**Annual Report** 

For the Fiscal Year Ended December 31, 2016



## ANNUAL REPORT FOR THE FISCAL YEAR ENDED DECEMBER 31, 2016

## PARAGON TECHNOLOGIES, INC.

101 Larry Holmes Drive, Suite 500 Easton, PA 18042 Telephone: 610-252-3205 Fax: 610-252-3102

I.R.S. Employer Identification No.

**CUSIP No.** 

22-1643428

69912T108

## **ISSUER'S EQUITY SECURITIES**

**COMMON STOCK** 

\$1.00 Par Value

20,000,000 Common Shares Authorized

1,684,745 Shares Issued and Outstanding as of the Filing of this Annual Report

## **Annual Report**

For the Period Ended December 31, 2016

## 1) Name of the Issuer and its predecessors (if any):

The name of the issuer is Paragon Technologies, Inc. ("Paragon" or the "Company").

## 2) Address of the Issuer's principal executive offices:

#### Company Headquarters

Paragon Technologies, Inc.

101 Larry Holmes Drive, Suite 500

Easton, PA 18042

Phone: (610) 252-3205
E-Mail: info@pgntgroup.com
Website(s): www.pgntgroup.com

## IR Contact

Paragon Technologies, Inc.

101 Larry Holmes Drive, Suite 500

Easton, PA 18042

Phone: (706) 549-7141
E-Mail: <u>ir@pgntgroup.com</u>
Website(s): <u>www.pgntgroup.com</u>

## 3) Security Information:

Trading Symbol: PGNT

Exact title and class of securities outstanding: Common Stock

CUSIP: 69912T108 Par Value: \$1.00 per share

Total shares authorized: 20,000,000 Total shares outstanding: 1,684,745

#### Transfer Agent

American Stock Transfer & Trust Company

6201 15th Avenue Brooklyn, NY 11219 Phone: (718) 921-8206

Is the Transfer Agent registered under the Exchange Act: Yes: ☑ No: □

List any restrictions on the transfer of security:

None

Describe any trading suspension orders issued by the SEC in the past 12 months:

None

List any stock split, stock dividend, recapitalization, merger, acquisition, spin-off, or reorganization either currently anticipated or that occurred within the past 12 months.

On October 17, 2016, Ark Investments, LLC was formed as a wholly owned subsidiary of Paragon Technologies, Inc. and had no activity during the year ended December 31, 2016. On March 1, 2017, Ark Investments, LLC acquired SED International de Colombia, S.A.S. (SEDC), a Colombian based company, for a purchase price of \$1,395,000. SEDC distributes computer and technology systems in Colombia and Latin America. The Company purchased all the outstanding capital stock with cash. There is a minority interest in SEDC of (twenty) 20 percent owned by EI-Gibhor International LLC.

## **Annual Report**

For the Period Ended December 31, 2016

## 3) Security Information: (Continued)

Events and transactions for items that should potentially be recognized or disclosed in these financial statements occurring subsequent to the balance sheet date of December 31, 2016 have been evaluated through March 31, 2017, the date which these financial statements were available to be issued.

## 4) Issuance History:

Not Applicable.

## 5) Financial Statements:

The financial statements for the fiscal year ended December 31, 2016 are incorporated by reference and can be found at the end of this Annual Report. The financial statements as of and for the fiscal year ended December 31, 2016 include: (1) consolidated balance sheets, (2) consolidated statements of operations, (3) consolidated statements of comprehensive income (loss), (4) consolidated statements of stockholders' equity, (5) consolidated statements of cash flows, (6) notes to consolidated financial statements, and (7) the independent auditors report.

## 6) Describe the Issuer's Business, Products, and Services:

Describe the issuer's business so a potential investor can clearly understand the company. In answering this item, please include the following:

## A. Description of the issuer's business operations:

## <u>Business</u>

Paragon Technologies, Inc. ("Paragon" or the "Company"), based out of Easton, Pennsylvania, provides a variety of material handling solutions, including systems, technologies, products, and services for material flow applications through its wholly owned subsidiary, SI Systems, LLC ("SI Systems"). SI Systems' capabilities include horizontal conveyance and transportation, rapid dispensing for order fulfillment, automatic document inserting system, a full suite of high performance Warehouse Execution Systems (WES), Warehouse Management Systems (WMS) and Warehouse Control Systems (WCS) software systems and aftermarket services.

SI Systems' automated material handling systems are used by manufacturing, assembly, order fulfillment, and distribution center operations customers located primarily in North America, including the U.S. government. SI Systems' branded products are utilized to automate the movement or selection of products and are often integrated with other automated equipment such as pick to light devices, conveyors and robots. SI Systems is brought to market as two individual brands, SI Systems' Dispensing and Towline.

The Dispensing business focuses on providing order fulfillment systems to distribution operations, including Dispen-SI-matic<sup>®</sup>, Mobile-Matic<sup>®</sup> (a patented product), Doc-U-spense<sup>™</sup> automatic document inserting system and our full suite of Warehouse Execution Systems, Warehouse Management Systems and Warehouse Control Systems software solutions with our SI-IWS<sup>™</sup> product. These systems are sold primarily through a nationwide network of authorized material handling integrators, dealers and direct to major OEM, end users and 3PL accounts.

The Towline business focuses on providing automated material handling systems to manufacturing, assembly and distribution operations via our Lo-Tow® Towline horizontal conveyance and transportation technologies. These systems are sold primarily to end users.

## **Annual Report**

For the Period Ended December 31, 2016

## 6) Describe the Issuer's Business, Products, and Services: (Continued)

## **Business** (Continued)

SI Systems' automated material handling systems are marketed, designed, sold, installed, and serviced by its own staff or subcontractors as labor-saving devices to improve productivity, quality, and reduce labor and costs. SI Systems' integrated material handling solutions involve both standard and specially designed components and include integration of non-proprietary automated handling technologies to provide turnkey solutions for its customers' unique material handling needs. SI Systems' engineering staff develops and designs computer control programs required for the efficient operation of the systems and for optimizing manufacturing, assembly, and fulfillment operations.

SI Systems' business is largely dependent upon a limited number of large contracts with a limited number of customers. This dependence can cause unexpected fluctuations in sales volume. Various external factors affect the customers' decision-making process on expanding or upgrading their current production or distribution sites. Customer's timing and placement of new orders is often affected by factors such as the current economy, current interest rates, and future expectations. SI Systems believes that its business is not subject to seasonality, although the rate of new orders can vary substantially from month to month. Since the Company recognizes sales on a percentage of completion basis for its systems contracts, fluctuations in SI Systems' sales and earnings occur with increases or decreases in major installations.

Paragon also invests in businesses and securities under the Investment Management Policy. The Investment Management Policy sets forth the parameters under which a portion of Paragon's cash balance may be invested in marketable securities, including U.S. Treasuries, equities of publicly traded companies, bonds, money market instruments and other securities. Investment decisions under the Investment Management Policy are made by Hesham Gad, Chairman and Chief Executive Officer. The Investment Management Policy sets forth restrictions on the investment of Paragon's funds, including an aggregate limit on Paragon's cash balance that is made available for investment, limits on the amount that may be invested in any single equity or fixed income position or certain categories of securities, prohibition of short-selling, margin trading and the use of leverage, requirements for the management of the investment account, and other Board-approval requirements.

## B. Date and State (or Jurisdiction) of Incorporation:

The Company was originally incorporated in Pennsylvania on June 18, 1958 as SI Handling Systems, Inc.

On April 5, 2000, SI Handling Systems, Inc. changed its name to Paragon Technologies, Inc.

The Company changed its state of incorporation from Pennsylvania to Delaware on November 21, 2001.

## C. The issuer's primary and secondary SIC Codes:

Primary SIC Code: 3530 Secondary SIC Code: N/A

## D. The issuer's fiscal year end date:

The Company's fiscal year end is December 31.

## **Annual Report**

For the Period Ended December 31, 2016

## 6) Describe the Issuer's Business, Products, and Services: (Continued)

## E. Principal products or services, and their markets:

## SI Systems' Branded Products

SI Systems' branded products encompass the horizontal conveyance and transport and order fulfillment families of products.

## **Horizontal Conveyance and Transport**

Lo-Tow® Lo-Tow® is an in-floor towline conveyor system. These conveyor systems are utilized in the automation of manufacturing, assembly and unit load handling in distribution environments. Industries served include the automotive, recreational and utility vehicle, distribution centers, radiation chambers, engine assembly, truck assembly, construction vehicles, newspaper facilities, farm machinery, and the U.S. government, primarily the United States Postal Service and the Defense Logistics Agency. This simple, yet reliable component design allows for a variety of configurations well suited for numerous applications. It provides reliable and efficient transportation for unit loads and carts of all types in progressive assembly or distribution applications. Because SI Systems' Lo-Tow® tow chain used with the system operates at a minimal depth, systems can be installed in existing one-story and multi-story buildings as well as newly constructed facilities. Controls sophistication varies depending upon the application. More complex systems include programmable logic controllers ("PLCs"), personal computers for data collection and operator interface, radio frequency identification and communication, bar code identification, and customer host computer communication interface. The Company believes that SI Systems is the largest supplier of in-floor towline systems in the United States.

## Order Fulfillment Systems

## Dispen-SI-matic®, Mobile-Matic™, Doc-U-spense™, SI-IWS™

Dispen-SI-matic® and SI-IWS™ offer ideal solutions for increasing efficiencies, labor-intensive processes, and long-time deliveries where a high volume of orders must be fulfilled in a time sensitive nature. Industries served include e-commerce and omni-channel retailers, pharmaceutical, entertainment, vision, nutritional supplements, electronics, health and beauty aids, cosmetics, jewelry and an assortment of other various industries.

SI Systems' branded products include a variety of Dispen-SI-matic<sup>®</sup> A-Frame models for automated order fulfillment where volume, speed, accuracy, and efficiency are of the essence. The Pick-to-Belt, Pick-to-Tote and Pick-to-Bucket are solutions that provide ultra-high throughput for split case order fulfillment. Additionally, the Dispen-SI-matic<sup>®</sup> A-Frame monitors the dispensing of inventory into totes or cartons thus achieving a high degree of accuracy and efficiency in order fulfillment.

