

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

PARK CITY GROUP INC
Form 10QSB
February 06, 2006

FORM 10-QSB

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

Quarterly Report Under Section 13 or 15(d) of the
Securities Exchange Act of 1934

For the Quarterly Period Ended December 31, 2005

Commission File Number 000-03718

PARK CITY GROUP, INC.

(Exact name of small business issuer as specified in its charter)

Nevada

37-1454128

(State or other jurisdiction of
incorporation or organization)

(IRS Employer Identification No.)

333 Main Street, P.O. Box 5000; Park City, Utah 84060

(Address of principal executive offices)

(435) 649-2221

(Registrant's telephone number)

Check whether the issuer (1) has filed all reports required to be filed by Section 13 or 15(d) of the Exchange Act during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.
[X] Yes [] No

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). [] Yes [X] No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Class	Outstanding as of February 6, 2006
-----	-----
Common Stock, \$.01 par value	284,500,368 2,368 shareholders

PARK CITY GROUP, INC.
Table of Contents to Quarterly Report on Form 10-QSB

PART I - FINANCIAL INFORMATION

Item 1 Financial Statements

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

	Consolidated Condensed Balance Sheets as of December 31, 2005 (Unaudited) and June 30, 2005	3
	Consolidated Condensed Statements of Operations for the Quarters Ended December 31, 2005 and 2004 (Unaudited)	4
	Consolidated Condensed Statements of Cash Flows for the Quarters Ended December 31, 2005 and 2004 (Unaudited)	5
	Notes to Consolidated Condensed Financial Statements	6
Item 2	Management's Discussion and Analysis or Plan of Operation	9
Item 3	Controls and Procedures	14
PART II - OTHER INFORMATION		
Item 1	Legal Proceedings	15
Item 2	Unregistered Sales of Equity Securities and Use of Proceeds	15
Item 3	Defaults Upon Senior Securities	15
Item 4	Submission of Matters to a Vote of Security Holders	15
Item 5	Other Information	15
Item 6	Exhibits	15
	Exhibit 31 Certification of Chief Executive Officer and Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.	
	Exhibit 32 Certification pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.	

(Balance of the page intentionally left blank)

2

PARK CITY GROUP, INC. Consolidated Condensed Balance Sheets

	December 31, 2005	
	-----	-----
	(Unaudited)	
Assets		
Current Assets:		
Cash	\$ 122,825	\$
Receivables, net of allowance \$49,554 and \$56,000 at December 31, 2005 and June 30, 2005, respectively	738,056	
Prepaid expenses and other current assets	129,367	
	-----	-----
Total current assets	990,248	
	-----	-----

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

Property and equipment, net of accumulated depreciation of \$1,627,701 and \$1,592,079 at December 31, 2005 and June 30, 2006, respectively	105,070	
Other assets:		
Deposits and other assets	27,826	
Capitalized software costs, net of accumulated amortization of \$864,106 and \$731,167 at December 31, 2005 and June 30, 2005, respectively	199,409	
Total other assets	227,235	
Total assets	\$ 1,322,553	\$
Liabilities and Stockholders' Deficit		
Current liabilities:		
Accounts payable	\$ 293,302	\$
Accrued liabilities	373,230	
Deferred revenue	1,151,054	
Current portion of capital lease obligations	20,203	
Notes payable, net of discounts of \$54,976 at June 30, 2005	-	
Related party accrued interest	1,162,180	
Related party notes payable, net of discounts of \$24,750 and \$12,375 at December 31, 2005 and June 30, 2005, respectively	320,250	
Related party lines of credit	606,187	
Total current liabilities	3,926,406	
Long-term liabilities		
Long-term related party notes payable, net of discounts of \$97,545 and \$122,992 at December 31, 2005 and June 30, 2005, respectively	3,198,861	
Capital lease obligations, less current portion	16,167	
Total long-term liabilities	3,215,028	
Total liabilities	7,141,434	
Commitments and contingencies		
Stockholders' deficit:		
Preferred stock, \$0.01 par value, 30,000,000 shares authorized, none issued		
Common stock, \$0.01 par value, 500,000,000 shares authorized; 284,500,368 and 282,555,885 issued and outstanding at December 31, 2005 and June 30, 2005, respectively	2,841,046	
Additional paid-in capital	10,096,224	1
Accumulated deficit	(18,756,151)	(2)

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

Total stockholders' deficit	(5,818,881)	(
	-----	---
Total liabilities and stockholders' deficit	\$ 1,322,553	\$
	=====	====

See accompanying notes to consolidated condensed financial statements.

