ELECTRONIC SYSTEMS TECHNOLOGY INC Form 10-Q August 01, 2014

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

x QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF $1934\,$

For the quarterly period ended June 30, 2014

OR

" TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934

From ______ to _____

ELECTRONIC SYSTEMS TECHNOLOGY, INC.

(Exact name of registrant as specified in its charter)

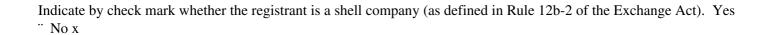
Washington 000-27793 91-1238077

(State or other jurisdiction of incorporation) (Commission File Number) (IRS Employer Identification No.)

415 N. Quay St. Bldg B1 Kennewick WA (Address of principal executive offices)

99336 (Zip Code)

<u>(509) 735-9092</u>
(Registrant's telephone number, including area code)
N/A
(Former name, former address & former fiscal year, if changed since last report)
Indicate by check mark whether the registrant (1) has filed all documents and reports required to be filed by Sections 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filings for the past 90 days. YES x NO
Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). YES x NO "
Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company.
Large accelerated filer
•
Accelerated filer
Non-accelerated filer
" (Do not check if a smaller reporting company)
Smaller reporting company
x



APPLICABLE ONLY TO CORPORATE ISSUERS:

As of June 30, 2014, the number of the Company's shares of common stock par value \$0.001, outstanding was 5,158,667.

ELECTRONIC SYSTEMS TECHNOLOGY, INC.

FORM 10-Q

June 30, 2014

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PART I - FINANCIAL INFORMATION

Item 1. Financial Statements.

ELECTRONIC SYSTEMS TECHNOLOGY, INC. BALANCE SHEETS

	June 30, 2014		Decembe	ber. 31, 2013	
	(Una	udited)			
ASSETS					
Current assets					
Cash and cash equivalents	\$	880,715	\$	896,580	
Short term certificates of deposit investments		1,213,000		1,414,000	
Accounts receivable		205,708		72,783	
Inventories		706,403		625,692	
Accrued interest		6,014		2,947	
Prepaid insurance		2,660		11,389	
Prepaid expenses		10,139		24,298	
Total current assets		3,024,639		3,047,689	
Property and equipment, net of depreciation		66,898		31,372	
Deposits		1,675		13,083	
Deferred income tax asset		43,200		36,600	
Total assets	\$	3,136,412	\$	3,128,744	
LIABILITIES & STOCKHOLDERS' EQUITY					
Current liabilities					
Accounts payable	\$	10,983	\$	8,669	
Accrued liabilities		47,313		50,332	
Refundable deposits		276		4,910	
Total current liabilities		58,572		63,911	
Deferred income tax liability		8,900		5,100	
Total liabilities		67,472		69,011	
Stockholders equity					
Common stock, \$0.001 par value 50,000,000 shares					
authorized 5,158,667 shares issued and outstanding		5,159		5,159	
Additional paid-in capital		1,007,861		1,005,616	
Retained earnings		2,055,920		2,048,958	
Total stockholders equity		3,068,940		3,059,733	
Total liabilities and stockholders equity	\$	3,136,412	\$	3,128,744	

(See "Notes to Financial Statements")

