financial statements as of September 30, 2015 and December 31, 2014, and for the three and nine months ended September 30, 2015 and 2014, and with our Annual Report on Form 10-K for the year ended December 31, 2014 (the "2014 Annual Report"). In addition to historical information, this discussion contains forward-looking statements that involve risks, uncertainties and assumptions that could cause actual results to differ materially from management's expectations. Factors that could cause such differences are discussed herein under the captions "Cautionary Statement Concerning Forward-Looking Statements and Information" and "Risk Factors," as well as in the 2014 Annual Report. We assume no obligation to update any of these forward-looking statements.*

### **Overview and Outlook**

We are a leading specialty contractor serving the electrical infrastructure market throughout the United States. We also have operations in parts of Canada. We manage and report our operations through two industry segments: T&D and C&I. We have operated in the T&D industry since 1891. We are one of the largest contractors servicing the T&D sector of the electric utility industry in the United States, and our customers include many of the leading companies in the electric industry. We provide C&I electrical contracting services to facility owners and general contractors generally in the western and northeastern United States. We have operated in the C&I industry since 1912. We strive to maintain our status as a preferred provider to our T&D and C&I customers.

We had consolidated revenues for the nine months ended September 30, 2015 of \$790.5 million, of which 75.1% was attributable to our T&D customers and 24.9% was attributable to our C&I customers. Our consolidated revenues for nine months ended September 30, 2014 were \$693.0 million. For the nine months ended September 30, 2015, our net income and EBITDA (1) were \$21.4 million and \$62.9 million, respectively, compared to \$22.4 million and \$60.9 million, respectively, for the nine months ended September 30, 2014. Our financial results for the nine months ended September 30, 2015 benefited from margin adjustments due to performance incentives, change orders and close-outs. It is unlikely that future periods will benefit to a similar extent from such favorable developments.

We expect bidding activity to remain strong in both our T&D and C&I segments for the remainder of 2015 and 2016. Although competition remains strong in our T&D segment, we expect that our centralized fleet and skilled workforce will continue to benefit us in securing and executing profitable projects. The sizes of the T&D projects we are currently performing are generally smaller and of shorter duration than those experienced a few years ago. These smaller, shorter duration projects often result in lower margins because of greater competition, reduced fleet utilization rates and the cost of transitioning from project to project. While the transmission projects being bid on this year represent a good mix of projects, including a number of larger, longer duration projects, there is often a

significant lag from when a project is awarded to when the revenues and costs are recognized. Several of the recently bid larger, longer-duration projects contain a higher percentage of material and subcontractor costs when compared to recent history and we typically add less mark-up to material and subcontractor costs in our bid estimates than the mark-up applied to our labor and owned equipment. This could lead to lower overall margins depending on our awarded portfolio of work. Additionally, competition, project execution, adverse weather and project delays, among other factors, have impacted our margins in the past and could affect our margins in the future. Spending by clients on their distribution systems appears to be generally improving; however, this business can be highly variable from quarter to quarter in response to weather, client budget constraints and regulatory pressures. Contract margins and fleet billing rates are generally lower in our distribution business than what we realize in our transmission business. The C&I segment continues to benefit from robust bidding activity and we continue to explore further expansion into new markets. The C&I segment, in part due to intense competition, has not provided overall contract margin opportunities comparable to our T&D segment.

Our future growth may be organic, or through acquisitions or joint ventures that could improve our competitive position within our existing markets, expand our customer base or expand our geographic footprint. On April 13, 2015, we acquired substantially all of the assets of ESB Company, which we expect will enhance our T&D presence in the northeast United States and further expand our C&I presence outside of our existing markets. In the second quarter of 2015, we were awarded our first project in Canada and have commenced work in Manitoba. We continue to review bidding opportunities in Canada and believe the economic environment in Canada could present favorable bidding opportunities for the remainder of 2015 and 2016. We continue to invest in developing key management and craft personnel in both our T&D and C&I markets and in procuring the specialty equipment and tooling needed to win and execute projects of all sizes and complexity. We ended the third quarter of 2015 with cash and cash equivalents of \$30.4 million, no outstanding debt and availability of \$155.7 million under our credit facility. We believe that our financial position and operational strengths will enable us to manage the current challenges and uncertainties in the markets we serve and give us the flexibility for further strategic investments.

(1) EBITDA is a non-GAAP measure. Refer to “Non-GAAP Measure—EBITDA” for a discussion of this measure.