Mobile-Matic™ portable A-Frame was introduced to the market in the fourth quarter of 2010 to target a wider base of potential customers. Mobile-Matic™, a mobile version of the Dispen-SI-matic® with fewer channels, is scalable and automatically dispenses product directly into cartons or totes being transported on an adjacent conveyor or directly onto an adjacent conveyor to feed downstream operations.

Doc-U-spense™ document inserter is a new product introduced in 2016 based on Mobile-Matic technology. The Doc-U-spense system is a very economical and intelligent pre-printed document inserter system. Designed primarily for distribution centers, the automated system allows order fulfillment operations to place a large number of flyers, coupons, instructions and other documents into open orders without the labor and associated costs.

## **Annual Report**

For the Period Ended December 31, 2016

## 6) Describe the Issuer's Business, Products, and Services: (Continued)

## **Order Fulfillment Systems** (Continued)

Our Warehouse suite of software (SI-IWS<sup>TM</sup>) is founded on industry standard Microsoft technologies. The modular architecture utilizes the latest object-oriented design techniques and methodologies to ensure the best possible reliability and maintainability. Our scalable product line deploys on a Windows based system utilizing client-server technology capable of enterprise-level inventory control and order fulfillment applications. We have designed our runtime environment around the most popular platform utilized today for scalable information systems. Microsoft Windows workstations utilize Open Database Connectivity (ODBC) to interact with a Microsoft SQL Server database. The baseline system is hosted on a Windows server. The SI-IWS<sup>TM</sup> family of warehouse control applications work in concert on client workstations to collectively create a scalable distributed processing system capable of managing a wide variety of concurrent tasks. Selective tasks have been designed to take advantage of Microsoft Windows native connectivity capabilities to import order fulfillment and warehouse maintenance demands, while interfacing and exporting vital data to external systems.

## Aftermarket Spare Parts, Equipment and Support Service

SI Systems provides spare and replacement parts and equipment for all of its products, along with support contract services for its order fulfillment systems.

## 7) Describe the Issuer's Facilities:

Paragon Technologies, Inc. 101 Larry Holmes Drive, Suite 500 Easton, PA 18042

On December 30, 2013, the Company entered into a lease agreement for the address noted above for an initial term of two years, followed by an option to renew for two consecutive additional terms of two years each. The lease commenced on May 1, 2014. Based on prior agreement with the lessor, the Company started occupying the space effective February 17, 2014. The area covered by the lease is 9,648 square feet in Easton, Pennsylvania. The leasing agreement required fixed monthly payments of \$12,750.

On September 3, 2015, the lease was renewed to extend the term of the lease for a period of two years beginning May 1, 2016. The leasing agreement requires fixed monthly payments of \$13,000 in year one and \$13,500 in year two.

The Company believes that its Easton, Pennsylvania facility is adequate for its current operations. The Company's operations experience fluctuations in workload due to the timing and receipt of new orders and customer job completion requirements. Currently, the Company's facility is adequate to handle these fluctuations. In the event of an unusual demand in workload, the Company supplements its internal operations with outside subcontractors that perform services for the Company in order to complete contractual requirements for its customers. The Company will continue to utilize internal personnel and its own facility and, when necessary and/or cost effective, outside subcontractors to complete contracts in a timely fashion in order to address the needs of its customers.

## **Annual Report**

For the Period Ended December 31, 2016

## 8) Officers, Directors, and Control Persons:

## A. Names of Officers, Directors, and Control Persons.

Information concerning The Company's directors is as follows:

Information concerning The Company's directors is as follows:		
Name, Other Positions or Offices With the Company and Principal Occupation for Past Five Years	Director Since	Age
Hesham M. Gad has been Chief Executive Officer of the Company since June 2014, Chairman of the Company's Board of Directors since March 2012 and a director of the Company since October 2010. From 2013 to 2016 Mr. Gad served as Chairman and CEO of SED International Holdings, a multinational distributer of IT and computing products.  Mr. Gad is also the author of the internationally published book, "The Business of Value Investing." Mr. Gad holds a B.A. in finance and an MBA in finance from the University of Georgia.	2010	39
Jack H. Jacobs has been a principal of The Fitzroy Group, Ltd., a firm that specializes in the development of residential real estate in London and invests both for its own account and in joint ventures with other institutions, for the past nine years. He has held the McDermott Chair of Politics at West Point since 2005 and has served as an NBC military analyst since 2002. Mr. Jacobs was a co-founder and Chief Operating Officer of AutoFinance Group Inc., one of the firms to pioneer the securitization of debt instruments, from 1988 to 1989; the firm was subsequently sold to KeyBank. He was a Managing Director of Bankers Trust Corporation, a diversified financial institution and investment bank, where he ran foreign exchange options worldwide and was a partner in the institutional hedge fund business.	2012	72
Mr. Jacobs' military career included two tours of duty in Vietnam where he was among the most highly decorated soldiers, earning three Bronze Stars, two Silver Stars and the Medal of Honor, the nation's highest combat decoration. He retired from active military duty as a Colonel in 1987. From 2007 to 2012, Mr. Jacobs served as a member of the Board of Directors of Xedar Corporation, a public company; from June 2006 to 2009, he was a director of Visual Management Systems, a private company; and he was a director of BioNeutral Group, Inc., a public company, until 2009. Mr. Jacobs was previously a director of Premier Exhibitions, Inc., a provider of museum quality touring exhibitions then listed on NASDAQ, and joined the board of directors of DATATRAK International, Inc. (OTC: DTRK), a technology and services company delivering "dClinical" solutions for the clinical trials industry, in January 2016. From October 17, 2013 to October 28, 2013, Mr. Jacobs served on the board of SED International Holdings, Inc. Mr. Jacobs is Co-Chairman of the Medal of Honor Foundation and a member of the Board of Trustees of the USO of New York. Mr. Jacobs is the author of the book "If Not Now, When?: Duty and Sacrifice in America's Time of Need." Mr. Jacobs received a Bachelor of Arts and a Master's degree from Rutgers University.		
Samuel S. Weiser is currently the President and Chief Executive Officer of Foxdale Management LLC. From August 2009 until April 2015, he was a member of the Board of Directors and from August 2014 until March 2015 was Executive Chairman of Premier Exhibitions, Inc., a provider of museum quality touring exhibitions then listed on NASDAQ. In addition, Mr. Weiser served as President and Chief Executive Officer of Premier Exhibitions from November 2011 until June	2012	57

## **Annual Report**

For the Period Ended December 31, 2016

2014. Mr. Weiser was a member of SED International's Board of Directors from October of 2013 until October 2014. Previously, Mr. Weiser served as a member and Chief Operating Officer of Sellers Capital LLC, an investment management firm, from 2007 to 2010. From 2005 to 2007, he was a Managing Director responsible for the Hedge Fund Consulting Group within Citigroup Inc.'s Global Prime Brokerage Division. From 2002 to April 2005, he was the President and Chief Executive Officer of Foxdale Management, LLC, a consulting firm founded by Mr. Weiser that provided operational consulting to hedge funds and litigation support services in hedge fund related securities disputes. Mr. Weiser also served as Chairman of the Managed Funds Association, a lobbying organization for the hedge fund industry, from 2001 to 2003 and was formerly a partner in Ernst and Young. He received his B.A. in Economics from Colby College and a M.A. in Accounting from George Washington University.

The directors of the Company hold their positions as directors until the next Annual Meeting of Stockholders.

The names, ages, and offices with the Company of its executive officers are as follows:

Name	Age	Office
Hesham M. Gad	39	Chief Executive Officer, Paragon Technologies
Deborah R. Mertz	60	Chief Financial Officer, Paragon Technologies/ SI Systems, LLC
John C. Molloy	65	President and Chief Executive Officer, SI Systems, LLC

John C. Molloy has over 30 years of financial and executive management experience, including acquisitions, divestitures, reorganizations, strategic planning, software systems and change management. From 2010 to 2014, Mr. Molloy was the Founder and CEO of Sapient Automation, an established material handling company that focuses on carousel and vertical lift market applications. From 2002 to 2009, Mr. Molloy was White Systems' President/COO and CFO from 1997 to 2002. In 2005, he led a management buyout of White Systems from F.K.I. (the second largest material handling company worldwide) along with a private equity group and from 2005 to 2009, Mr. Molloy was part owner of White Systems. From 1991 to 1996, Mr. Molloy served as VP/Corporate Controller of Lab-Volt Systems, Inc., a global leader in the design and manufacture of hands-on training laboratories for public education, industry and the military. Mr. Molloy is a graduate of Fairleigh Dickinson University with a B.S. in Accounting. He also completed graduate work at Fordham University with a concentration in Finance and a three-month Executive Management program at Stanford University.

**Deborah R. Mertz** is an accounting professional with over 30 years' experience in both publicly held and privately held companies. From 2006 to 2013, Ms. Mertz held the position of Assistant Controller of ASSA ABLOY Inc. Americas Division. ASSA ABLOY is the largest global supplier of intelligent lock and security solutions. From 1999 to 2006, Ms. Mertz was the Controller/CFO of Sargent Manufacturing Company. Sargent Manufacturing Company is a wholly owned subsidiary of ASSA ABLOY Inc. and manufactures architectural hardware used primarily in commercial construction. Ms. Mertz has held various other senior accounting positions. Ms. Mertz is a CPA and has an MBA from Rider University and a B.S. in Accounting from King's College.

## **Annual Report**

For the Period Ended December 31, 2016

- B. <u>Legal/Disciplinary History</u>. Please identify whether any of the foregoing persons have, in the last five years, been the subject of:
  - 1. A conviction in a criminal proceeding or named as a defendant in a pending criminal proceeding (excluding traffic violations and other minor offenses).

The executive officers and directors of the Company have not, in the last five years, been the subject of a conviction in a criminal proceeding or named as a defendant in a pending criminal proceeding (excluding traffic violations and other minor offenses).

2. The entry of an order, judgment, or decree, not subsequently reversed, suspended or vacated, by a court of competent jurisdiction that permanently or temporarily enjoined, barred, suspended, or otherwise limited such person's involvement in any type of business, securities, commodities, or banking activities.