ELECTRONIC SYSTEMS TECHNOLOGY, INC. STATEMENTS OF OPERATIONS

	Ended	Months June 30,	Th	naudited) ree Months led June 30, 2013	x Months led June 30, 2014	Six Months ded June 30, 2013
SALES, NET SITE SUPPORT COST OF SALES	\$	482,976 49,286 229,986)	\$	460,280 33,327 (221,032)	\$ 931,785 100,301 (457,928)	\$ 860,636 46,384 (410,746)
GROSS PROFIT	`	302,276		272,575	574,157	496,274
OPERATING EXPENSES						
General and		71,589		66,826	157,789	155,118
administrative		65.702		(0.670	104 640	105 475
Research and development		65,793		68,670	124,642	125,475
Marketing		122,686		123,040	230,926	238,904
Customer service		31,373		27,584	58,704	56,684
TOTAL OPERATING		291,441		286,120	572,061	576,181
EXPENSE						
OPERATING INCOME (LOSS)		10,835		(13,545)	2,096	(79,907)
OTHER INCOME						
Interest income		2,977		1,876	5,526	3,865
TOTAL OTHER INCOME		2,977		1,876	5,526	3,865
NET INCOME (LOSS) BEFORE						
DICOMP TAN		13,812		(11,669)	7,622	(76,042)
INCOME TAX Benefit (provision) for income tox		(900)		5,378	(660)	24,139
ncome tax NET INCOME (LOSS)	\$	12,912	\$	(6,291)	\$ 6,962	\$ (51,903)
Basic and diluted income						
(loss) per share	\$	Nil	\$	Nil	\$ Nil	\$ (0.01)
Weighted average shares used in computing income (loss) per share:						
Basic and diluted	5	5,158,667		5,158,667	5,158,667	5,158,667

(See "Notes to Financial Statements")

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ELECTRONIC SYSTEMS TECHNOLOGY, INC. STATEMENTS OF CASH FLOWS

(Unaudited) Six Months Ended Six Months Ended June 30, 2014 June 30, 2013 CASH FLOWS PROVIDED (USED) BY OPERATING **ACTIVITIES:** Net income (loss) \$ 6,962 \$ (51,903)Noncash items included in net income(loss): Depreciation 5,487 6,685 (2,800)Deferred income taxes (13,500)Share based compensation 2,245 1,713 Changes in operating assets and liabilities: Account receivable (132,925)19,720 **Inventories** (80,711)(49,006)Accrued interest (3.067)(2,434)Prepaid insurance 8,729 7,187 Prepaid expenses 14,159 (28,839)**Deposits** 11,408 14,148 Accounts payable 2,314 Accrued liabilities (3.019)11,944 Refundable deposits 41,936 (4,634)NET CASH FLOWS USED BY OPERATING **ACTIVITIES** (42,349)(175,852)CASH FLOWS PROVIDED (USED) IN INVESTING **ACTIVITIES** Certificates of deposit redeemed 201,000 113,000 Purchases of property and equipment (41,013)(1,640)NET CASH FLOWS PROVIDED BY INVESTING **ACTIVITIES** 159,987 111,360 NET INCREASE (DECREASE) IN CASH AND CASH **EQUIVALENTS** 69,011 (15,865)

(See "Notes to Financial Statements")

\$

896,580

880,715

Cash and cash equivalents at beginning of period

Cash and cash equivalents at ending of period

818,497

887,508

\$

ELECTRONIC SYSTEMS TECHNOLOGY, INC.

NOTES TO FINANCIAL STATEMENTS

(Unaudited)

NOTE 1 - BASIS OF PRESENTATION

The financial statements of Electronic Systems Technology, Inc. (the "Company"), presented in this Form 10Q are unaudited and reflect, in the opinion of Management, a fair presentation of operations for the three month and six month periods ended June 30, 2014 and June 30, 2013. All adjustments of a normal recurring nature and necessary for a fair presentation of the results for the periods covered have been made. Certain information and footnote disclosure normally included in financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to the applicable rules and regulations of the Securities and Exchange Commission. In preparation of the financial statements, certain amounts and balances have been reformatted from previously filed reports to conform to the format of this quarterly presentation. These financial statements should be read in conjunction with the audited financial statements and notes thereto included in the Company's Form 10K for the year ended December 31, 2013 as filed with Securities and Exchange Commission.

The results of operations for the three and six months ended June 30, 2014 and June 30, 2013, are not necessarily indicative of the results expected for the full fiscal year or for any other fiscal period.

