# [X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 

For the quarterly period ended May 30, 2015
OR

## [ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$

Commission File No. 0-209

## BASSETT FURNITURE INDUSTRIES, INCORPORATED <br> (Exact name of Registrant as specified in its charter)

## Virginia

(State or other jurisdiction of incorporation or organization)
$\qquad$
(I.R.S. Employer Identification No.)

3525 Fairystone Park Highway
Bassett, Virginia 24055
(Address of principal executive offices)
(Zip Code)
(276) 629-6000
(Registrant's telephone number, including area code)
Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months, and (2) has been subject to such filing requirements for the past 90 days. Yes $\qquad$ No $\qquad$
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 during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes $\qquad$ No $\qquad$

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_ X_Non-accelerated Filer__ Smaller Reporting Company_

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

At June 19, 2015, 10,868,348 shares of common stock of the Registrant were outstanding.

## BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES

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# ITEM 1. FINANCIAL STATEMENTS BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF INCOME AND RETAINED EARNINGS FOR THE PERIODS ENDED MAY 30, 2015 AND MAY 31, 2014 - UNAUDITED <br> (In thousands except per share data) 

|  | Quarter Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { May 30, } \\ 2015 \end{gathered}$ |  | May 31,$2014$ |  | May 30,$2015$ |  | $\begin{gathered} \text { May 31, } \\ 2014 \\ \hline \end{gathered}$ |  |
| Sales revenue: |  |  |  |  |  |  |  |  |
| Furniture and accessories | \$ | 99,467 | \$ | 85,185 | \$ | 189,015 | \$ | 160,832 |
| Logistics |  | 12,086 |  | - |  | 15,345 |  | - |
| Total sales revenue |  | 111,553 |  | 85,185 |  | 204,360 |  | 160,832 |
|  |  |  |  |  |  |  |  |  |
| Cost of furniture and accessories sold |  | 46,921 |  | 39,872 |  | 88,851 |  | 75,266 |
|  |  |  |  |  |  |  |  |  |
| Selling, general and administrative expenses excluding new store pre-opening costs |  | 57,425 |  | 40,901 |  | 104,900 |  | 79,481 |
| New store pre-opening costs |  | 44 |  | 521 |  | 44 |  | 1,108 |
| Lease exit costs |  | - |  | - |  | 419 |  | - |
| Asset impairment charges |  | - |  | - |  | 106 |  | - |
| Management restructuring costs |  | 449 |  | - |  | 449 |  |  |
| Income from operations |  | 6,714 |  | 3,891 |  | 9,591 |  | 4,977 |
|  |  |  |  |  |  |  |  |  |
| Remeasurement gain on acquisition of affiliate |  | - |  | - |  | 7,212 |  | - |
| Income from Continued Dumping \& Subsidy Offset Act |  | 1,066 |  | - |  | 1,066 |  | - |
| Other income (loss), net |  | (597) |  | (272) |  | $(1,220)$ |  | 13 |
| Income before income taxes |  | 7,183 |  | 3,619 |  | 16,649 |  | 4,990 |
|  |  |  |  |  |  |  |  |  |
| Income tax expense |  | 2,654 |  | 1,068 |  | 6,164 |  | 1,596 |
| Net income | \$ | 4,529 | \$ | 2,551 | \$ | 10,485 | \$ | 3,394 |
|  |  |  |  |  |  |  |  |  |
| Retained earnings-beginning of period |  | 111,474 |  | 104,713 |  | 106,339 |  | 104,526 |
| Purchase and retirement of common stock |  | - |  | $(1,315)$ |  | - |  | $(1,315)$ |
| Cash dividends |  | (854) |  | (652) |  | $(1,675)$ |  | $(1,308)$ |
| Retained earnings-end of period | \$ | 115,149 | \$ | 105,297 | \$ | 115,149 | \$ | $\underline{\text { 105,297 }}$ |
|  |  |  |  |  |  |  |  |  |
| Basic earnings per share | \$ | 0.42 | \$ | 0.24 | \$ | 0.99 | \$ | 0.32 |
|  |  |  |  |  |  |  |  |  |
| Diluted earnings per share | \$ | 0.42 | \$ | 0.24 | \$ | 0.98 | \$ | 0.31 |
| Dividends per share $\underline{\$}$ 0.08 $\$$ 0.06 $\$$ 0.16  $\underline{\underline{\$}}$  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |

The accompanying notes to condensed consolidated financial statements are an integral part of the condensed consolidated financial statements.