The executive officers and directors of the Company have not, in the last five years, been the subject of the entry of an order, judgment, or decree, not subsequently reversed, suspended or vacated, by a court of competent jurisdiction that permanently or temporarily enjoined, barred, suspended or otherwise limited such person's involvement in any type of business, securities, commodities, or banking activities.

 A finding or judgment by a court of competent jurisdiction (in a civil action), the Securities and Exchange Commission, the Commodity Futures Trading Commission, or a state securities regulator of a violation of federal or state securities or commodities law, which finding or judgment has not been reversed, suspended, or vacated.

The executive officers and directors of the Company have not, in the last five years, been the subject of a finding or judgment by a court of competent jurisdiction (in a civil action), the Securities and Exchange Commission, the Commodity Futures Trading Commission, or a state securities regulator of a violation of federal or state securities or commodities law, which finding or judgment has not been reversed, suspended, or vacated.

4. The entry of an order by a self-regulatory organization that permanently or temporarily barred, suspended or otherwise limited such person's involvement in any type of business or securities activities.

The executive officers and directors of the Company have not, in the last five years, been the subject of the entry of an order by a self-regulatory organization that permanently or temporarily barred, suspended or otherwise limited such person's involvement in any type of business or securities activities.

C. <u>Beneficial Shareholders</u>. Provide a list of the name, address and shareholdings or the percentage of shares owned by all persons beneficially owning more than ten percent (10%) of any class of the issuer's equity securities. If any of the beneficial shareholders are corporate shareholders, provide the name and address of the person(s) owning or controlling such corporate shareholders and the resident agents of the corporate shareholders.

## **Security Ownership of Certain Beneficial Owners and Management**

To the best of the Company's knowledge, the following table sets forth certain information as of December 31, 2016 (unless otherwise noted) regarding the ownership of common stock by each person known by the Company to be the beneficial owner of more than ten percent (10%) of the outstanding common stock. Unless otherwise stated, the beneficial owners exercise sole voting and/or investment power over their shares.

## **Annual Report**

For the Period Ended December 31, 2016

Title of Class	Name and Address of Beneficial Owner (1)	Amount and Nature of Beneficial Ownership	Right to Acquire Under Options Exercisable Within 60 Days	Percent of Class (2)
Common Stock, Par Value \$1.00 Per Share	Hesham M. Gad (3)	481,953	-	28.6%

- (1) The address for the stockholder listed on the table is c/o Paragon Technologies, Inc., 101 Larry Holmes Drive, Suite 500, Easton, Pennsylvania 18042.
- (2) The percentage for each individual, entity or group is based on the aggregate number of shares outstanding as of 12/31/2016.
- (3) Mr. Gad holds 277,422 shares directly and beneficially owns 204,531 shares held by Gad Capital.

## 9) Third Party Providers:

Please provide the name, address, telephone number, and e-mail address of each of the following outside providers that advise your company on matters relating to operations, business development, and disclosure:

## Legal Counsel:

Thompson Hine LLP Attention: Derek D. Bork 3900 Key Center

127 Public Square

Cleveland, Ohio 44114-1291

Telephone number: (216) 566-5500

E-mail address: Derek.Bork@thompsonhine.com

#### Auditor:

**RSM US LLP** 

Attention: Susan Roeder 751 Arbor Way, Suite 200 Blue Bell, PA 19422

Telephone number: (215) 641-8600

E-mail address: Susan.Roeder@rsmus.com

## **Investor Relations Consultant:**

None.

#### Other Advisor:

None.

## **Annual Report**

For the Period Ended December 31, 2016

## 10) Issuer Certification:

The issuer shall include certifications by the chief executive officer and chief financial officer of the issuer (or any other persons with different titles, but having the same responsibilities).

- I, Hesham M. Gad, Chief Executive Officer, certify that:
- 1. I have reviewed this annual disclosure statement of Paragon Technologies, Inc.;
- Based on my knowledge, this disclosure statement does not contain any untrue statement of a
  material fact or omit to state a material fact necessary to make the statements made, in light of
  the circumstances under which such statements were made, not misleading with respect to the
  period covered by this disclosure statement; and
- Based on my knowledge, the financial statements, and other financial information included or incorporated by reference in this disclosure statement, fairly present in all material respects the financial condition, results of operations, and cash flows of the issuer as of, and for, the periods presented in this disclosure statement.

March 31, 2017

/s/ Hesham M. Gad Hesham M. Gad Chief Executive Officer

The issuer shall include certifications by the chief executive officer and chief financial officer of the issuer (or any other persons with different titles, but having the same responsibilities).

- I, Deborah R. Mertz, Chief Financial Officer, certify that:
- 1. I have reviewed this annual disclosure statement of Paragon Technologies, Inc.;
- Based on my knowledge, this disclosure statement does not contain any untrue statement of a
  material fact or omit to state a material fact necessary to make the statements made, in light of
  the circumstances under which such statements were made, not misleading with respect to the
  period covered by this disclosure statement; and
- Based on my knowledge, the financial statements, and other financial information included or incorporated by reference in this disclosure statement, fairly present in all material respects the financial condition, results of operations, and cash flows of the issuer as of, and for, the periods presented in this disclosure statement.

March 31, 2017

/s/ Deborah R. Mertz
Deborah R. Mertz
Chief Financial Officer

# PARAGON TECHNOLOGIES, INC. and Subsidiaries

# **ANNUAL REPORT**

2016 YEAR-END CONSOLIDATED FINANCIAL STATEMENTS

## **CONSOLIDATED FINANCIAL STATEMENTS**

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RSM US LLP

#### **Independent Auditor's Report**

To the Board of Directors Paragon Technologies, Inc. Easton, Pennsylvania

## **Report on the Financial Statements**

We have audited the accompanying consolidated financial statements of Paragon Technologies, Inc. and its subsidiary which comprise the consolidated balance sheets as of December 31, 2016 and 2015, and the related consolidated statements of operations, comprehensive income (loss), stockholders' equity and cash flows for each of the three years in the period ended December 31, 2016 and the related notes to the consolidated financial statements, (collectively, the financial statements).

## Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

## **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Paragon Technologies, Inc. and its subsidiary as of December 31, 2016 and 2015, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 2016 in accordance with accounting principles generally accepted in the United States of America.

RSM US LLP

Blue Bell, Pennsylvania March 31, 2017

**PARAGON TECHNOLOGIES, INC.**Consolidated Balance Sheets December 31, 2016 and 2015 (In Thousands, Except Share Data)

Assets Current assets:	December 31, 2016	December 31, 2015
Cash and cash equivalents	\$ 1,733	\$ 1,841
Trade accounts receivables	635	1,454
Costs and estimated earnings in excess of billings	152	155_
Inventories: Raw materials	77	100
Work-in-process	13	3
Finished goods	259	255
Total inventories	350	358
Prepaid expenses and other current assets	91	32
Income tax receivable	59	
Total current assets	3,020	3,840
Marketable securities	1,652	680
Machinery, equipment, and software, at cost:		
Machinery and equipment	483	547
Software	356	906
Less: accumulated depreciation	<u>763</u>	976
Net machinery, equipment, and software	76_	477_
Other assets - intangible assets, net		774
Total assets	\$ 4,748	\$ 5,771

See accompanying notes to consolidated financial statements.

(Continued)

Consolidated Balance Sheets (Continued)
December 31, 2016 and 2015
(In Thousands, Except Share Data)

bilities and Stockholders' Equity  December 31 2016		December 31, 2015		
Current liabilities:				
Accounts payable	\$	560	\$	740
Billings in excess of costs and estimated earnings		498		396
Accrued salaries, wages, and commissions		104		287
Accrued product warranties		67		142
Unearned support contract revenue		268		232
Income taxes payable		-		110
Accrued other liabilities		169		263
Bank loan - line of credit		275		-
Total current liabilities		1,941		2,170
Commitments and contingencies (Notes 8 and 9)				
Stockholders' equity:				
Common stock, \$1 par value; authorized 20,000,000 shares; issued and				
outstanding 1,684,745 shares as of December 31, 2016 and 2015		1,685		1,685
Additional paid-in capital		3,499		3,499
Accumulated deficit		(2,636)		(1,552)
Accumulated other comprehensive income (loss)		259		(31)
Total stockholders' equity		2,807		3,601
Total liabilities and stockholders' equity	\$	4,748	\$	5,771

See accompanying notes to consolidated financial statements.

**PARAGON TECHNOLOGIES, INC.**Consolidated Statements of Operations For the Years Ended December 31, 2016, 2015 and 2014 (In Thousands, Except Share and Per Share Data)

	December 31, 2016	December 31, 2015	December 31, 2014
Net sales	\$ 8,574	\$ 11,582	\$ 6,680
Cost of sales	6,281	7,772	4,886
Gross profit on sales	2,293	3,810	1,794
Operating expenses:			
Selling, general and administrative expenses	3,749	2,667	2,197
Product development costs	16	115	64
Total operating expenses	3,765	2,782	2,261
Operating income (loss)	(1,472)	1,028	(467)
Other income (expense)			
Interest income	39	20	17
Interest expense	(12)	(1)	(11)
Gain on investment, marketable securities	138	17	13
Total other income (expense), net	165	36	19
Income (loss) before income taxes	(1,307)	1,064	(448)
Income tax (expense) benefit	223	(216)	17
Net income (loss)	\$ (1,084)	\$ 848	\$ (431)
Basic and diluted income (loss) per share	\$ (0.64)	\$ 0.50	\$ (0.26)
Weighted average shares outstanding Dilutive effect of stock options	1,684,745	1,684,745	1,684,745 -
Weighted average shares outstanding assuming dilution	1,684,745	1,684,745	1,684,745

See accompanying notes to consolidated financial statements.