NOTE 2 - INVENTORIES

Inventories are stated at lower of direct cost or market with cost determined using the FIFO (first in, first out) method. Inventories consist of the following:

	June 30,	December 31,
	2014	2013
Parts	\$ 267,104	\$217,567
Work in progress	111,185	83,620
Finished goods	328,114	324,505
	\$ 706,403	\$625,692

NOTE 3 INCOME (LOSS) PER SHARE

Basic income (loss) per share excludes dilution and is computed by dividing income (loss) available to common stockholders by the weighted-average number of common shares outstanding for the period. Diluted income (loss) per share reflects potential dilution occurring if securities or other contracts to issue common stock were exercised or converted into common stock or resulted in the issuance of common stock that then shared in the earnings of the Company. At June 30, 2014 the Company had 515,000 outstanding stock options that could have a dilutive effect on future periods. However, at June 30, 2014 there was no material effect of stock options on diluted earnings per share or weighted average shares outstanding.

NOTE 4 - STOCK OPTIONS:

As of June 30, 2014, the Company had outstanding stock options, which have been granted periodically to individual employees and directors with no less than three years of continuous tenure with the Company. On February 28, 2014, additional stock options to purchase shares of the Company's common stock were granted to individual employees and directors with no less than three years continuous tenure. The options granted on February 28, 2014 totaled 175,000 shares under option and have an exercise price of \$0.41 per share.

The options granted on February 28, 2014 may be exercised any time during the period from February 28, 2014 through February 28, 2017. The Company's Form 8-K filed March 6, 2014, is incorporated herein by reference. All outstanding stock options must be exercised within 90 days after termination of employment.

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NOTE 4 - STOCK OPTIONS, Continued:

The fair value of each option award is estimated on the date of the grant using the Black-Scholes option-pricing model with the following weighted-average assumptions used for grants in 2014 and 2013:

	2014	2013
Dividend yield	0.00%	0.00%
Expected volatility	75%	73%
Risk-free interest rate	0.68%	0.38%
Expected term (in years)	3	3
Estimated Fair Value per Option Granted	\$0.20	\$0.15

The Company uses historical data to estimate option exercise rates. The option exercise rate for option grants in 2005 through 2013 was 6.43%.

A summary of option activity during the six months ended June 30, 2014, is as follows:

	Number	Weighted-Average Exercise Price Per Share
	Outstanding	
Outstanding at December 31, 2013	525,000	\$0.27
Granted	175,000	041
Exercised		
Expired	(185,000)	0.44
Outstanding at June 30, 2013	515,000	0.40

In February 2014, the Company issued 175,000 options with an estimated fair value per option of \$0.20 resulting in a stock based compensation value of \$34,930. After the stock based compensation value is adjusted for the historical option forfeiture rate of 93.6%, a stock based compensation expense was charged against income for 2014 of \$2,245. At June 30, 2014 the intrinsic value of outstanding stock options was approximately \$10,300.

NOTE 5 - RELATED PARTY TRANSACTIONS

For the three and six-month periods ended June 30, 2014, services in the amounts of \$8,550 and \$27,706, respectively, were contracted with Manufacturing Services, Inc. (MSI), a company of which Melvin H. Brown is a former owner and is currently a member of the Board of Directors of Electronic Systems Technology Inc. For the three and six-month period ended June 30, 2013 the contracted services with MSI were \$27,065 and \$47,948, respectively. The Company owed accounts payable to MSI at June 30, 2014 and December 31, 2013 of \$2,707 and \$10, respectively.

NOTE 6 - SEGMENT REPORTING

Segment information is prepared on the same basis that the Company's management reviews financial information for operational decision making purposes. The Company has two reportable segments, domestic and foreign, based on the geographic location of the customers. Both segments sell radio modem products (requiring an FCC license or license free Ethernet products), related accessories for radio modem products for industrial automation projects, and mobile data computer products. The foreign segment sells the Company's products and services outside the United States.

During the quarter ended June 30, 2014, Domestic customers represented approximately 82% of total net revenues. Foreign customers represented approximately 18% of total net revenues. During the quarter ended June 30, 2014, sales to no one single customer, comprised more than 10% of the Company s sales revenues. Revenues from foreign countries during the second quarter of 2014 consist primarily of revenues from product sales to Peru and Hungary.

During the first six months of 2014, Domestic customers represented approximately 81% of total net revenues. Foreign customers represented approximately 19% of total net revenues. During the first half of June 30, 2014, sales to no one single customer was greater than 10% of the Company s sales revenues. Revenues from foreign countries during the first half of 2014 consist primarily of revenues from product sales to Peru and Hungary.