3

PARK CITY GROUP, INC.
Consolidated Condensed Statements of Operations (Unaudited)
For the Three and Six Months Ended December 31, 2005 and 2004

	Three Months Ended December 31,		Six De
	2005	2004	2005
	-----	-----	-----
Revenues:			
Software licenses	\$ 230,574	\$ 141,692	\$ 2,861,02
Maintenance and support	606,311	658,589	1,214,75
ASP	50,250	20,550	99,15
Consulting and other	226,521	120,231	637,58
	-----	-----	-----
	1,113,656	941,062	4,812,52
Cost of revenues	417,421	351,771	822,07
	-----	-----	-----
Gross margin	696,235	589,291	3,990,44
	-----	-----	-----
Operating expenses:			
Research and development	223,687	250,769	459,59
Sales and marketing	310,433	382,329	593,63
General and administrative	316,438	668,821	629,59
	-----	-----	-----
Total operating expenses	850,558	1,301,919	1,682,82
	-----	-----	-----
(Loss) income from operations	(154,323)	(712,628)	2,307,62
Other income (expense):			
Interest expense	(200,440)	(287,974)	(497,57
	-----	-----	-----
(Loss) income before income taxes	(354,763)	(1,000,602)	1,810,05
(Provision) benefit for income taxes	-	-	
	-----	-----	-----
Net (loss) income	\$ (354,763)	\$ (1,000,602)	\$ 1,810,05
	=====	=====	=====
Weighted average shares, basic	283,498,000	272,490,000	283,176,00
	=====	=====	=====

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

Weighted average shares, diluted	283,498,000	272,490,000	293,417,000
	=====	=====	=====
Basic (loss) income per share	\$ (0.00)	\$ (0.00)	\$ 0.00
	=====	=====	=====
Diluted (loss) income per share	\$ (0.00)	\$ (0.00)	\$ 0.00
	=====	=====	=====

See accompanying notes to consolidated condensed financial statements.

(Balance of page intentionally left blank)

4

PARK CITY GROUP, INC.
 Consolidated Condensed Statements of Cash Flows (Unaudited)
 For the Six Months Ended December 31, 2005 and 2004

Cash Flows From Operating Activities:			
Net income (loss)			\$
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:			
Depreciation and amortization			
Bad debt expense			
Stock issued for services and expenses			
Amortization of discounts on debt			
(Increase) decrease in:			
Trade receivables			
Prepaid and other assets			
(Decrease) increase in:			
Accounts payable			
Accrued liabilities			
Deferred revenue			
Accrued interest, related party			

Net cash provided by (used in) operating activities			-----
Cash Flows From Investing Activities:			
Purchase of property and equipment			-----

Net cash used in investing activities			-----
Cash Flows From Financing Activities:			
Net (decrease) increase in line of credit - related party			
Proceeds from issuance of stock			
Payments to extend note			
Payments on notes payable and capital leases			(

Net cash (used in) provided by financing activities			(

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

Net decrease in cash and cash equivalents	
Cash at beginning of period	-----
Cash at end of period	\$ =====

See accompanying notes to consolidated condensed financial statements.

(Balance of page intentionally left blank)

5

PARK CITY GROUP, INC.
NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS
December 31, 2005

Note 1 - Unaudited Financial Statements

The accompanying unaudited financial statements have been prepared in accordance with U.S. generally accepted accounting principles for quarterly financial statements, and include all normal, recurring adjustments which in the opinion of management are necessary in order to make the financial statements not misleading. Although the Company believes that the disclosures in these unaudited financial statements are adequate to make the information presented for the interim periods not misleading, certain information and footnote information normally included in quarterly financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to the rules and regulations of the Securities and Exchange Commission, and these financial statements should be read in conjunction with the Company's audited annual financial statements included in the Company's June 30, 2005 Annual Report on Form 10-KSB.

Note 2 - Liquidity

Cash flow information for the six months ended December 31, 2005 and December 31, 2004 was as follows:

	December 31, 2005	December 31, 2004
	-----	-----
Cash, cash equivalents, marketable securities and		
long-term marketable securities	\$ 209,670	\$ 312,817
	-----	-----
Net cash provided by operating activities	\$ 1,946,806	\$ (799,860)
Net cash used in investing activities	\$ (6,475)	\$ (30,032)
Net cash provided by financing activities	\$ (2,027,176)	\$ 590,833
	-----	-----

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

Net increase/decrease in cash and cash equivalents	\$	(86,845)	\$	(239,059)
----------------------------------------------------	----	----------	----	-----------

As shown in the consolidated financial statements, the Company had a loss for the three months ending December 31, 2005 and incurred a loss for the same quarter in 2004. The Company did show a profit for the six months ending December 31, 2005 verses an incurred loss for the same six months in 2004. Current liabilities are in excess of current assets at December 31, 2005. The company did generate positive cash flow from operations during the six months ended December 31, 2005 and was able to retire a large amount of current debt. However the company did not generate an overall positive cash for the six months ended December 31, 2005.