PARAGON TECHNOLOGIES, INC.
Consolidated Statements of Comprehensive Income (Loss)
For the Years Ended December 31, 2016, 2015 and 2014 (In Thousands)

		ecember 1, 2016	 ember 2015	 ember , 2014
Net income (loss)	\$	(1,084)	\$ 848	\$ (431)
Other comprehensive income (loss): Unrealized gain (loss) on marketable securities net of tax of (\$194) in 2016, \$65 in 2015	es	200	(00)	50
and (\$33) in 2014		290	 (99)	 50
Comprehensive income (loss)	\$	(794)	\$ 749	\$ (381)

See accompanying notes to consolidated financial statements

Consolidated Statements of Stockholders' Equity For the Years Ended December 31, 2016, 2015 and 2014 (In Thousands, Except Share and Per Share Data)

	Common Shares	n Stock Amount	Additional Paid-In Capital	Accumulated Deficit	Accumulated Other Comprehensive Income	Stoc	Total kholders' Equity
Balance at January 1, 2014	1,684,745	\$ 1,685	\$ 3,498	\$ (1,969)	\$ 18	\$	3,232
Net loss Net change in unrealized gain on	-	-	-	(431)	-		(431)
marketable securities, net of tax	-	-	-	-	50		50
Stock option grants to officers and employee	-	-	1	-	-		1_
Balance at December 31, 2014	1,684,745	1,685	3,499	(2,400)	68		2,852
Net income Net change in unrealized loss on	-	-	-	848	-		848
marketable securities, net of tax	-	-	-	-	(99)		(99)
Balance at December 31, 2015	1,684,745	1,685	3,499	(1,552)	(31)		3,601
Net loss Net change in unrealized gain on	-	-	-	(1,084)	-		(1,084)
marketable securities, net of tax	-		-	-	290		290
Balance at December 31, 2016	1,684,745	\$ 1,685	\$ 3,499	\$ (2,636)	\$ 259	\$	2,807

See accompanying notes to consolidated financial statements

Consolidated Statements of Cash Flows For the Years Ended December 31, 2016, 2015 and 2014 (In Thousands)

Cash flows from operating activities:         \$ (1,084)         \$ 848         \$ (431)           Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:         \$ 203         80           Depreciation of machinery, equipment and software         125         203         80           Write off of the Wware Software:         \$ 283         -         -           Included in machinery, equipment and software         283         -         -           Included in intangible assets         723         -         -           Amortization of intangible assets         51         60         48           Loss on disposition of machinery and equipment         4         5         3           Realized (gains) on investments         (138)         (177)         (18)           Stock based compensation         -         -         -         1           Deferred taxes         (194)         65         (33)           Change in operating assets and liabilities:         819         140         (894)           Costs and estimated earnings in excess of billings         3         (124)         168           Inventories         8         (85)         131           Prepaid expenses and other current assets         (59)         9
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:  Depreciation of machinery, equipment and software  Write off of the Wware Software:  Included in machinery, equipment and software  Included in intangible assets  Amortization of intangible assets  51 60 48 Loss on disposition of machinery and equipment  4 5 3 Realized (gains) on investments  (138) (17) (18) Stock based compensation  1 Deferred taxes (194) 65 (33) Change in operating assets and liabilities:  Trade accounts receivables  Never and estimated earnings in excess of billings Inventories  Prepaid expenses and other current assets  Accounts payable (180) 43 55 Billings in excess of costs and estimated earnings (193)  (193)
by (used in) operating activities:  Depreciation of machinery, equipment and software  Write off of the Vware Software:  Included in machinery, equipment and software  Included in intangible assets  Amortization of intangible assets  Eloss on disposition of machinery and equipment  A 5 3  Realized (gains) on investments  Change in operating assets and liabilities:  Trade accounts receivables  Costs and estimated earnings in excess of billings Inventories  Replace (psi) 9 9 39  Accounts payable  Billings in excess of costs and estimated earnings  (183) 183  (193) 80  203  80  80  819  140  140  148  149  140  148  149  140  148  149  140  148  148  149  140  148  149  140  148  140  148  148  149  140  148  149  140  148  148  149  140  148  148  149  140  148  140  148  148  149  140  140  140  140  140  140  140
Depreciation of machinery, equipment and software Write off of the Vware Software:  Included in machinery, equipment and software Included in intangible assets Included in intangible ass
Write off of the Vware Software:       283       -       -         Included in machinery, equipment and software       283       -       -         Included in intangible assets       723       -       -         Amortization of intangible assets       51       60       48         Loss on disposition of machinery and equipment       4       5       3         Realized (gains) on investments       (138)       (17)       (18)         Stock based compensation       -       -       -       1         Deferred taxes       (194)       65       (33)         Change in operating assets and liabilities:       -       -       1         Trade accounts receivables       819       140       (894)         Costs and estimated earnings in excess of billings       3       (124)       168         Inventories       8       (85)       131         Prepaid expenses and other current assets       (59)       9       39         Accounts payable       (180)       43       55         Billings in excess of costs and estimated earnings       102       (1,014)       1,173         Accrued salaries, wages and commissions       (183)       183       (193)
Included in machinery, equipment and software         283         -         -           Included in intangible assets         723         -         -           Amortization of intangible assets         51         60         48           Loss on disposition of machinery and equipment         4         5         3           Realized (gains) on investments         (138)         (17)         (18)           Stock based compensation         -         -         -         1           Deferred taxes         (194)         65         (33)           Change in operating assets and liabilities:         Trade accounts receivables         819         140         (894)           Costs and estimated earnings in excess of billings         3         (124)         168           Inventories         8         (85)         131           Prepaid expenses and other current assets         (59)         9         39           Accounts payable         (180)         43         55           Billings in excess of costs and estimated earnings         102         (1,014)         1,173           Accrued salaries, wages and commissions         (183)         183         (193)
Included in intangible assets         723         -         -           Amortization of intangible assets         51         60         48           Loss on disposition of machinery and equipment         4         5         3           Realized (gains) on investments         (138)         (17)         (18)           Stock based compensation         -         -         -         1           Deferred taxes         (194)         65         (33)           Change in operating assets and liabilities:         Trade accounts receivables         819         140         (894)           Costs and estimated earnings in excess of billings         3         (124)         168           Inventories         8         (85)         131           Prepaid expenses and other current assets         (59)         9         39           Accounts payable         (180)         43         55           Billings in excess of costs and estimated earnings         102         (1,014)         1,173           Accrued salaries, wages and commissions         (183)         183         (193)
Amortization of intangible assets Loss on disposition of machinery and equipment 4 5 3  Realized (gains) on investments (138) (17) (18)  Stock based compensation 1  Deferred taxes (194) 65 (33)  Change in operating assets and liabilities:  Trade accounts receivables 819 140 (894)  Costs and estimated earnings in excess of billings 3 (124) 168  Inventories 8 (85) 131  Prepaid expenses and other current assets (59) 9 39  Accounts payable (180) 43 55  Billings in excess of costs and estimated earnings (183) 183 (193)
Loss on disposition of machinery and equipment       4       5       3         Realized (gains) on investments       (138)       (17)       (18)         Stock based compensation       -       -       -       1         Deferred taxes       (194)       65       (33)         Change in operating assets and liabilities:       Trade accounts receivables       819       140       (894)         Costs and estimated earnings in excess of billings       3       (124)       168         Inventories       8       (85)       131         Prepaid expenses and other current assets       (59)       9       39         Accounts payable       (180)       43       55         Billings in excess of costs and estimated earnings       102       (1,014)       1,173         Accrued salaries, wages and commissions       (183)       183       (193)
Realized (gains) on investments         (138)         (17)         (18)           Stock based compensation         -         -         -         1           Deferred taxes         (194)         65         (33)           Change in operating assets and liabilities:         Trade accounts receivables         819         140         (894)           Costs and estimated earnings in excess of billings         3         (124)         168           Inventories         8         (85)         131           Prepaid expenses and other current assets         (59)         9         39           Accounts payable         (180)         43         55           Billings in excess of costs and estimated earnings         102         (1,014)         1,173           Accrued salaries, wages and commissions         (183)         183         (193)
Stock based compensation         -         -         1           Deferred taxes         (194)         65         (33)           Change in operating assets and liabilities:         Trade accounts receivables         819         140         (894)           Costs and estimated earnings in excess of billings         3         (124)         168           Inventories         8         (85)         131           Prepaid expenses and other current assets         (59)         9         39           Accounts payable         (180)         43         55           Billings in excess of costs and estimated earnings         102         (1,014)         1,173           Accrued salaries, wages and commissions         (183)         183         (193)
Deferred taxes         (194)         65         (33)           Change in operating assets and liabilities:         Trade accounts receivables         819         140         (894)           Costs and estimated earnings in excess of billings         3         (124)         168           Inventories         8         (85)         131           Prepaid expenses and other current assets         (59)         9         39           Accounts payable         (180)         43         55           Billings in excess of costs and estimated earnings         102         (1,014)         1,173           Accrued salaries, wages and commissions         (183)         183         (193)
Change in operating assets and liabilities:         Trade accounts receivables       819       140       (894)         Costs and estimated earnings in excess of billings       3       (124)       168         Inventories       8       (85)       131         Prepaid expenses and other current assets       (59)       9       39         Accounts payable       (180)       43       55         Billings in excess of costs and estimated earnings       102       (1,014)       1,173         Accrued salaries, wages and commissions       (183)       183       (193)
Trade accounts receivables         819         140         (894)           Costs and estimated earnings in excess of billings         3         (124)         168           Inventories         8         (85)         131           Prepaid expenses and other current assets         (59)         9         39           Accounts payable         (180)         43         55           Billings in excess of costs and estimated earnings         102         (1,014)         1,173           Accrued salaries, wages and commissions         (183)         183         (193)
Costs and estimated earnings in excess of billings       3       (124)       168         Inventories       8       (85)       131         Prepaid expenses and other current assets       (59)       9       39         Accounts payable       (180)       43       55         Billings in excess of costs and estimated earnings       102       (1,014)       1,173         Accrued salaries, wages and commissions       (183)       183       (193)
Inventories         8         (85)         131           Prepaid expenses and other current assets         (59)         9         39           Accounts payable         (180)         43         55           Billings in excess of costs and estimated earnings         102         (1,014)         1,173           Accrued salaries, wages and commissions         (183)         183         (193)
Prepaid expenses and other current assets (59) 9 39 Accounts payable (180) 43 55 Billings in excess of costs and estimated earnings 102 (1,014) 1,173 Accrued salaries, wages and commissions (183) 183 (193)
Accounts payable (180) 43 55 Billings in excess of costs and estimated earnings 102 (1,014) 1,173 Accrued salaries, wages and commissions (183) 183 (193)
Billings in excess of costs and estimated earnings 102 (1,014) 1,173 Accrued salaries, wages and commissions (183) 183 (193)
Accrued salaries, wages and commissions (183) 183 (193)
Accrued salaries, wages and commissions (183) 183 (193)
Accrued product warranties (75) 21 (38)
Unearned support contract revenue 36 40 (73)
Accrued other liabilities (94) 9 (23)
Net cash provided (used) by operating activities (22) 470 (32)
Cash flows from investing activities:
Purchases of machinery, equipment and software (11) (186)
Purchases of investments (1,414) (613) (498)
Proceeds from sale of investments 1,064 472 238
Net cash provided (used) in investing activities (361) (327)
Cash flows from financing activities:
Borrowings of amounts from bank loan - line of credit, net 275
Repayments of amounts due to seller - (105) (140)
Net cash provided by (used in) financing activities 275 (105) (140)
Increase (decrease) in cash and cash equivalents (108) 38 (743)
Cash and cash equivalents, beginning of year 1,841 1,803 2,546
Cash and cash equivalents, end of year \$ 1,733 \$ 1,841 \$ 1,803
Supplemental disclosures of cash flow information:
Cash paid during the period for:
Interest expense \$ 10 \$ 1 \$ 10
Income taxes \$ 120 \$ 69 \$ 61
Supplemental disclosures of noncash investing activities:
Mark to market on available for sale securities, gross \$ 484 \$ (164) \$ 83