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NOTE 6 - SEGMENT REPORTING, Continued:

Management evaluates performance based on net revenues and operating expenses. Where applicable, portions of the administrative function expenses are allocated between the operating segments. The operating segments share the same manufacturing and distributing facilities. Costs of operating the manufacturing plant, equipment, inventory, and accounts receivable are allocated directly to each segment.

Summary financial information for the two reportable segments for the second quarter and first six months of 2014 and 2013 is as follows:

	<u>Domestic</u>	<u>Foreign</u>	<u>Total</u>
Three months ended June 30, 2014			
Total sales	\$ 434,192	\$ 98,070	\$ 532,262
Total other income	2,977	Ψ	2,977
Income (loss) before tax	(13,556)	27,368	·
Depreciation/amortization	2,956	2 7,300	2,956
Identifiable assets	3,127,070	9,342	•
Net capital expenditures	30,143	-	30,143
Three months ended June 30, 2013			
Total sales	\$ 381,792	\$ 111,815	\$ 493,607
Total other income	1,876	_	1,876
Income (loss) before tax	(33,083)	21,414	(11,669)
Depreciation/amortization	3,219	-	3,219
Identifiable assets	3,006,939	3,723	3,010,662
Net capital expenditures	1,640	-	1,640
Six months ended June 30, 2014			
Total sales	\$ 839,361	\$ 192,724	\$ 1,032,086
Total other income	5,526	-	5,526
Income (loss) before tax	(40,836)	48,458	7,622
Depreciation/amortization	5,487	-	5,487
Identifiable assets	3,127,070	9,342	3,136,412
Net capital expenditures	41,013	-	41,013
Six Months ended June 30, 2013			
Total sales	\$ 649,625	\$ 257,395	\$ 907,020
Total other income	3,865	-	3,865
Income (loss) before tax	(134,661)	58,619	(76,042)

Depreciation/amortization	6,685	-	6,685
Identifiable assets	3,006,939	3,723	3,010,662
Net capital expenditures	1,640	-	1,640

Item 2. Management s Discussion and Analysis of Financial Condition and Results of Operations.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATION

Management's discussion and analysis is intended to be read in conjunction with the Company's unaudited financial statements and the integral notes thereto for the quarter ended June 30, 2013. The following statements may be forward looking in nature and actual results may differ materially.

A. Results of Operations

REVENUES:

Total revenues from the sale of the Company s ESTeem wireless modem products and services increased to \$532,262 for the second quarter of 2014, compared to \$493,607 for the second quarter of 2013. Gross revenues increased to \$535,239 for the quarter ended June 30, 2014, from \$495,483 for the same quarter of 2013. Year to date sales increased to \$1,032,086 as of June 30, 2014 as compared to \$907,020 as of June 30, 2013. Year to date gross revenues increased to \$1,037,612 as of June 30, 2014 compared to \$910,885 as of June 30, 2013. Management believes the increase in quarterly and increase year to date sales revenues is due to increased engineering services and core products.

The Company's revenues have historically fluctuated from quarter to quarter due to timing factors such as customer order placement and product shipments to customers, as well as customer buying trends, and changes in the general economic environment. The procurement process regarding plant and project automation, or project development, which usually surrounds the decision to purchase ESTeem products, can be lengthy. This procurement process may involve bid activities unrelated to the ESTeem products, such as additional systems and subcontract work, as well as capital budget considerations on the part of the customer. Because of the complexity of this procurement process, forecasts in regard to the Company's revenues become difficult to predict.

A percentage breakdown of EST's Domestic and Export Sales, for the second guarter of 2014 and 2013 are as follows:

	For the second quarter of		
	2014	2013	
Domestic Sales	82%	77%	
Export Sales	18%	23%	

OPERATING SEGMENTS:

Segment information is prepared on the same basis that the Company s Management reviews financial information for operational decision-making purposes. The Company s operating segment information is contained in Financial Statements, Notes to Financial Statements, Note 6 Segment Reporting.