The Company believes that cash flows from sales, as well as the ability and commitment of its majority shareholder to contribute funds necessary to continue to operate, will allow the Company to fund its currently anticipated working capital, capital spending and debt service requirements during the year ended June 30, 2006. The financial statements do not reflect any adjustments should the Company's operations not be achieved.

Off-Balance Sheet Arrangements.

Off-balance sheet arrangements, as defined by SEC, include certain transactions, agreements, or other contractual arrangements pursuant to which a company has any obligation under certain guarantee contracts, certain retained or contingent interests in assets transferred to an unconsolidated entity, any obligation under certain derivative investments, or any obligation under a material variable interest in an unconsolidated entity that provides financing, liquidity, market risk or credit risk support or engages in leasing, hedging or research and development services with us.

Currently the company has no Off Balance Sheet Arrangements

Note 3 - Stock-Based Compensation

At December 31, 2005 and 2004, the Company has issued stock options to certain of its employees. The Company accounts for these options under the recognition and measurement principles of APB Opinion No. 25, Accounting for Stock Issued to Employees, and related Interpretations. No stock-based employee compensation cost is reflected in net loss, as all options granted had an exercise price equal to or greater than the market value of the underlying common stock on the date of grant. Had compensation cost for the Company's stock option plans been determined based on fair value consistent with the provisions of SFAS No. 123, Accounting for Stock-Based Compensation, the Company's net income (loss) and earnings (loss) per share would have been the pro forma amounts indicated below for the three and six months ended December 31, 2005 and 2004:

6

	Three Months Ended December 31,		
	2005	2004	
	----	----	----
Net Loss available to common shareholders, as reported	\$ (354,763)	\$ (1,000,602)	\$1,81
Add: Stock-based employee compensation expense included in reported net income, net of related tax effects	-	-	

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

Deduct: Total stock-based employee compensation expense determined under the fair value based method for all awards, net of related tax effects.

	-	-	(1)
Net (loss) income - pro forma	\$ (354,763)	\$ (1,000,602)	\$1,79
Loss per share:			
Basic and diluted - as reported	\$ (0.00)	\$ (0.00)	\$
Basic and diluted - pro forma	\$ (0.00)	\$ (0.00)	\$

Park City Group has an employment agreement with its Vice President of Professional Services, dated effective April 11, 2005. One provision of this agreement provides for a stock bonus of 2,000,000 shares payable in 500,000 share increments on his next 4 anniversary dates, provided continued employment.

Note 4 - Outstanding Stock Options

The following tables summarize information about fixed stock options and warrants outstanding and exercisable at December 31, 2005:

		Number of Options	Warrants	Price
		-----	-----	-----
Outstanding and exercisable at	June 30, 2005	5,446,512	47,191,500	\$0
	Granted	-	-	
	Exercised	-	-	
	Called	-	-	
	Cancelled	-	-	
	Expired	(215,000)	(7,142,857)	\$0
		-----	-----	-----
Outstanding and exercisable at	December 31, 2005	5,231,512	40,048,643	\$0
		=====	=====	=====

Options and Warrants Outstanding and Exercisable at December 31, 2005

Range of exercise prices	Number Outstanding at December 31, 2005	Weighted average remaining contractual life(years)	Weighted average exercise price
-----	-----	-----	-----
\$0.03 - \$0.05	36,780,572	1.69	\$ 0.04
\$0.07 - \$0.08	7,999,583	4.01	0.07
\$0.14	500,000	.86	0.14
	-----	----	-----
	45,280,155	2.09	\$ 0.05
	=====	====	=====

Note 5 - Related Party Transactions

In December 2005, the note payable funding from Riverview extended for 12 months making the new maturity date December 24, 2006. The company issued 225,000

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

shares valued at \$15,750 and \$9,000 as consideration for the extension. This consideration was recorded as a debt discount and will be amortized to interest expense of the extended term of the note. See Note 6

In December 2005, the line of credit the company has with Riverview was cancelled and reissued in the amount of \$800,000. The reissued line of credit carries an interest rate of 12% with a fee for draws on the line. All other terms remained the same.

7

Note 6 - Supplemental Cash Flow Information

In connection with the note payable funding from Whale Investment, Ltd. the Company issued warrants and issued shares of common stock, which were recorded as a debt discount. In June 2004 the note payable to Whale Investments, LTD was extended and ownership of the note payable was transferred to Whale Investment's sister company Triplenet Investments. As consideration for the extension the Company issued cash and shares. The fair value of the cash and shares issued in connection with the extension was recorded as a discount to the note payable and added to the previous discount to be amortized over the remaining life of the note as extended. Of the debt discount amounts \$54,976 and \$54,976 was amortized to interest expense during the six months ended December 31, 2005 and 2004, respectively.

The Triplenet Investments loan was paid off in August 2005 with cash generated from operations. The company did pay a pre-payment penalty fee of \$30,000 or one month interest on the loan.