See accompanying notes to consolidated financial statements.

Notes To Consolidated Financial Statements

## (1) Description of Business and Summary of Significant Accounting Policies

## <u>Description of Business and Concentrations of Credit Risk</u>

Paragon Technologies, Inc. ("Paragon" or the "Company"), based out of Easton, Pennsylvania, provides a variety of material handling solutions, including systems, technologies, products, and services for material flow applications through its wholly owned subsidiary, SI Systems, LLC ("SI Systems"). SI Systems' capabilities include horizontal conveyance and transportation, rapid dispensing for order fulfillment, automatic document inserting system, a full suite of high performance Warehouse Execution Systems (WES), Warehouse Management Systems (WMS) and Warehouse Control Systems (WCS) software systems and aftermarket services.

SI Systems' automated material handling systems are used by manufacturing, assembly, order fulfillment, and distribution center operations customers located primarily in North America, including the U.S. government. SI Systems' branded products are utilized to automate the movement or selection of products and are often integrated with other automated equipment such as pick to light devices, conveyors and robots. SI Systems is brought to market as two individual brands, SI Systems' Dispensing and Towline.

The Dispensing business focuses on providing order fulfillment systems to distribution operations, including Dispen-SI-matic<sup>®</sup>, Mobile-Matic<sup>®</sup> (a patented product), Doc-U-spense<sup>™</sup> automatic document inserting system and our full suite of Warehouse Execution Systems, Warehouse Management Systems and Warehouse Control Systems software solutions with our SI-IWS<sup>™</sup> product. These systems are sold primarily through a nationwide network of authorized material handling integrators, dealers and direct to major OEM, end users and 3PL accounts.

The Towline business focuses on providing automated material handling systems to manufacturing, assembly and distribution operations via our Lo-Tow® Towline horizontal conveyance and transportation technologies. These systems are sold primarily to end users.

SI Systems' automated material handling systems are marketed, designed, sold, installed, and serviced by its own staff or subcontractors as labor-saving devices to improve productivity, quality, and reduce labor and costs. SI Systems' integrated material handling solutions involve both standard and specially designed components and include integration of non-proprietary automated handling technologies to provide turnkey solutions for its customers' unique material handling needs. SI Systems' engineering staff develops and designs computer control programs required for the efficient operation of the systems and for optimizing manufacturing, assembly, and fulfillment operations.

Paragon also invests in businesses and securities under the Investment Management Policy. The Investment Management Policy sets forth the parameters under which a portion of Paragon's cash balance may be invested in marketable securities, including U.S. Treasuries, equities of publicly traded companies, bonds, money market instruments and other securities. Investment decisions under the Investment Management Policy are made by Sham Gad, CEO and Chairman of the Board. The Investment Management Policy sets forth restrictions on the investment of Paragon's funds, including an aggregate limit on Paragon's cash balance that is made available for investment, limits on the amount that may be invested in any single equity or fixed income position or certain categories of securities, prohibition of short-selling, margin trading and the use of leverage, requirements for the management of the investment account, and other Board-approval requirements.

Notes To Consolidated Financial Statements

## (1) Description of Business and Summary of Significant Accounting Policies (Continued)

## **Description of Business and Concentrations of Credit Risk** (Continued)

In the year ended December 31, 2016, two customers individually accounted for sales of 26.1% and 10.7%. In the year ended December 31, 2015, two customers individually accounted for sales of 24.4% and 11.1%. In the year ended December 31, 2014, three customers individually accounted for sales of 13.7%, 13.5% and 12.1%. No other customers accounted for over 10% of sales.

As of December 31, 2016, three customers individually owed the Company 22.9%, 15.8% and 15.7% in trade accounts receivables. Two of these customers were included in the 2016 sales concentration noted above. As of December 31, 2015, two customers individually owed the Company 45.0% and 28.0% in trade accounts receivable. One of these customers was included in the 2015 sales concentration noted above. No other customers owed SI Systems in excess of 10% of trade accounts receivable at December 31, 2016 and 2015. The Company believes that the concentration of credit risk in its trade accounts receivable is substantially mitigated by SI Systems' ongoing credit evaluation process as well as the general creditworthiness of its customer base.

SI Systems' business is largely dependent upon a limited number of large contracts with a limited number of customers. This dependence can cause unexpected fluctuations in sales volume. Various external factors affect the customers' decision-making process on expanding or upgrading their current production or distribution sites. Customer's timing and placement of new orders is often affected by factors such as the current economy, current interest rates, and future expectations. SI Systems believes that its business is not subject to seasonality, although the rate of new orders can vary substantially from month to month. Since the Company recognizes sales on a percentage of completion basis for its systems contracts, fluctuations in SI Systems' sales and earnings occur with increases or decreases in major installations. SI Systems maintains its cash and cash equivalents in a financial institution located in the United States of America. At times, cash balances may be in excess of F.D.I.C. limits. Investment balances are held in broker accounts and may be in excess of S.I.P.C. limits.

#### **Principles of Consolidation**

The consolidated financial statements include the accounts of Paragon Technologies, Inc. and SI Systems, LLC, a wholly owned subsidiary, after elimination of intercompany balances and transactions.

## **Use of Estimates**

The preparation of the financial statements, in conformity with accounting principles generally accepted in the United States of America, requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates. The judgments made in assessing the appropriateness of the estimates and assumptions utilized by management in the preparation of the financial statements are based on historical and empirical data and other factors germane to the nature of the risk being analyzed. Materially different results may occur if different assumptions or conditions were to prevail. Estimates and assumptions are mainly utilized to establish the appropriateness of the inventory reserve, warranty reserve, deferred tax valuation allowance and revenue recognition on fixed price contracts.

## **Cash and Cash Equivalents**

For purposes of reporting cash flows, cash and cash equivalents include cash on hand, cash on deposit, amounts invested on an overnight basis with a bank or broker/dealer and other highly liquid investments purchased with an original maturity of three months or less.

#### Trade Accounts Receivable and Allowance for Doubtful Accounts

Trade accounts receivable are stated at outstanding balances, less an allowance for doubtful accounts. The Company provides an allowance for doubtful accounts determined by a specific identification of individual accounts. The Company writes off receivables upon determination that no further collections are probable. There was no allowance for doubtful accounts as of December 31, 2016 and 2015.

Notes To Consolidated Financial Statements

## (1) <u>Description of Business and Summary of Significant Accounting Policies</u> (Continued)

## **Inventories**

Inventories are valued at the lower of average cost or market. Inventories primarily consist of materials purchased or manufactured for stock.

## **Marketable Securities**

The Company's marketable securities portfolio is designated as available-for-sale. Securities classified as available-for-sale are those securities that the Company intends to hold for an indefinite period of time but not necessarily to maturity. Securities available-for-sale are carried at fair value. Any decision to sell a security classified as available-for-sale would be based on various factors, including significant movement in interest rates, changes in maturity mix of the Company's assets and liabilities, liquidity needs, capital considerations and other similar factors. Unrealized gains and losses are reported as increases or decreases in other comprehensive income (loss). Realized gains or losses, determined on the basis of the cost of the specific securities sold, are included in earnings.

Declines in the fair value of securities below their cost that are deemed to be other-than-temporary impairments (OTTI) are reflected in earnings as realized losses. In estimating OTTI under the rules for accounting for certain debt and equity securities, management considers many factors, including: (1) the length of time and the extent to which the fair value has been less than amortized cost, (2) the financial condition and near-term prospects of the issuer, (3) whether the market decline was affected by macroeconomic conditions, and (4) whether the entity has the intent to sell the debt security or more likely than not will be required to sell the debt security before its anticipated recovery. In instances when a determination is made that an other-than-temporary impairment exists but the investor does not intend to sell the debt security and it is not more likely than not that it will be required to sell the debt security prior to anticipated recovery, the other-than-temporary impairment is separated into (a) the amount of the total other-than-temporary impairment related to all other factors. The amount of the total other-than-temporary impairment related to the credit loss is recognized in earnings. The amount of the total other-than-temporary impairment related to all other comprehensive income.

The Company has not recognized any other-than-temporary impairment losses for the year ended December 31, 2016 and 2015.