## Backlog

We define backlog as our estimated revenue on uncompleted contracts, including the amount of revenue on contracts for which work has not begun, less the revenue we have recognized under such contracts. A customer's intention to award us work under a fixed-price contract is not included in backlog unless there is an actual award to perform a specific scope of work at specific terms and pricing. For many of our unit-price, time-and-equipment, time-and-materials and cost plus contracts, we only include projected revenue for a three-month period in the calculation of backlog, although these types of contracts are generally awarded as part of master service agreements that typically have a one-year to three-year duration from execution. Backlog may not accurately represent the revenues that we expect to realize during any particular period. Several factors such as the timing of contract awards, the type and duration of contracts, and the mix of subcontractor and material costs in our projects can impact our backlog at any point in time. Some of our revenue does not appear in our periodic backlog reporting because the award of the project, as well as the execution of the work, may all take place within the period. Our backlog only includes projects that have a signed contract or an agreed upon work order to perform work on mutually accepted terms and conditions. Backlog should not be relied upon as a stand-alone indicator of future events.

Our backlog was \$425.1 million at September 30, 2015 compared to \$410.7 million at June 30, 2015 and \$409.0 million at September 30, 2014. Our backlog at September 30, 2015 increased \$14.4 million or 3.5% from June 30, 2015. Backlog in the T&D segment increased \$19.8 million and C&I backlog decreased \$5.4 million compared to June 30, 2015.

The following table summarizes that amount of our backlog that we believe to be firm as of the dates shown and the amount of our current backlog that we reasonably estimate will not be recognized within the next twelve months:

(In thousands)	Backlog at September 30, 2015		
	Total	Amount estimated to not be recognized within 12 months	Total backlog at December 31, 2014
T&D	\$ 295,626	\$ 23,149	\$ 320,435
C&I	129,503	3,447	113,206
Total	\$ 425,129	\$ 26,596	\$ 433,641

## Project Bonding Requirements

A substantial portion of our business requires performance and payment bonds or other means of financial assurance to secure contractual performance. These bonds are typically issued at the face value of the contract awarded. If we fail to perform or pay our subcontractors or vendors, the customer may demand that the surety provide services or make payments under the bond. In such a case, we would likely be required to reimburse the surety for any expenses or outlays it incurs. To date, we have not been required to make any reimbursements to our surety for claims against the surety bonds. As of September 30, 2015, we had approximately \$969.9 million in original face amount of surety bonds outstanding. Our estimated remaining cost to complete these bonded projects was approximately \$110.0 million as of September 30, 2015.

**Consolidated Results of Operations**

The following table sets forth selected consolidated statements of operations data and such data as a percentage of revenues for the periods indicated:

(Dollars in thousands)	Three months ended September 30,				Nine months ended September 30,			
	2015		2014		2015		2014	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Contract revenues	\$269,861	100.0 %	\$248,473	100.0 %	\$790,497	100.0 %	\$692,988	100.0 %
Contract costs	241,241	89.4	215,749	86.8	700,767	88.6	602,656	87.0
Gross profit	28,620	10.6	32,724	13.2	89,730	11.4	90,332	13.0
Selling, general and administrative expenses	18,974	7.0	19,282	7.8	56,513	7.2	54,267	7.8
Amortization of intangible assets	84	—	83	—	251	—	250	—
Gain on sale of property and equipment	(357 )	(0.1 )	(48 )	—	(1,574 )	(0.2 )	(119 )	—
Income from operations	9,919	3.7	13,407	5.4	34,540	4.4	35,934	5.2
Other income (expense)								
Interest income	8	—	57	—	23	—	90	—
Interest expense	(180 )	(0.1 )	(179 )	(0.1 )	(546 )	(0.1 )	(534 )	(0.1 )
Other, net	438	0.2	2	—	349	—	164	—
Income before provision for income taxes	10,185	3.8	13,287	5.3	34,366	4.3	35,654	5.1
Income tax expense	4,010	1.5	4,883	1.9	12,945	1.6	13,237	1.9
Net income	\$6,175	2.3 %	\$8,404	3.4 %	\$21,421	2.7 %	\$22,417	3.2 %

**Three Months Ended September 30, 2015 Compared to Three Months Ended September 30, 2014**

*Revenues.* Revenues increased \$21.4 million, or 8.6%, to \$269.9 million for the three months ended September 30, 2015 from \$248.5 million for the three months ended September 30, 2014. The increase was primarily due to higher T&D revenues from jobs of all sizes and the acquisition of ESB. Material and subcontractor costs comprised approximately 31% and 36% of total contract costs in the three months ended September 30, 2015 and 2014, respectively.