The fair value of shares issued in connection with the \$345,000 note payable funding from Riverview obtained as a condition of the Whale Investment, Ltd. Funding as well as the additional shares issued for extension of the due date were recorded as a discount on the note payable, of which \$12,375 and \$4,286 was amortized into interest expense during the six months ended December 31, 2005 and 2004, respectively.

For the six months ended December 31, 2005 and 2004 the Company paid cash for interest expense of \$89,311 and \$241,208, respectively. No cash was paid for income taxes.

Note 7 - Accrued liabilities

Accrued liabilities consist of the following as of December 31, 2005 and June 30, 2005:

	12/31/05	6/30/05
	-----	-----
Accrued payroll	\$ 169,541	\$ 156,300
Accrued vacation	109,233	112,722
Other accrued liabilities	59,456	47,684
Accrued stock compensation	35,000	-
	-----	-----
	\$ 373,230	\$ 316,706
	=====	=====

Note 8 - Net Income (Loss) Per Common Share

Basic net income (loss) per common share ("Basic EPS") excludes dilution and is

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

computed by dividing net income (loss) by the weighted average number of common shares outstanding during the period. Diluted net income (loss) per common share ("Diluted EPS") reflects the potential dilution that could occur if stock options or other contracts to issue common stock were exercised or converted into common stock. The computation of Diluted EPS does not assume exercise or conversion of securities that would have an anti-dilutive effect on net income (loss) per common share.

For the three months ended December 31, 2005 and 2004 options and warrants to purchase 45,280,155 and 81,324,501 shares of common stock, respectively, were not included in the computation of diluted EPS due to the dilutive effect of a net loss in both periods.

For the six months ended December 31, 2005 and 2004 options and warrants to purchase 8,499,583 and 81,324,501 shares of common stock, respectively, were not included in the computation of diluted EPS due either to the dilutive effect from a net loss or a strike price in excess of market price. Using the treasury stock method 10,240,695 shares were assumed repurchased and added to shares outstanding for the computation of Diluted EPS for the six months ended December 31, 2005.

(Balance of page intentionally left blank)

8

Item 2. Management's Discussion and Analysis or Plan of Operation.

Form 10-KSB for the year ended June 30, 2005 incorporated herein by reference.

Forward-Looking Statements

This quarterly report on Form 10-QSB contains forward looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. The words or phrases "would be," "will allow," "intends to," "will likely result," "are expected to," "will continue," "is anticipated," "estimate," "project," or similar expressions are intended to identify "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Actual results could differ materially from those projected in the forward looking statements as a result of a number of risks and uncertainties, including those risks factors contained in our Form 10-KSB annual report at June 30, 2004, incorporated herein by reference. Statements made herein are as of the date of the filing of this Form 10-QSB with the Securities and Exchange Commission and should not be relied upon as of any subsequent date. Unless otherwise required by applicable law, we do not undertake, and specifically disclaim any obligation, to update any forward-looking statements to reflect occurrences, developments, unanticipated events or circumstances after the date of such statement.

Overview

Park City Group develops and markets patented computer software and profit optimization consulting services that help its retail customers to reduce their inventory and labor costs; the two largest controllable expenses in the retail industry, while increasing the customer's sales and gross margin. The technology has its genesis in the operations of Mrs. Fields Cookies co-founded by Randy Fields, CEO of Park City Group, Inc. Industry leading customers such as The Home Depot, Victoria's Secret, Limited Brands, Anheuser Busch Entertainment, Del Monte, WaWa and Tesco Lotus benefit from the Company's software. Park City Group products, Supply Chain Profit Link, C-Store Manager, Fresh Market Manager and ActionManager are proven, patented technologies that address the needs of retailers in store operations management, manufacturing and both durable goods

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

and perishable product management. Because the product concepts originated in the environment of actual multi-unit-retail chain ownership, the products are strongly oriented to an operation's bottom line results. The products are highly pragmatic in their approach to standardizing and improving managerial actions. The products use a fully developed, contemporary patented technology platform that is not only capable of supporting existing offerings, but can also be expanded to support related products.

The critical strength of the products is its artificial intelligence-like rules based technology that allows customers to tailor the operating rules to replicate the expert knowledge and practices of their most successful managers. Rules based systems are applications in which the action to be taken is determined by the rules defined by the user. As such, customers who use rules based system determine what action the system will perform when an identified condition occurs, usually based on the policies and procedures or "rules" of the customer's business operations. In this way, the customer decomposes its business operation into different rules or the way in which it wants certain conditions or actions to be addressed. In comparison, in non-rules based systems, the applications perform action as they have been designed and coded by the vendor, regardless of the action the customer might wish to take.

Our corporate headquarters is located in Park City, Utah. All of our development, and administrative activities are conducted at this location. We sell our products through an internal sales team consisting of 9 people, which includes all of the senior executives of the company.