The amortized cost and approximate fair value of marketable securities available-for-sale as of December 31, are summarized as follows (in thousands):

	Equity Securities			
	Amortized Costs	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
December 31, 2016	\$1,248	\$565	\$161	\$1,652
December 31, 2015	732	240	292	680

At December 31, 2016, the Company had eight equity securities in an unrealized loss position for less than twenty-nine months. The decline in fair value is not due to credit losses. The Company does not intend to sell these securities prior to recovery and it is more likely than not that the Company will not be required to sell these securities prior to recovery and, therefore, no securities are deemed to be other-than-temporarily impaired. Fair value accounting guidance provides a consistent definition of fair value, which focuses on exit price in an orderly transaction (that is, not a forced liquidation or distressed sale) between market participants at the measurement date under current market conditions. If there has been a significant decrease in the volume and level of activity for the asset or liability, a change in valuation technique or the use of multiple valuation techniques may be appropriate. In such instances, determining the price at which willing market participants would transact at the measurement date under current market conditions depends on the facts and circumstances and requires the use

Notes To Consolidated Financial Statements

## (1) <u>Description of Business and Summary of Significant Accounting Policies</u> (Continued)

## Marketable Securities (Continued)

of significant judgment. The fair value is a reasonable point within the range that is most representative of fair value under current market conditions.

In accordance with this guidance, the Company groups its financial assets and financial liabilities generally measured at fair value in three levels, based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value.

Level 1 — Valuation is based on quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date. Level 1 assets and liabilities generally include debt and equity securities that are traded in an active exchange market. Valuations are obtained from readily available pricing sources for market transactions involving identical assets or liabilities.

Level 2 — Valuation is based on inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. The valuation may be based on quoted prices for similar assets or liabilities; quoted prices in markets that are not active or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the asset or liability.

Level 3 — Valuation is based on unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. Level 3 assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which determination of fair value requires significant management judgment or estimation.

For financial assets measured at fair value on a recurring basis, the fair value measurements by level within the fair value hierarchy used at December 31, are as follows (in thousands):

	Equity Securities					
		Quoted Prices				
		in	Significant			
		Active Markets	Other	Significant		
		for Identical	Observable	Unobservable		
		Assets	Inputs	Inputs		
	Total	(Level 1)	(Level 2)	(Level 3)		
As of December 31, 2016	\$ 1,652	\$ 1,652	\$ -	\$ -		
As of December 31, 2015	680	680	-	-		

## **Equity Method Investment**

As of December 31, 2016 and 2015, the Company had 1,430,860 shares in SED International Holdings, Inc. (SED), representing 27.6% of the outstanding share capital of SED. At December 31, 2012, SED was traded on the NYSE MKT; and the Company accounted for its shares in SED as a marketable equity security. Effective on or about November 26, 2013, SED voluntarily delisted its common stock from the NYSE MKT; and began trading on the OTC markets under ticker symbol SEDN, which is not considered an active market as defined by ASC 320, Investments – Debt and Equity Securities. As a result, the Company adopted the equity method of accounting for its investment in SED. Under this method, the Company's equity in the earnings or losses of the investee is reported currently in the Company's earnings. Upon adoption, the investment, results of operations, and retained earnings were adjusted retroactively on a step-by-step basis as if the equity method had been in effect during all previous periods in which the Investment was held. SED's last available published financial statement is for the period ended

Notes To Consolidated Financial Statements

## (1) Description of Business and Summary of Significant Accounting Policies (Continued)

## **Equity Method Investment** (Continued)

June 30, 2014. No further quarterly reports are publicly available. The latest closing price of SED as reported by the OTC Markets is \$0.001 as of December 30, 2016.

As of December 31, 2016, the carrying value of the SED investment was \$0. There was no investment activity for SED in 2016 and 2015. On September 13, 2016, the pending involuntary Chapter 7 bankruptcy case against SED International Holdings, Inc. was converted to a voluntary Chapter 11 proceeding by order of the court upon consent of SED.

#### Fixed Assets

Machinery, equipment and software are recorded at cost and are depreciated on the straight-line method over the estimated useful lives of individual assets. The Company capitalizes costs incurred to develop commercial software products or enhancements to software products where such enhancement extends the life of the products. The ranges of lives used in determining depreciation rates for machinery and equipment and software is generally 3 - 7 years. Maintenance and repairs are charged to operations; betterments and renewals are capitalized. Upon sale or retirement of machinery and equipment, the cost and related accumulated depreciation are removed from the accounts and the resultant gain or loss, if any, is credited or charged to earnings.

Due to nominal future expected revenue derived from the VWare software, intangible assets and fixed assets were written off in the amounts of \$723,000 and \$283,000, respectively. The total write off amounted to \$1,006,000 which is reflected in selling, general and administrative expenses in the statement of operations for the year ended December 31, 2016.

## **Intangible Assets**

Intangible assets consisted of a trade name and technology, which were being amortized over 6 years. The intangible assets were written off during 2016 as noted above in fixed assets. The detail of the intangible assets and the related amortization and write off are shown in Note 4 to the consolidated financial statements.

## **Impairment of Long Lived Assets**

The Company reviews the recovery of the net book value of long-lived assets whenever events and circumstances indicate that the net book value of an asset may not be recoverable. In cases where undiscounted expected future cash flows are less than the net book value, an impairment loss is recognized equal to an amount by which the net book value exceeds the fair value of assets. There were no impairments noted in 2016 or 2015.

#### **Revenue and Cost Recognition**

Revenues on fixed price systems contracts are recorded on the basis of the Company's estimates of the percentage of completion of individual contracts. Revenue and gross profit is recognized on the basis of the ratio of aggregate costs incurred to date to the most recent estimate of total costs. As contracts may extend over one or more years, revisions in cost and profit estimates during the course of the work are reflected in the accounting periods in which the facts requiring revisions become known. At the time a loss on a contract becomes known, the entire amount of the estimated ultimate loss is accrued.

Contract costs include all direct material, subcontract and labor costs, and those indirect costs related to contract performance, including but not limited to costs such as indirect labor, supplies, tools, repairs, and depreciation. Selling, general and administrative costs are charged to expense as incurred. Changes in job performance, job conditions, and estimated profitability may result in revisions to costs and income, which are recognized in the period in which the revisions are determined.

The asset, "Costs and estimated earnings in excess of billings," represents revenues recognized in excess of amounts billed on uncompleted contracts. The liability, "Billings in excess of costs and estimated earnings," represents billings in excess of revenues recognized on uncompleted contracts.

Notes To Consolidated Financial Statements

## (1) Description of Business and Summary of Significant Accounting Policies (Continued)

## Revenue and Cost Recognition (Continued)

Revenues on other sales of parts or equipment are recognized when title transfers pursuant to shipping terms. There are no installation or customer acceptance aspects of these sales.

Revenue on individual support contracts is recognized on a straight-line basis over the one-year term of each individual support contract.

## **Unearned Support Contract Revenue**

The Company offers its Order Fulfillment customers one-year support contracts for an annual service fee. The support contracts cover a customer's single distribution center or warehouse where the Company's products are installed. As part of its support contracts, the Company provides analysis, consultation, and technical information to the customer's personnel on matters relating to the operation of its Order Fulfillment System and related equipment and/or peripherals.

The Company records advance payments for unearned support contracts in the balance sheet as a current liability that are in excess over amounts recognized as revenue at the end of each period. Revenue on individual support contracts is deferred and recognized on a straight-line basis over the one-year term of each individual support contract.

## **Product Development Costs**

The Company expenses product development costs as incurred.

## **Accrued Product Warranty**

The Company's products are warranted against defects in materials and workmanship for varying periods of time depending on customer requirements and the type of system sold, with a typical warranty period of one year. The Company provides an accrual for estimated future warranty costs and potential product liability claims based upon a percentage of cost of sales, typically one and one-half percent of the cost of the system being sold. A detailed review of the liability needed for products still in the warranty period is performed each quarter.

A roll-forward of warranty activities is as follows (in thousands):

	Beginning Balance January 1		Addit (Reduc Includ Cost of	ctions) led in	Claims	Bala	Ending Balance December 31	
2016	\$	142 121	\$	(48) 22	\$ (27) (1)	\$	67 142	

## **Income Taxes**

Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. Income tax expense is the tax payable or refundable for the period, plus or minus the change during the period in deferred tax assets and liabilities.

Tax benefits for uncertain tax positions are recognized when it is more likely than not that the position will be sustained upon examination based on its technical merits. The Company classifies interest and penalties related to unrecognized tax benefits as a component of income tax expense. To the extent interest and penalties are not assessed with respect to uncertain tax positions, amounts accrued will be reduced and reflected as a reduction of the overall income tax provision.

Notes To Consolidated Financial Statements

## (1) Description of Business and Summary of Significant Accounting Policies (Continued)

## **Income Taxes** (Continued)

The Company is subject to U.S. federal income tax as well as income tax of multiple state jurisdictions. With few exceptions, the Company is no longer subject to U.S. federal, state, and local income tax examinations by tax authorities for years before 2013.

#### **Stock-Based Compensation**

The Company has a stock-based compensation plan in place and records the associated stock-based compensation expense over the requisite service period. This stock-based compensation plan and related compensation expense are discussed more fully in Note 5 to the consolidated financial statements.

Restricted stock awards that are service-based are recorded as deferred compensation and amortized into compensation expense on a straight-line basis over the vesting period, which ranges from three to four years in duration. Compensation cost for service-based restricted stock is based on the grant date fair value of the award, which is the closing market price of the Company's common stock on the grant date multiplied by the number of shares awarded.

#### **Earnings Per Share**

Basic and diluted earnings per share for the years ended December 31, 2016, 2015 and 2014 are based on the weighted average number of shares outstanding.

## (2) Line of Credit

During 2016 and 2015, the Company had a \$750,000 line of credit facility with its principal bank to be used primarily for working capital purposes. The line of credit facility contains various non-financial covenants and is secured by all of the Company's trade accounts receivables and inventories. The availability on the line of credit was \$750,000 as of December 31, 2016. Interest on the line of credit facility is based on the "Wall Street Journal Prime Rate." There were no borrowings outstanding as of December 31, 2016 or 2015.

During 2016 and 2015, the Company had a \$945,000 line of credit facility with its marketable securities broker to be used primarily for general business purposes. The line of credit facility is secured by the available securities in the account. The availability on the line of credit was approximately \$670,000 as of December 31, 2016. Interest on the line of credit facility is based on the one (1) month Libor rate plus 225 bps. The outstanding borrowings were \$275,000 and \$0 as of December 31, 2016 and 2015, respectively.