*Gross margin.* Gross margin decreased to 10.6% for the three months ended September 30, 2015 from 13.2% for the three months ended September 30, 2014. The year-over-year decline in gross margin was primarily due to lower bid margins caused by increased competition in many of our markets, an increase in shorter duration jobs (which affects fleet utilization, labor productivity and mobilization and demobilization costs) and certain underperforming jobs. Underperforming jobs include labor productivity below previous estimates as a result of excessive labor turnover and rework on certain jobs. Changes in estimates of gross profit on certain projects resulted in a gross margin decrease of 0.5% and an increase of 1.0% for the three months ended September 30, 2015 and 2014, respectively.

*Gross profit.* Gross profit decreased \$4.1 million, or 12.5%, to \$28.6 million for the three months ended September 30, 2015 from \$32.7 million for the three months ended September 30, 2014, due to lower overall gross margin, partially offset by higher revenue.

*Selling, general and administrative expenses.* Selling, general and administrative expenses, which were \$19.0 million for the three months ended September 30, 2015, decreased \$0.3 million from \$19.3 million for the three months ended September 30, 2014. The year-over-year decrease was due to lower bonus and profit sharing costs, partially offset by higher personnel costs to support operations. As a percentage of revenues, selling, general and administrative expenses decreased to 7.0% for the three months ended September 30, 2015 from 7.8% for the three months ended September 30, 2014.

*Gain on sale of property and equipment.* Gains from the sale of property and equipment in the three months ended September 30, 2015 were \$0.4 million. There were no significant gains on the sale of property and equipment in the three months ended September 30, 2014. Gains from the sale of property and equipment are attributable to routine sales of property and equipment no longer useful or valuable to our ongoing operations.

*Interest expense.* Interest expense was \$0.2 million for the three month periods ended September 30, 2015 and 2014.

*Provision for income taxes.* The provision for income taxes was \$4.0 million for the three months ended September 30, 2015, with an effective tax rate of 39.4%, compared to a provision of \$4.9 million for the three months ended September 30, 2014, with an effective tax rate of 36.8%. The increase in the effective rate was primarily caused by the year to date impact of lower domestic activities deductions and changes in the mix of business between states.

*Net income.* Net income decreased to \$6.2 million for the three months ended September 30, 2015 from \$8.4 million for the three months ended September 30, 2014. The decrease was primarily for the reasons stated earlier.

## Segment Results

The following table sets forth, for the periods indicated, statements of operations data by segment, segment net sales as percentage of total net sales and segment operating income as a percentage of segment net sales:

(Dollars in thousands)	Three months ended September 30,				
	2015		2014		
	Amount	Percent	Amount	Percent	
Contract revenues:					
Transmission & Distribution	\$203,864	75.5	% \$179,960	72.4	%
Commercial & Industrial	65,997	24.5	68,513	27.6	
Total	\$269,861	100.0	\$248,473	100.0	
Operating income (loss):					
Transmission & Distribution	\$13,929	6.8	\$16,892	9.4	
Commercial & Industrial	2,780	4.2	5,427	7.9	
Total	16,709	6.2	22,319	9.0	
Corporate	(6,790 )	(2.5 )	(8,912 )	(3.6 )	
Consolidated	\$9,919	3.7	% \$13,407	5.4	%

### *Transmission & Distribution*

Revenues for our T&D segment for the three months ended September 30, 2015 were \$203.9 million compared to \$180.0 million for the three months ended September 30, 2014, an increase of \$23.9 million, or 13.3%. The increase in revenue was primarily due to an increase in the number of jobs of all sizes. Material and subcontractor costs in our T&D segment comprised approximately 25% of total contract costs in the three months ended September 30, 2015, compared to approximately 34% in the three months ended September 30, 2014.



Revenues from transmission projects represented 70.9% and 75.2% of T&D segment revenue for the three months ended September 30, 2015 and 2014, respectively. Additionally, for the three months ended September 30, 2015, measured by revenue in our T&D segment, we provided 46.6% of our T&D services under fixed-price contracts, as compared to 51.2% for the three months ended September 30, 2014.

Operating income for our T&D segment for the three months ended September 30, 2015 was \$13.9 million, a decrease of \$3.0 million from the three months ended September 30, 2014. The year-over-year decline in operating income compared to the three months ended September 2014 was due primarily to lower bid margins caused by increased competition in many of our markets, an increase in the number of shorter duration projects (which affects fleet utilization, labor productivity and mobilization and demobilization costs), certain underperforming jobs due to labor productivity below previous estimates, and incremental costs associated with expansion into new geographic markets, partially offset by higher revenue and a decrease in the number of projects with a lower mix of material and subcontractor costs (which tend to have lower margins than self-performed work). As a percentage of revenues, operating income for our T&D segment was 6.8% for the three months ended September 30, 2015 compared to 9.4% for the three months ended September 30, 2014.