We have experienced recent significant developments that we expect to have a positive impact on our company, including the following:

- o In October and November the company started 6 new pilots with grocery and convenience store chains through our Cannon Equipment contract that was signed during the first quarter of this fiscal year.
- o In December the company signed Dodge Stores, an existing client to the second phase of their project.

Three Months Ended December 31, 2005 and 2004

Total revenues were \$1,113,656 and \$941,062 for the quarters ended December 31, 2005 and 2004, respectively, a 18% increase. Software license revenues were \$230,574 and \$141,692 for the quarters ended December 31, 2005 and 2004, respectively, a 63% increase. This increase is primarily attributable to software license sales to existing customers, during the quarter ended December 31, 2005. Maintenance and support revenues were \$606,311 and \$658,589 for the quarters ended December 31, 2005 and 2004, respectively, an 8% decrease. This decrease is primarily attributable to two existing Action Manager customers reducing their maintenance fees due to store closures. Software Maintenance and support for Fresh Market Manager software increased by \$45,365 during the quarter ending December 31, 2005 over the same period in 2004. This was primarily due to the Cannon Solutions Contract. The company has decided to report their ASP, (their hosted solution), sales separately starting in Fiscal Year ending June 30, 2006 instead of previously including these amounts in maintenance and support revenues. ASP revenues were \$50,250 and \$20,550, respectively for the quarters ending December 31, 2005 and 2004; an increase of 145%. This increase was the result of our success in the Perishable

Manufacturing Channel where we have signed 4 new contracts in the last 6 months. Consulting and other revenue was \$226,521 and \$120,231 for the quarters ended

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

December 31, 2005 and 2004, respectively, a 88% increase. This increase is due to increased FMM implementation services resulting from the Cannon Equipment agreements.

Cost of revenues, as a percent of total revenues was 37% for both quarters ended December 31, 2005 and 2004, respectively.

Research and development expenses were \$223,687 and \$250,769 for the quarters ended December 31, 2005 and 2004 respectively, an 11% decrease. This decreased expense reflects the fact that both Action Manager and FMM software suites have had major releases completed in addition to the streamlining of our development process. The company has also started to utilize off-shore resources to test and transitioning existing products to the Java language.

Sales and marketing expenses were \$310,433 and \$382,329 for the quarters ended December 31, 2005 and 2004, respectively, a 19% decrease. The company continues to deploy a commissioned based sales force which allows them to maintain a lower fixed level of costs to generate sales. The company also exhibited in one less trade show in 2005.

General and administrative expenses were \$316,438 and \$668,821 for the quarters ended December 31, 2005 and 2004, respectively a 53% decrease. There was an \$165,200 one time expense for the settlement of a legal case in the 2004.

Six Months Ended December 31, 2005 and 2004

Total revenues were \$4,812,521 and \$1,930,739 for the six months ended December 31, 2005 and 2004, respectively, a 149% increase in 2005 over the comparable period for 2004. Software license revenues were \$2,861,027 and \$303,855 for the six months ended December 31, 2004 and 2003, respectively, an 842% increase. License sales in 2005 includes the Cannon Equipment license sale as referenced in the companies 8K filed August 11, 2005. Maintenance and support revenues were \$1,214,757 and \$1,293,683 for the six months ended December 31, 2005 and 2004, respectively, a 6% decrease. This decrease is primarily attributable to a two existing Action Manager customers reducing their maintenance fees due to store closures. ASP revenues were \$99,150 and \$32,150 for the six months December 31, 2005 and 2004, respectively, a 208% increase in 2005 over the comparable period for 2004. This increase is driven by the companies success selling FMM Category Manager to perishable manufactures. Consulting and other revenue was \$637,587 and \$301,051 for the six months ended December 31, 2005 and 2004, respectively, a 112% decrease. This increase is driven by the Cannon Equipment agreement and increased Action Manager consulting during the first quarter of 2005

Research and development expenses were \$459,596 and \$506,850 for the six months ended December 31, 2005 and 2004 respectively, a 9% decrease. This decrease represents the general stabilization of both the Fresh Market Manager and Action Manager 4X software and the company's use of off-shore resources.

Sales and marketing expenses were \$593,633 and \$675,723 for the six months ended December 31, 2005 and 2004, respectively, a 12% decrease. This decrease was driven by trade show cancellations due to weather events.

General and administrative expenses were \$629,593 and \$978,930 for the six months ended December 31, 2005 and 2004, respectively, a 36% decrease. The 2004 expenses include a \$165,200 one time expense for the settlement of a legal case.

Liquidity and Capital Resources

The Company had a working capital deficit at December 31, 2005 of \$2,936,158.