During 2016, the Company had a \$1,500,000 line of credit facility with its principal bank to be used primarily for working capital needs associated with large long term contracts. The line of credit facility contains various non-financial covenants and is secured by all inventory, equipment and trade accounts receivable. The availability on the line of credit was \$1,500,000 as of December 31, 2016. There were no outstanding borrowings as of December 31, 2016.

Notes To Consolidated Financial Statements

## (3) Uncompleted Contracts

Costs and estimated earnings and billings on uncompleted contracts are as follows (in thousands):

	December 31, 2016		mber 31, 2015
Costs and estimated earnings on uncompleted contracts Less: billings to date	\$	4,597 (4,943) (346)	\$ 8,191 (8,432) (241)
Included in accompanying balance sheets under the following captions:  Costs and estimated earnings			
in excess of billings Billings in excess of costs and	\$	152	\$ 155
estimated earnings		(498)	 (396)
	\$	(346)	\$ (241)

## (4) Intangible Assets

Intangible assets are as follows (in thousands):

Gross Carrying Amount         Accumulated Amortization         Write Off of VWare Software         Net Book Value           VWARE™ software         \$ 761         \$ 164         \$ 597         \$ -           Trade name         160         34         126         -           December 31, 2015           Write Off of VWare Amount         Write Off of VWare Software         Net Book Namount           VWARE™ software         \$ 761         \$ 121         \$ -         \$ 640           Trade name         160         26         -         134           \$ 921         \$ 147         \$ -         \$ 774           December 31, 2014           Gross Carrying Amount         Accumulated Amortization         Write Off of VWare Software         Net Book Value           VWARE™ software         \$ 761         \$ 72         \$ -         \$ 689           Trade name         \$ 761         \$ 72         \$ -         \$ 689           Trade name         \$ 921         \$ 87         \$ -         \$ 689           Trade name         \$ 921         \$ 87         \$ -         \$ 689           Trade name         \$ 8921         \$ 87         \$ -         \$ 689	intangible assets are as follows (in the	iiousaii	us).	Dece	mber 31, 20	016		
Trade name         160         34         126         -           \$ 921         \$ 198         \$ 723         \$ -           December 31, 2015           December 31, 2015           Write Off of VWare Amount         Write Off of VWare Software         Net Book Value           VWARE™ software         \$ 761         \$ 121         \$ -         \$ 640           Trade name         160         26         -         134           \$ 921         \$ 147         \$ -         \$ 774           December 31, 2014           Write Off of VWare Amount         Net Book Value           VWARE™ software         \$ 761         \$ 72         \$ -         \$ 689           Trade name         160         15         -         \$ 689				Acc	umulated		of VWare	
December 31, 2015           Gross Carrying Amount         Accumulated Amortization         Write Off of VWare Software         Net Book Value           VWARE™ software         \$ 761         \$ 121         \$ -         \$ 640           Trade name         \$ 160         26         -         134           \$ 921         \$ 147         \$ -         \$ 774           December 31, 2014           Gross Carrying Amount         Accumulated Amortization         Write Off of VWare Software         Net Book Value           VWARE™ software         \$ 761         \$ 72         \$ -         \$ 689           Trade name         160         15         -         \$ 145		\$	160	\$		·	126	\$ -
Gross Carrying Amount         Accumulated Amortization         Write Off of VWare Software         Net Book Value           VWARE™ software.         \$ 761         \$ 121         \$ -         \$ 640           Trade name.         \$ 160         26         -         134           \$ 921         \$ 147         \$ -         \$ 774           December 31, 2014           Gross Carrying Amount         Accumulated Amortization         Write Off of VWare Software         Net Book Value           VWARE™ software.         \$ 761         \$ 72         \$ -         \$ 689           Trade name.         160         15         -         \$ 145		\$ <sub>_</sub>	921	\$_	198	\$	723	\$ -
Gross Carrying Amount         Accumulated Amortization         of VWare Software         Net Book Value           VWARE™ software         \$ 761         \$ 121         \$ -         \$ 640           Trade name         160         26         -         134           \$ 921         \$ 147         \$ -         \$ 774           December 31, 2014           Write Off of VWare Amount         Net Book Value           VWARE™ software         \$ 761         \$ 72         \$ -         \$ 689           Trade name         160         15         -         145				Dece	mber 31, 20	015		
Trade name         160         26         -         134           \$ 921         \$ 147         \$ -         \$ 774           December 31, 2014           Write Off of VWare Amount         Net Book Software           VWARE™ software         \$ 761         \$ 72         \$ -         \$ 689           Trade name         160         15         -         145						_	of VWare	
December 31, 2014           Gross Carrying Amount         Accumulated Amortization         Write Off of VWare Software         Net Book Value           VWARE™ software         \$ 761         \$ 72         \$ -         \$ 689           Trade name         160         15         -         145		\$		\$		\$	-	\$ 
Gross Carrying AmountAccumulated AmortizationWrite Off of VWare SoftwareNet Book ValueVWARE™ software\$ 761\$ 72\$ -\$ 689Trade name16015-145		\$	921	\$	147	\$	-	\$ 774
Gross Carrying AmountAccumulated Amortizationof VWare SoftwareNet Book ValueVWARE™ software\$ 761\$ 72\$ -\$ 689Trade name16015-145			Dece	mber 3	1, 2014			
Trade name         160         15         -         145			, ,				of VWare	
		\$		\$		\$	-	\$
		\$		\$ _		\$	-	\$

Due to nominal future expected revenue derived from the VWare software, intangible assets and fixed assets were written off in the amounts of \$723,000 and \$283,000, respectively. The total write off amounted to \$1,006,000 which is reflected in selling, general and administrative expenses in the statement of operations for the year ended December 31, 2016.

Notes To Consolidated Financial Statements

## (5) Stock Options and Non-Vested Stock

## 2012 Equity Incentive Plan

On July 27, 2012, the Board of Directors of the Company adopted the Paragon Technologies, Inc. 2012 Equity Incentive Plan (the "Plan"). Under the Plan, the Board may grant restricted stock, stock options, stock appreciation rights and other equity-based awards to employees, directors and consultants of the Company. Initially, there were 200,000 shares of the Company's common stock available for grant under the Plan. The Plan provides that it will be administered by the Board or a committee of the Board that may be designated in the future. The Plan has a term of 10 years. On September 18, 2013, the Board of Directors increased the number of shares of common stock available for grant under the Plan to 350,000 shares.

During 2014, all of the officers that had been granted options to purchase shares of common stock had terminated their employment. Per the stock option award agreement, the term of the options expire one (1) month after the termination of optionee's employment with the company for any reason (the "Expiration Date"). Upon the Expiration Date, the option is automatically cancelled and is of no further force or effect to the extent not exercised prior thereto. As of December 31, 2014, all of the options for shares had been cancelled.

During the years ended December 31, 2016 and 2015, there were no stock options granted under the plan.

There was no stock-based compensation expense recognized during the years ended December 31, 2016 and 2015, and \$1,200 was recognized for the year ended December 31, 2014. All of the stock-based compensation expense recognized was a component of selling, general and administrative expenses.

The Company estimates the fair value of stock options on the grant date by applying the Black-Scholes option pricing valuation model. The application of this valuation model involved assumptions that are highly subjective, judgmental, and sensitive in the determination of compensation cost.

## **Directors' Fees Paid**

For 2014, each director, including Mr. Gad, was paid \$30,000 in cash in four equal quarterly installments in advance. The Company paid travel and hotel lodging for in-person board meetings.

For 2015, each director was paid the same fees as stated above for 2014 except for Mr. Gad, who was paid \$60,000 for the year. The Company paid travel and hotel lodging for in person board meetings.

For 2016, Mr. Gad was paid \$150,000 in cash and the other directors were paid \$36,000 in cash in four equal quarterly installments in advance.

For 2017, Mr. Gad and the other directors are expected be paid the same fees as stated above for 2016.

## **Chairman's Compensation**

For 2014, Mr. Gad was paid \$30,000 in cash in four equal quarterly installments in advance.

For 2015, Mr. Gad was paid \$22,500 in cash in three equal quarterly installments in advance and \$37,500 in advance for the fourth quarter that totaled \$60,000.

For 2016, Mr. Gad was paid \$150,000 in cash in four equal quarterly installments.

For 2017, Mr. Gad is expected to be paid the same as in 2016.

Notes To Consolidated Financial Statements

## (6) Employee Benefit Plans

The Company has a defined contribution Retirement Savings Plan for its employees. Employees age 21 and above are eligible to participate in the Plan. Effective March 30, 2009, Company contributions under the Company's Retirement Savings Plan were suspended for an indefinite period of time as part of a cost-reduction initiative. Effective August 14, 2015, Company contributions have been reinstated. The matching contribution for the years ended December 31, 2016, 2015 and 2014 was \$49,541, \$19,813, and \$0, respectively. The Plan also contains provisions for profit sharing contributions in the form of cash as determined annually by the Company's Board of Directors. The profit sharing contribution for the years ended December 31, 2016, 2015 and 2014 was \$0, \$0 and \$30,000, respectively. Total expense for the Retirement Savings Plan, including Plan expenses, was \$50,041, \$20,955 and \$30,100 for the years ended December 31, 2016, 2015 and 2014, respectively.