Domestic Revenues

During the quarter ended June 30, 2014, the Company s domestic operations represented 82% of the Company s total sales revenues. Domestic operations sell ESTeem modem products, accessories and service primarily through domestic resellers, as well as directly to end users of the Company s products. Domestic sales revenues increased to \$434,192 for the quarter ended June 30, 2014, compared to \$381,792 for the quarter ended June 30, 2013. Management believes the increase in sales revenues is due to increased domestic sales for water/waste water and mining industrial automation projects during the first six months of 2014. During the quarter ended June 30, 2014, no one single customer, comprised more than 10% of the Company s sales revenues.

Domestic segment operating loss was \$13,556 for the quarter ended June 30, 2014 as compared with a segment operating loss of \$33,083 for the same quarter of 2013, due to increased sales revenues for the segment during the second quarter of 2014.

For the six-month period ended June 30, 2014, the Company s domestic operations represented 81% of the Company s total sales revenues. Year to date domestic sales revenues increased to \$839,361 as of June 30, 2014 compared to \$649,625 for the same period of 2013. Management believes the increase in year to date sales revenues is due to increased engineering services and core product sales during the first half of 2014.

Year to date domestic segment operating loss was \$40,836 for the period ended June 30, 2014 as compared with a segment operating loss of \$134,661 for the same period of 2013, due to increased sales during the first six months of 2014.

Foreign Revenues

The Company s foreign operating segment represented 18% of the Company s total net revenues for the quarter ended June 30, 2014. The foreign operating segment is based wholly in the United States and maintains no assets outside of the United States. The foreign operating segment sells ESTeem modem products, accessories and service primarily through foreign resellers, as well as directly to end customers of the Company s products located outside the United States.

During the quarter ended June 30, 2014, the Company had \$98,070 in foreign export sales, amounting to 18% of total net revenues of the Company for the quarter, compared with foreign export sales of \$111,815 for the same quarter of 2013. Management believes the decrease in foreign sales revenues was due to one-time end of life purchase last year. Revenues from foreign countries during the second quarter of 2014 consist primarily of revenues from product sales to Hungary and Peru. No foreign sales to a single customer comprised 10% or more of the Company's product sales for the quarter ended June 30, 2014. Products purchased by foreign customers were used primarily in industrial automation applications. We believe the majority of foreign export sales are the results of the Company s Latin American sales staff, EST foreign reseller activity, and the Company s internet website presence.

Operating profit for the foreign segment was \$27,368 for the quarter ended June 30, 2014 as compared with a net operating profit of \$21,414 for the same period of 2013, due to decreased manufacturing over-head for the segment during the second quarter of 2014.

For the six-month period ended June 30, 2014, the Company had \$192,724 in foreign export sales, amounting to 19% of total sales revenues of the Company for the period, compared with foreign export sales of \$257,395 for the same period of 2013. Management believes the decrease in foreign sales revenues is due to lower than anticipated foreign sales revenues from projects in Mexico and Croatia during the first half of 2014.

Year to date foreign segment operating income was \$48,458 for the period ended June 30, 2014 as compared with a segment operating income of \$58,619 for the same period of 2013, due to decreased sales for the segment during the first half of 2014.

BACKLOG:

The Corporation had a sales order backlog of approximately \$14,895 as of June 30, 2014. The Company s customers generally place orders on an "as needed basis". Shipment for most of the Company s products is generally made within 1 to 15 working days after receipt of customer orders, with the exception of ongoing, scheduled projects, and custom designed equipment.

COST OF SALES:

Cost of sales percentage for the second quarter of 2014 and 2013 was 39% and 42%, respectively. The cost of sales decrease for the second quarter of 2014 is the result of the product mix for items sold during the quarter having favorable profit margin when compared with the same period of 2013.