The company had net loss of \$354,763 versus a net loss of \$1,000,602 for the quarters ending December 31, 2005 and 2004 respectively. The Company had

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

interest expense of \$200,440 and \$287,974 for the quarters ending December 31, 2005 and 2004 respectively, a decrease of 30%. This decrease reflects the company paying off the Triplenet Incorporated debt during the quarter ended September 30, 2005. To date, the Company has financed its operations through operating revenues, loans from directors, officers and stockholders, loans from the CEO and majority shareholder, and private placements of equity securities. The Company may be unable to raise additional equity capital until it achieves profitable operations and refinances its debt. The Company anticipates that it will meet its working capital requirements primarily through increased revenue, while controlling and reducing costs and expenses. However, no assurances can be given that the Company will be able to meet its working capital requirements.

Risk Factors

The Company is subject to certain other risk factors due to the organization and structure of the business, the industry in which it competes and the nature of its operations. These risk factors include the following:

10

Risk Factors Related to the Company's Operations

Continued net losses could impair the ability to raise capital.

The Company cannot accurately predict future revenues. The future marketing strategy emphasizes sales activities for the Fresh Market Manager and ActionManager applications, in the sales channels of Grocery, C-Store, Specialty Retail, Financial Service and Food Manufactures. If this marketing strategy fails, revenues and operations will be negatively affected. All Park City Group applications are designed to be highly flexible so that they can work in diverse business environments. There is no assurance that the markets will accept the Park City Group applications in proportion to the increased marketing of these product lines, although current business activity might suggest that the market opportunity and acceptance of the Park City Group applications are positive. The Company may face significant competition that may negatively affect demand for the Park City Group applications. This includes the public's preference for competitor's new product releases or updates over the Company's releases or updates. The company is focusing our marketing effort on the development of the new expanded sales channels, this will be increasing our marketing and operational costs.

There can be no assurance that the Company will be able to generate significant revenues or that it will achieve or maintain profitability, or generate revenues from operations in the future. Management believes that success will depend upon the ability to generate and retain new customers, which cannot be assured, and in many circumstances, may be beyond the Company's control. The ability to generate sales will depend on a variety of factors, including:

- o Sales and marketing efforts as well as the co-marketing efforts of strategic partners,
- o The success of the new strategic sales channels o The length of the sales cycle for our products
- o The reliability and cost-effectiveness of services, and
- o Customer service and support.

The Company faces competition from existing and emerging technologies that may affect our profitability. The markets for our type of software products and that of our competitors are characterized by: (i) Development of new software, software solutions, or enhancements that are subject to constant change, (ii) Rapidly evolving technological change, (iii) Unanticipated changes in customer

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

needs.

Because these markets are subject to such rapid change, the life cycle of the products is difficult to predict; accordingly, the Company is subject to following risks:

- o Whether or how the Company will respond to technological changes in a timely or cost-effective manner,
- o Whether the products or technologies developed by competitors will render the products and services less attractive to potential buyers or shorten the life cycle of the Company's products and services, and
- o Whether products and services will achieve and sustain market acceptance.

If the Company is unable to adapt to the constantly changing markets and to continue to develop new products and technologies to meet customers' needs, revenues and profitability will be negatively affected. Future revenues are dependent on the successful development and licensing of new and enhanced versions of the products and potential product offerings. If the Company fails to successfully upgrade existing products and develop new products or the product upgrades and new products do not achieve market acceptance, revenues will be negatively impacted.

Operating results may fluctuate, which makes it difficult to predict future performance.

Management expects a portion of the revenue stream to come from license sales, maintenance and services charged to new customers, which will fluctuate in amounts because software sales to retailers tend to be cyclical in nature. In addition, the Company may potentially experience significant fluctuations in future operating results caused by a variety of factors, many of which are outside of its control, including:

- o Demand for and market acceptance of new products,
- o Introduction or enhancement of products and services by the Company or its competitors,
- o Capacity utilization,
- o Technical difficulties, system downtime,
- o Fluctuations in data communications and telecommunications costs,
- o Maintenance subscriber retention,
- o The timing and magnitude of capital expenditures and requirements,
- o Costs relating to the expansion or upgrading of operations, facilities, and infrastructure,
- o Changes in pricing policies and those of competitors,
- o Changes in regulatory laws and policies, and
- o General economic conditions, particularly those related to the information technology industry.

11

Because of the foregoing factors, Management expects future operating results to fluctuate. As a result of such fluctuations, it will be difficult to predict operating results. Period-to-period comparisons of operating results are not necessarily meaningful and should not be relied upon as an indicator of future performance. In addition, a relatively large portion of the Company's expenses will be relatively fixed in the short-term, particularly with respect to facilities and personnel. Therefore, future operating results will be particularly sensitive to fluctuations in revenues because of these and other

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

short-term fixed costs.

The Company may be unable to collect receivables in amounts previously estimated.