## (7) Income Taxes

The provision for income tax expense (benefit) consists of the following (in thousands):

		-	or the Year Ended ecember 31, 2016	I	For the Year Ended December 31, 2015	`	For the Year Ended December 31, 2014
Federal:	current deferred	\$	(26) (131)	\$	139 52 191	\$	(26)
			(157)			=	(26)
State:	current deferred		(1) (65)		12 13		16 (7)
			(66)		25	-	9
		\$	(223)	\$	216	\$	(17)

The reconciliation between the U.S. federal statutory rate and the Company's effective income tax rate is (in thousands):

		Year Ended December 31, 2016		Year Ended December 31, 2015		Year Ended December 31, 2014
Computed tax expense (benefit) at statutory rate of 34%	\$	(444)	\$	362	\$	(152)
Increase (reduction) in taxes resulting from:						
State income taxes, net of federal benefit		(61)		5		(17)
Meals and entertainment deduction		` ź		2		` 2 <sup>′</sup>
Valuation allowance		304		(163)		51
Miscellaneous items	Φ.	(24)		10		99
	\$	(223)	_ \$	216	_ \$ _	(17)

Notes To Consolidated Financial Statements

## (7) Income Taxes (Continued)

The tax effects of temporary differences that give rise to significant portions of the deferred tax assets and liabilities at December 31, 2016 and 2015 are presented below (in thousands):

Deferred toy appeter	Year Ended December 31, 2016	Year Ended December 31, 2015
Deferred tax assets:	<b>ሲ ጋር</b> ር	¢ 440
Net operating loss carryforward	\$ 259	\$ 146
Inventory reserve	120	118
Accrued warranty costs	26	54
Unrealized loss on equity method investment	1,200	1,182
Amortization of software development cost	-	92
Intangibles earn out payments	36	28
Accruals for other expenses, not yet deductible for tax		
purposes	77	110
Total gross deferred tax assets	1,718	1,730
Less: valuation allowance	(1,447)	(1,143)
Net deferred tax assets	271	587
Deferred tax liabilities:		
Machinery and equipment, principally due to		
differences in depreciation	(63)	(56)
Software development cost	-	(206)
Unrealized gain on investments	196	20
Intangibles	-	(333)
Prepaid expenses	(12)	`(12)
Total gross deferred tax liabilities	(271)	(587)
Net deferred tax assets	\$ -	\$ -

. The Company has federal net operating losses of approximately \$244 (in thousands) at December 31, 2016, expiring through 2036. The Company has state net operating losses of approximately \$2,954 (in thousands) at December 31, 2016, expiring at various times based on individual state limits.

Valuation allowances are provided to reduce the carrying amount of deferred tax assets when it is more likely than not that some portion or all of the deferred tax assets will not be realized. When assessing the realizability of deferred tax assets, management considers whether it is more likely than not that some portion or all of the deferred tax assets will not be realized. The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income in the appropriate taxing jurisdictions during the periods in which those temporary differences become deductible. Management considers the scheduled reversal of deferred tax liabilities, projected future taxable income, taxable income in carryback years, and tax planning strategies in making this assessment. Based upon the level of historical taxable income and projections for future taxable income, management has concluded that the Company's deferred tax assets are more likely than not to expire before the Company can use them and, therefore, the Company's management has concluded that a full valuation allowance for deferred tax assets, net of deferred tax liabilities, was appropriate as of December 31, 2016 and 2015.

## (8) Contingencies

From time to time, the Company is involved in various claims and legal actions arising in the ordinary course of business. There are no pending actions as of December 31, 2016.

Notes To Consolidated Financial Statements

## (9) Commitments

The Company leases a facility located at 101 Larry Holmes Drive in Easton, Pennsylvania. The area covered by the lease is 9,648 square feet. The leasing agreement requires fixed monthly payments of \$13,000 through April 30, 2017, and \$13,500 for the final twelve months through April 30, 2018 when the lease expires.

Total rental expense in the years ended December 31, 2016, 2015 and 2014 approximated \$205,900, \$204,500 and \$167,000, respectively.

Future minimum rental commitments at December 31, 2016 are as follows (in thousands):

	Operating			
	Leases			
2017	\$	160		
2018		54		
TOTAL	\$	214		

## (10) Stock Repurchase Program

On May 14, 2015, the Company's board of directors approved a program to repurchase up to \$250,000 of its outstanding stock. There were no stock repurchases during the years ended December 31, 2016 and 2015.

## (11) Recently Issued Accounting Pronouncements

In August of 2016 the Financial Accounting Standards Board (FASB) issued ASU 2016-15 *Statement of Cash Flows (Topic 230) – Classification of Certain Cash Receipts and Cash Payments*. This ASU is intended to clarify the presentation of cash receipts and payments in specific situations. The amendments in this update are effective for financial statements issued for annual periods beginning after December 15, 2017, including interim periods within those annual periods, and early application is permitted. The Company is currently reviewing the adoption of ASU No. 2016-15 on the Company's consolidated financial statements.

In March 2016, the FASB issued ASU 2016-09, *Compensation - Stock Compensation*. ASU 2016-09 was issued as part of the FASB's simplification initiative and affects all entities that issue share-based payment awards to their employees. ASU 2016-09 covers accounting for income taxes, forfeitures, and statutory tax withholding requirements, as well as classification in the statement of cash flows. ASU 2016-09 will be effective for the Company as of January 1, 2017. The Company is currently reviewing the adoption of ASU No. 2016-09 on the Company's consolidated financial statements.

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*. The guidance in the ASU supersedes the leasing guidance in Topic 840, Leases. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the balance sheet for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the income statement. The new standard is effective for fiscal years beginning after December 15, 2018, including interim periods within those fiscal years. The Company is currently evaluating the impact of our pending adoption of the new standard on its consolidated financial statements.

In January 2016, the FASB issues ASU 2016-01, *Financial Instruments – Overall (Subtopic 825-10)*. The standard primarily affects the accounting for equity investments, financial liabilities under the fair value option, and the presentation and disclosure requirements for financial instruments. In addition, the standard clarified guidance related to the valuation allowance assessment when recognizing deferred tax assets resulting from unrealized losses on available-for-sale debt securities. The standard is effective for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years. The Company is currently evaluating the impact of our pending adoption of the new standard on its consolidated financial statements.

In November 2015, the FASB issued ASU 2015-17, *Balance Sheet Classification of Deferred Taxes*, which amends existing guidance on income taxes to require the classification of all deferred tax assets and liabilities as

Notes To Consolidated Financial Statements

## (11) Recently Issued Accounting Pronouncements (Continued)

non-current on the balance sheet. The Company is required to adopt this ASU no later than January 1, 2018, with early adoption permitted and the guidance may be applied either prospectively or retrospectively. The Company's adoption of ASU No. 2015-17 is not expected to have a material impact on the Company's consolidated financial statements.

In September 2015, FASB issued Accounting Standard Update (ASU) 2015-16, *Business Combinations (topic 805): Simplifying the Accounting for Measurement-Period Adjustments.* ASU 2015-16 eliminates the requirement that an acquirer in a business combination account for measurement period adjustments retrospectively. Instead, an acquirer will recognize a measurement-period adjustment during the period in which it determines the amount of the adjustment. ASU 2015-16 is effective for fiscal years beginning after December 15, 2015, and interim periods within those fiscal years. The Company adopted in the current year and will apply to future acquisitions where applicable.

In July 2015, the FASB issued ASU 2015-11, *Inventory (Topic 330)*: Simplifying the Measurement of Inventory. The amendments in the ASU require entities that measure inventory using the first in, first-out or average cost methods to measure inventory at the lower of cost and net realizable value. Net realizable value is defined as estimated selling price in the ordinary course of business less reasonably predictable costs of completion, disposal and transportation. ASU 2015-11 is effective for financial statements issued for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2016 on a prospective basis. The Company does not expect the adoption of ASU 2015-11 to have a material effect on its consolidated financial statements.

In August 2014, FASB issued Accounting Standard Update (ASU) 2014-15, *Presentation of Financial Statements – Going Concern (Subtopic 205-40): Disclosure of Uncertainties about an Entity's Ability to Continue as a Going Concern.* ASU 2014-15 explicitly requires management to evaluate, at each annual reporting period, whether there are conditions or events that exist which raise substantial doubt about an entity's ability to continue as going concern and to provide related disclosures. ASU 2014-15 is effective for annual periods ending after December 15, 2016, with early adoption permitted. The Company adopted in the current year with no material effect on the Company's consolidated financial statement.

In May 2014, FASB issued ASU 2014-09, *Revenue from Contracts with Customers (Topic 606)*, requiring an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. The updated standard will replace most existing revenue recognition guidance in U.S. GAAP when it becomes effective and permits the use of either a full retrospective or retrospective with cumulative effect transition method. The updated standard will be effective for interim and annual reporting periods beginning after December 15, 2016. In August 2015, the FASB issued ASU 2015-14 which defers the effective date of ASU 2014-09 one year making it effective for annual reporting periods beginning after December 31, 2017, including interim reporting periods within that reporting period. The Company has not yet selected a transition method and is currently evaluating the effect that the updated standard will have on the consolidated financial statements.

## (12) Subsequent Events

On October 17, 2016, Ark Investments, LLC was formed as a wholly owned subsidiary of Paragon Technologies, Inc. and had no activity during the year ended December 31, 2016. On March 1, 2017, Ark Investments, LLC acquired SED International de Colombia, S.A.S. (SEDC), a Colombian based company for a purchase price of \$1,395,000. SEDC distributes computer and technology systems in Colombia and Latin America. The Company purchased all the outstanding capital stock with cash. There is a minority interest in SEDC of (twenty) 20 percent owned by El-Gibhor International LLC.

On March 27, 2017, John A. Harrell purported to file a complaint against the Company's wholly-owned subsidiary, SI Systems, LLC, in the U.S. District Court for the District of Delaware. SI Systems acquired the stock of Innovative Automation, Inc. from Harrell pursuant to a Stock Purchase Agreement dated April 15, 2013, and Harrell was employed by SI Systems pursuant to an Employment Agreement dated April 15, 2013 until he was terminated by SI Systems on June 7, 2016. Harrell's complaint alleges that he is owed unpaid earn-out payments from SI Systems under the Stock Purchase Agreement, that he is entitled to the return of the VWare software and

Notes To Consolidated Financial Statements

## (12) Subsequent Events (Continued)

associated materials through a non-exclusive royalty-free license allowing Harrell to use and sell the software, and that SI Systems is required to pay his legal fees.

As disclosed in this report, due to the nominal future expected revenue derived from the VWare software acquired as part of the IA acquisition, the intangible assets and fixed assets associated with the acquisition were written off by the Company during the year ended December 31, 2016.

The Company intends to defend Harrell's claims vigorously, and intends to assert counterclaims against Harrell for the full refund of all amounts paid to Harrell to date in connection with the Stock Purchase Agreement and Employment Agreement.

Events and transactions for items that should potentially be recognized or disclosed in these financial statements occurring subsequent to the balance sheet date of December 31, 2016 have been evaluated through March 31, 2017, the date which these financial statements were available to be issued.