#### *Commercial & Industrial*

Revenues for our C&I segment for the three months ended September 30, 2015 were \$66.0 million compared to \$68.5 million for the three months ended September 30, 2014, a decrease of \$2.5 million or 3.7%, due primarily to lower revenue from large jobs, partially offset by the acquisition of ESB. Material and subcontractor costs in our C&I segment comprised approximately 49% of total contract costs in the three months ended September 30, 2015, compared to approximately 42% in the three months ended September 30, 2014.

Measured by revenue in our C&I segment, we provided 69.2% of our services under fixed-price contracts for the three months ended September 30, 2015, compared to 39.2% in the three months ended September 30, 2014.

Operating income for our C&I segment for the three months ended September 30, 2015 was \$2.8 million, a decrease of \$2.6 million over the three months ended September 30, 2014. The year-over-year decline in operating income compared to the three months ended September 30, 2014 was primarily attributable to lower bid margins caused by increased competition in many of our markets, certain underperforming jobs due to labor productivity below previous estimates as a result of excessive labor turnover and rework, and lower revenue. As a percentage of revenues, operating income for our C&I segment was 4.2% for the three months ended September 30, 2015 compared to 7.9% for the three months ended September 30, 2014.

#### **Nine Months Ended September 30, 2015 Compared to Nine Months Ended September 30, 2014**

*Revenues.* Revenues increased \$97.5 million, or 14.1%, to \$790.5 million for the nine months ended September 30, 2015 from \$693.0 million for the nine months ended September 30, 2014. The increase was primarily due to higher T&D revenues from jobs of all sizes and the acquisition of ESB. Material and subcontractor costs comprised approximately 30% and 31% of total contract costs in the nine months ended September 30, 2015 and 2014, respectively.

*Gross margin.* Gross margin decreased to 11.4% for the nine months ended September 30, 2015 from 13.0% for the nine months ended September 30, 2014. The year-over-year decline in gross margin was primarily due to lower bid margins caused by increased competition in many of our markets, an increase in the number of shorter duration projects (which affects fleet utilization, labor productivity and mobilization and demobilization costs) and certain underperforming jobs. Underperforming jobs include labor productivity below previous estimates as a result of excessive labor turnover and rework on certain jobs. Changes in estimates of gross profit on certain projects resulted in gross margin increases of 0.5% and 1.7% for the nine months ended September 30, 2015 and 2014, respectively.

*Gross profit.* Gross profit decreased \$0.6 million, or 0.7%, to \$89.7 million for the nine months ended September 30, 2015 from \$90.3 million for the nine months ended September 30, 2014, primarily due to lower gross margin partially offset by higher revenues.

*Selling, general and administrative expenses.* Selling, general and administrative expenses, which were \$56.5 million for the nine months ended September 30, 2015, increased \$2.2 million from \$54.3 million for the nine months ended September 30, 2014. The increase in selling, general and administrative expenses for the nine months ended September 30, 2015 as compared to the nine months ended September 30, 2014 was primarily due to higher personnel

costs to support operations and ESB acquisition costs, partially offset by lower bonus and profit sharing costs. As a percentage of revenues, selling, general and administrative expenses decreased to 7.2% for the nine months ended September 30, 2015 from 7.8% for the nine months ended September 30, 2014.

*Gain on sale of property and equipment.* Gains from the sale of property and equipment in the nine months ended September 30, 2015 were \$1.6 million compared to \$0.1 million in the nine months ended September 30, 2014. Gains from the sale of property and equipment are attributable to routine sales of property and equipment no longer useful or valuable to our ongoing operations.

*Interest expense.* Interest expense was \$0.5 million for both of the nine month periods ended September 30, 2015 and 2014.

*Provision for income taxes.* The provision for income taxes was \$12.9 million for the nine months ended September 30, 2015, with an effective tax rate of 37.7%, compared to a provision of \$13.2 million for the nine months ended September 30, 2014, with an effective tax rate of 37.1%. The increase in the effective rate was primarily caused by lower domestic activities deductions and changes in the mix of business between states.

*Net income.* Net income decreased to \$21.4 million for the nine months ended September 30, 2015 from \$22.4 million for the nine months ended September 30, 2014. The decrease was primarily for the reasons stated earlier.

**Segment Results**