In accordance with United States generally accepted accounting principles, the Company has established allowances against its receivables for the estimated uncollectible portion of receivables. However, the Company may experience collection rates below its established allowances, which could reduce the amount of available funds and require additional allowances. There can be no assurance that the Company will be able to collect its receivables in sufficient amounts. Failure to collect adequate amounts of its receivables could materially adversely affect the business and results of operations.

Some competitors are larger and have greater financial and operational resources that may give them an advantage in the market.

Many of the Company's competitors are larger and have greater financial and operational resources. This may allow them to offer better pricing terms to customers in the industry, which could result in a loss of potential or current customers or could force the Company to lower prices. Any of these actions could have a significant effect on revenues. In addition, the competitors may have the ability to devote more financial and operational resources to the development of new technologies that provide improved operating functionality and features to their product and service offerings. If successful, their development efforts could render the Company's product and service offerings less desirable to customers, again resulting in the loss of customers or a reduction in the price the Company can demand for our offerings.

The Company needs to hire and retain qualified personnel to sustain its business.

The Company is currently managed by a small number of key management and operating personnel. There are no employment agreements with most of the employees. Future success depends, in part, on the continued service of key executive, management, and technical personnel, some of whom have only recently been hired, and the ability to attract highly skilled employees. If key officers or employees are unable or unwilling to continue in their present positions, business could be harmed. From time to time, the Company has experienced, and expects to continue to experience, difficulty in hiring and retaining highly skilled employees. Competition for employees in the industry is intense. If the Company is unable to retain key employees or attract, assimilate or retain other highly qualified employees in the future, it may have a material adverse effect on the business and results of operations.

The Company is dependent on the continued participation of certain key executives and personnel to effectively execute its business plan and strategies and must effectively integrate its management team.

The business is dependent on the continued services of its founder and Chief Executive Officer, Randall K. Fields. Should the services of Mr. Fields be lost, operations will be negatively impacted. The Company currently maintains three key man insurance policies on Mr. Fields life in the amount of \$10,000,000 each. The beneficiary of each policy is (1) to the Fields Trust, (2) to Park City Group, Inc. and (3) to the Fields Trust. The third policy is a new policy which will replace the first policy as soon as all contingencies and waiting periods have been removed from the new policy. The loss of the services of Mr. Fields would have a materially adverse effect on the business.

The Company depends on the ability of its management team to effectively execute its business plan and strategies. During the last year, key executives have had to forgo a portion of their salary, and as such are at risk for their continued commitment. If the management group is unable to effectively integrate its activities, or if the Company is unable to integrate new employees into its operations, its business plan and strategies will not be effectively executed and operations could suffer.

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

The business is currently dependent on a limited customer base; should any of these customer accounts be lost, revenues will be negatively impacted. The Company expects that existing customers will continue to account for a substantial portion of total revenues in future reporting periods. The ability to retain existing customers and to attract new customers will depend on a variety of factors, including the relative success of marketing strategies and the performance, quality, features, and price of current and future products. Accordingly, if customer accounts are lost or customer orders decrease, revenues and operating results will be negatively impacted. The company has experienced the loss of long term maintenance customers due to the high reliability of the product, and in some cases, the customer deciding to replace Park City Group applications. The company continues to focus on these long term clients to provide new functionality and applications to meet their business needs. The company also expects to lose some maintenance revenue due to consolidation of industries or customer operational difficulties that lead to their reduction of size. In addition, future revenues will be negatively impacted if the Company fails to add new customers that will make purchases of its products and services.

12

The Company may be unable to raise necessary funds for operations. The Company anticipates that we need to raise additional funds to meet cash flow and capital requirements. In the past, the Company has frequently experienced cash flow shortages because not enough cash has been generated from operations to cover expenses. Raising additional funds will be necessary to meet capital needs. There can be no assurance that such financing will be available in amounts or on acceptable terms, if at all. Further, the lack of tangible assets to pledge could prevent the Company from establishing debt-based sources of financing. The inability to raise necessary funding would adversely affect the ability to successfully implement the business plan. There can be no assurance that the Company will be able to obtain additional financing to meet the current or future requirements on satisfactory terms, if at all. Failure to obtain sufficient capital could materially adversely affect the business and results of operations.

The Company faces risks associated with proprietary protection of its software. The Company's success depends on its ability to develop and protect existing and new proprietary technology and intellectual property rights. It seeks to protect its software, documentation and other written materials primarily through a combination of patents, trademark, and copyright laws, confidentiality procedures and contractual provisions. While the Company has attempted to safeguard and maintain its proprietary rights, there are no assurances there it will be successful in doing so. Competitors may independently develop or patent technologies that are substantially equivalent or superior.