# PART I - FINANCIAL INFORMATION - CONTINUED <br> ITEM 1. FINANCIAL STATEMENTS <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES <br> <br> CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME <br> <br> CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME FOR THE PERIODS ENDED MAY 30, 2015 AND MAY 31, 2014 - UNAUDITED (In thousands) 

|  | Quarter Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 30, 2015 |  | $\underset{2014}{\text { May 31, }}$ |  | May 30, 2015 |  | May 31,$2014$ |  |
| Net income | \$ | 4,529 | \$ | 2,551 | \$ | 10,485 | \$ | 3,394 |
| Other comprehensive income: |  |  |  |  |  |  |  |  |
| Amortization associated with supplemental executive retirement defined benefit plan (SERP) |  | 58 |  | 41 |  | 117 |  | 83 |
| Income taxes related to SERP |  | (22) |  | (16) |  | (44) |  | (32) |
| Other comprehensive income, net of tax |  |  |  |  |  |  |  |  |
|  |  | 36 |  | 25 |  | 73 |  | 51 |
|  |  |  |  |  |  |  |  |  |
| Total comprehensive income | \$ | 4,565 | \$ | 2,576 | \$ | 10,558 | \$ | 3,445 |

The accompanying notes to condensed consolidated financial statements are an integral part of the condensed consolidated financial statements.

# PART I - FINANCIAL INFORMATION - CONTINUED <br> ITEM 1. FINANCIAL STATEMENTS <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES <br> CONDENSED CONSOLIDATED BALANCE SHEETS <br> MAY 30, 2015 AND NOVEMBER 29, 2014 <br> (In thousands) 

|  | $\begin{gathered} \text { (Unaudited) } \\ \text { May 30, } \\ 2015 \\ \hline \end{gathered}$ |  | November 29,2014 |  |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
| Current assets |  |  |  |  |
| Cash and cash equivalents | \$ | 22,467 | \$ | 26,673 |
| Short-term investments |  | 23,125 |  | 23,125 |
| Accounts receivable, net |  | 20,346 |  | 15,228 |
| Inventories |  | 62,978 |  | 57,272 |
| Deferred income taxes |  | 5,339 |  | 5,268 |
| Other current assets |  | 10,414 |  | 7,796 |
| Total current assets |  | 144,669 |  | 135,362 |
|  |  |  |  |  |
| Property and equipment, net |  | 95,864 |  | 74,812 |
|  |  |  |  |  |
| Deferred income taxes |  | 5,418 |  | 9,701 |
| Goodwill and other intangible assets |  | 17,842 |  | 1,730 |
| Other |  | 8,190 |  | 19,141 |
| Total long-term assets |  | 31,450 |  | 30,572 |
| Total assets | \$ | $\underline{\text { 271,983 }}$ | \$ | $\underline{240,746}$ |


| Liabilities and Stockholders' Equity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Current liabilities |  |  |  |  |
| Accounts payable | \$ | 24,776 | \$ | 22,251 |
| Accrued compensation and benefits |  | 10,571 |  | 8,931 |
| Customer deposits |  | 22,965 |  | 22,202 |
| Dividends payable |  | - |  | 2,102 |
| Current portion of long-term debt |  | 4,428 |  | 316 |
| Other accrued liabilities |  | 11,579 |  | 10,971 |
| Total current liabilities |  | 74,319 |  | 66,773 |
|  |  |  |  |  |
| Long-term liabilities |  |  |  |  |
| Post employment benefit obligations |  | 11,398 |  | 11,498 |
| Notes payable |  | 10,748 |  | 1,902 |
| Other long-term liabilities |  | 3,756 |  | 3,741 |
| Total long-term liabilities |  | 25,902 |  | 17,141 |
|  |  |  |  |  |
| Stockholders' equity |  |  |  |  |
| Common stock |  | 54,355 |  | 52,467 |
| Retained earnings |  | 115,149 |  | 106,339 |
| Additional paid-in capital |  | 4,158 |  | - |
| Accumulated other comprehensive loss |  | $(1,900)$ |  | $(1,974)$ |
| Total stockholders' equity |  | 171,762 |  | 156,832 |
| Total liabilities and stockholders' equity | \$ | 271,983 | \$ | 240,746 |

The accompanying notes to condensed consolidated financial statements are an integral part of the condensed consolidated financial statements.