OPERATING EXPENSES:

Operating expenses for the second quarter of 2014 increased \$5,321 from the second quarter of 2013. The following is an outline of operating expenses:

For the quarter ended:	June	e 30, 2014	Jun	ie 30, 2013	Inc	crease (Decrease)
General and Administrative	\$	71,589	\$	66,826	\$	4,763
Research/Development		65,793		68,670		(2,877)
Marketing		122,686		123,040		(354)
Customer Service		31,373		27,584		3,789
Total Operating Expenses	\$	291,441	\$	286,120	\$	(5,321)

GENERAL AND ADMINISTRATIVE:

During the second quarter of 2014, General and Administrative expenses increased \$4,763 to \$71,589 from the same quarter of 2013, due to software updates.

RESEARCH AND DEVELOPMENT:

Research and Development expenses decreased \$2,877 to \$65,793 during the second quarter of 2014, when compared with the same period in 2013 due to decreased subcontracted engineering expertise.

MARKETING:

During the second quarter of 2014, marketing expenses decreased \$2,354 to \$122,686 from the same period in 2013, due to decreased trade show expenses.

CUSTOMER SERVICE:

Customer service expenses during the second quarter of 2014 increased \$3,789 to \$31,373 when compared with the same quarter of 2013 due to increased department related wages during the period.

INTEREST AND DIVIDEND INCOME:

The Corporation earned \$2,977 in interest and dividend income during the quarter ended June 30, 2014. Sources of this income were money market accounts and certificates of deposit.

NET INCOME (LOSS):

The Company had net income of \$12,912 for the second quarter of 2014, compared to a net loss of \$6,291 for the same quarter of 2013. For the six-month period ended June 30, 2014, the Company recorded net income of \$6,962 compared with a net loss of \$51,903 for the same period of 2013. The reduction in the Company s net loss is the result of increased sales revenues and increased gross margin during the second quarter of 2014.

B. Financial Condition, Liquidity and Capital Resources

The Corporation's current asset to current liabilities ratio at June 30, 2014 was 51.6:1 compared to 47.7:1 at December 31, 2013. For the quarter ending June 30, 2014, the Company had cash and cash equivalents of \$880,715; compared to cash and cash equivalent holdings of \$896,580 at December 31, 2013. The Company had certificates of deposit investments in the amount of \$1,213,000 as of June 30, 2014 as compared to \$1,414,000 as of December 31, 2013.

Accounts receivable increased to \$205,708 as of June 30, 2014, from December 31, 2013 levels of \$72,783, due to sales revenue timing differences between the second quarter of 2014 and year-end 2013. Inventories increased to \$706,403 as of June 30, 2014, from December 31, 2013 levels of \$625,692, due primarily to inventory purchases for the production of the new ESTeem 210 and 195 products. The Company's fixed assets, net of depreciation, increased to \$66, 898 as of June 30, 2014, from December 31, 2013 levels of \$31,372.

As of June 30, 2014, the Company s accounts payable balance was \$10,983 as compared with \$8,669 at December 31, 2013, and reflects amounts owed for inventory items, contracted services, and state tax liabilities. Accrued liabilities as of June 30, 2014 were \$47,313, compared with \$50,332 at December 31, 2013, and reflect items such as accrued vacation benefits and payroll tax liability.

In Management's opinion, the Company's cash and cash equivalent reserves, and working capital at June 30, 2014 is sufficient to satisfy requirements for operations, capital expenditures, and other expenditures as may arise during the remainder of 2014.

The Company did not declare or issue any cash dividends during 2013 or 2014.

FORWARD LOOKING STATEMENTS: The above discussion may contain forward looking statements that involve a number of risks and uncertainties. In addition to the factors discussed above, among other factors that could cause actual results to differ materially are the following: competitive factors such as rival wireless architectures and price pressures; availability of third party component products at reasonable prices; inventory risks due to shifts in market demand and/or price erosion of purchased components; change in product mix, and risk factors that are listed in the Company s reports and registration statements filed with the Securities and Exchange Commission.

Not applicable

Item 4. Controls and Procedures.