Despite efforts to protect proprietary rights, unauthorized parties may attempt to copy aspects of the Company's products or obtain and use information regarded as proprietary. Policing unauthorized use of the Company's products is difficult. While the Company is unable to determine the extent to which piracy of its software exists, software piracy can be expected to be a persistent problem, particularly in foreign countries where the laws may not protect proprietary rights as fully as the United States. The Company can offer no assurance that its means of protecting its proprietary rights will be adequate or that its competitors will not reverse engineer or independently develop similar technology.

The Company incorporates third party software providers' licensed technologies into its products; the loss of these technologies may prevent sales of its products or lead to increased costs.

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

The Company now licenses, and in the future will license, technologies from third party software providers that are incorporated into its products. The loss of third-party technologies could prevent sales of products and increase costs until substitute technologies, if available, are developed or identified, licensed and successfully integrated into the products. Even if substitute technologies are available, there can be no guarantee that the Company will be able to license these technologies on commercially reasonable terms, if at all.

The Company may discover software errors in its products that may result in a loss of revenues or injury to its reputation.

Non-conformities or bugs ("errors") may be found from time to time in the existing, new or enhanced products after commencement of commercial shipments, resulting in loss of revenues or injury to the Company's reputation. In the past, the Company has discovered errors in its products and, as a result, has experienced delays in the shipment of products. Errors in its products may be caused by defects in third-party software incorporated into the products. If so, these defects may not be able to be fixed without the cooperation of these software providers. Since these defects may not be as significant to the software provider as they are to the Company, it may not receive the rapid cooperation that may be required. The Company may not have the contractual right to access the source code of third-party software and, even if it does have access to the source code, it may not be able to fix the defect. Since its customers use its products for critical business applications, any errors, defects or other performance problems could result in damage to the customers' business. These customers could seek significant compensation from the Company for their losses. Even if unsuccessful, a product liability claim brought against the Company would likely be time consuming and costly.

(Balance of the page intentionally left blank)

13

Item 3 - Controls and Procedures

(a) Evaluation of disclosure controls and procedures.

Randall K. Fields who serves as Park City Group's chief executive officer and William D. Dunlavy who serves as Park City Group's chief financial officer, after evaluating the effectiveness of Park City Group's disclosure controls and procedures (as defined in Exchange Act Rules 13a-14(c) and 15d-14(c) as of December 31, 2005 (the "Evaluation Date") concluded that as of the Evaluation Date, Park City Group's disclosure controls and procedures were adequate and effective to ensure that material information relating to Park City Group and its consolidated subsidiaries would be made known to them by others within those entities, particularly during the period in which this quarterly report was being prepared. While the Company feels that the disclosure controls currently in place are adequate to prevent material misstatements, the Company has found significant internal control deficiencies in its accounting for property, plant and equipment that they will work to rectify in the coming year in preparation for section 404 of the Sarbanes Oxley Act of 2002. The Company is continually evaluating and improving their internal control procedures.

(b) Changes in internal controls.

There were no significant changes in the Company's internal controls over financial reporting or in other factors that could significantly affect these internal controls subsequent to the date of their most recent evaluation, including any corrective actions with regard to significant deficiencies and

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

material weaknesses.

(Balance of the page intentionally left blank)

14

Part II - OTHER INFORMATION

Item 1 - Legal Proceedings

None

Item 2 - Unregistered Sales of Equity Securities and Use of Proceeds

- o In July 2005, 155,750 shares of common stock were issued per anti-dilution agreement with the CEO.
- o In August 2005, 134,411 shares of common stock were issued to an employee in lieu of cash compensation.
- o In November 2005, 733,338 shares of common stock were issued to management in lieu of cash compensation.
- o In November 2005, 525,000 shares of common stock were issued to board member in lieu of cash compensation.

Item 3 - Defaults upon Senior Securities

None

Item 4 - Submission of Matters to a Vote of Security Holders

None

Item 5 - Other Information

None

Item 6 - Exhibits

- | | |
|--------------|--------------------------------------------------------------------------------------------------------------------------|
| Exhibit 31.1 | Certification of Chief Executive Officer Pursuant to Section 302 of the Sarbannes-Oxley Act of 2002. |
| Exhibit 31.2 | Certification of Chief Financial Officer Pursuant to Section 302 of the Sarbannes-Oxley Act of 2002. |
| Exhibit 32.1 | Certification Pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbannes-Oxley Act of 2002. |
| Exhibit 32.2 | Certification Pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbannes-Oxley Act of 2002. |

Balance of the page intentionally left blank)

15

Edgar Filing: PARK CITY GROUP INC - Form 10QSB

SIGNATURES

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

Date: February 6, 2006

PARK CITY GROUP, INC

By /s/ Randall K. Fields

Randall K. Fields, Chairman and
Chief Executive Officer

Date: February 6, 2006

By /s/ William Dunlavy

William Dunlavy
Chief Financial Officer

(Balance of the page intentionally left blank)