The Company s Management is responsible for establishing and maintaining adequate internal control over financial reporting for the Company. The Company s internal control over financial reporting is a process to provide reasonable assurance regarding the reliability of our financial reporting for external purposes in accordance with accounting principles generally accepted in the United States of America. Internal control over financial reporting includes maintaining records that in reasonable detail accurately and fairly reflect our transactions; providing reasonable assurance that transactions are recorded as necessary for preparation of our financial statements; providing reasonable assurance that receipts and expenditures of Company assets are made in accordance with Management authorization; and providing reasonable assurance that unauthorized acquisition, use or disposition of Company assets that could have a material effect on our financial statements would be prevented or detected on a timely basis. Because of its inherent limitations, internal control over financial reporting is not intended to provide absolute assurance that a misstatement of our financial statements would be prevented or detected.

An evaluation has been performed under the supervision and with the participation of our Management, including our Chief Executive Officer and Principal Accounting Officer, of the effectiveness of the design and the operation of our "disclosure controls and procedures" (as such term is defined in Rules 13a-15(e) under the Securities Exchange Act of 1934) as of June 30, 2014. Based on this evaluation, our Chief Executive Officer and Principal Accounting Officer have determined that there was a material weakness affecting our internal control over financial reporting and, as a result of that weakness, our disclosure controls and procedures were not effective as of June 30, 2014.

The material weakness is as follows:

We did not maintain effective controls to ensure appropriate segregation of duties as the same officer and employee was responsible for the initiating and recording of transactions, thereby creating segregation of duties weaknesses. Due to the (1) significance of segregation of duties to the preparation of reliable financial statements; (2) the significance of potential misstatement that could have resulted due to the deficient controls; and, (3) the absence of sufficient other mitigating controls; we determined that this control deficiency resulted in more than a remote likelihood that a material misstatement or lack of disclosure within the annual or interim financial statements will not be prevented or detected.

Management has evaluated and continues to evaluate, avenues for mitigating our internal controls weaknesses, but mitigating controls have been deemed to be impractical and prohibitively costly due to the size of our organization at the current time. Management does not foresee implementing a cost effective method of mitigating our internal control weaknesses in the near term. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that misstatements due to error or fraud will not occur or that all control issues and instances of fraud, if any, within the Company have been detected. These inherent limitations include the realities that judgments in decision making can be faulty and that breakdowns can occur because of simple error or mistake. The design of any system of controls is based in part on certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential future conditions. Projections of any evaluation of controls effectiveness to future periods are subject to risks.

Changes in internal control over financial reporting.

There have been no changes during the quarter ended June 30, 2014 in the Company s internal controls over financial reporting that have materially affected, or are reasonably likely to materially affect, internal controls over financial reporting.

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PART II - OTHER INFORMATION

Item 1. Legal Proceedings
The Company is not involved in any material current of pending legal proceedings
Item 2. Unregistered Sales of Equity Securities and Use of Proceeds
None
Item 3. Defaults Upon Senior Securities
None
Item 4. Mine Safety Disclosure
Not Applicable
Item 5. Other Information
None

Item 6. Exhibits

E X H I B I T NUMBER

DESCRIPTION

	DESCRIPTION
31.1	Section 302 Certification, CEO
31.2	Section 302 Certification, CFO
32.1	Section 906 Certification, CEO
32.2	Section 906 Certification, CFO
$101.INS^{(1)}$	XBRL Instance Document
101.SCH ⁽¹⁾	XBRL Taxonomy Extension Schema Document
101.CAL ⁽¹⁾	XBRL Taxonomy Extension Calculation Linkbase Document
101.DEF ⁽¹⁾	XBRL Taxonomy Extension Definition Linkbase Document
$101.LAB^{(1)}$	XBRL Taxonomy Extension Label Linkbase Document
$101.PRE^{(1)}$	XBRL Taxonomy Extension Presentation Linkbase Document

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.

ELECTRONIC SYSTEMS TECHNOLOGY, INC.

Date: July 31, 2014 /s/ T.L. KIRCHNER

Name: T.L. Kirchner Title: Director/President

(Chief Executive Officer)

Date: July 31, 2014 /s/ Michael W. Eller

Name: Michael Eller Title: Vice President

(Principal Accounting Officer)