## PART I - FINANCIAL INFORMATION - CONTINUED <br> ITEM 1. FINANCIAL STATEMENTS <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES <br> CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS <br> FOR THE PERIODS ENDED MAY 30, 2015 AND MAY 31, 2014 - UNAUDITED <br> (In thousands)

|  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | May 30, 2015 |  | May 31, 2014 |  |
| Operating activities: |  |  |  |  |
| Net income | \$ | 10,485 | \$ | 3,394 |
| Adjustments to reconcile net income to net cash provided by (used in) operating activities: |  |  |  |  |
| Depreciation and amortization |  | 4,729 |  | 3,438 |
| Equity in undistributed income of investments and unconsolidated affiliated companies |  | (220) |  | (343) |
| Non-cash asset impairment charges |  | 106 |  | - |
| Non-cash portion of lease exit costs |  | 419 |  | - |
| Remeasurement gain on acquisition of affiliate |  | $(7,212)$ |  | - |
| Tenant improvement allowance received from lessors |  | 330 |  | 1,270 |
| Deferred income taxes |  | 4,212 |  | (160) |
| Other, net |  | 1,018 |  | 421 |
| Changes in operating assets and liabilities: |  |  |  |  |
| Accounts receivable |  | $(1,490)$ |  | 1,015 |
| Inventories |  | $(5,706)$ |  | 367 |
| Other current assets |  | $(2,121)$ |  | 1,451 |
| Customer deposits |  | 763 |  | 3,122 |
| Accounts payable and accrued liabilities |  | 3,882 |  | (156) |
| Net cash provided by operating activities |  | 9,195 |  | 13,819 |
|  |  |  |  |  |
| Investing activities: |  |  |  |  |
| Purchases of property and equipment |  | $(7,942)$ |  | $(12,209)$ |
| Proceeds from sales of property and equipment |  | 2,952 |  | 1,407 |
| Cash paid for business acquisition, net of cash acquired |  | $(7,323)$ |  | - |
| Capital contribution to affiliate |  | $(1,345)$ |  | - |
| Proceeds from maturity of short-term investments |  | - |  | 5,000 |
| Proceeds from sale of interest in affiliate |  | - |  | 2,348 |
| Other |  | - |  | 188 |
| Net cash used in investing activities |  | (13,658) |  | $(3,266)$ |
|  |  |  |  |  |
| Financing activities: |  |  |  |  |
| Cash dividends |  | $(3,777)$ |  | $(3,480)$ |
| Proceeds from the exercise of stock options |  | 2,993 |  | - |
| Other issuance of common stock |  | 171 |  | 147 |
| Repurchases of common stock |  | (255) |  | $(2,930)$ |
| Excess tax benefits from stock-based compensation |  | 1,032 |  | - |
| Repayments of notes payable |  | $(1,214)$ |  | (141) |
| Proceeds from equipment loans |  | 1,307 |  | - |
| Net cash provided by (used in) financing activities |  | 257 |  | (6,404) |
| Change in cash and cash equivalents |  | $(4,206)$ |  | 4,149 |
| Cash and cash equivalents - beginning of period |  | 26,673 |  | 12,733 |
| Cash and cash equivalents - end of period | \$ | 22,467 | \$ | $\underline{\text { 16,882 }}$ |

The accompanying notes to condensed consolidated financial statements are an integral part of the condensed consolidated financial statements.

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS-UNAUDITED <br> MAY 30, 2015 <br> (Dollars in thousands except share and per share data) 

## 1. Basis of Presentation

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with the instructions to Form 10-Q and do not include all of the information and footnotes required by accounting principles generally accepted in the United States ("GAAP") for complete financial statements. In our opinion, all adjustments (consisting of normal recurring adjustments) considered necessary for a fair presentation have been included.

References to "ASC" included hereinafter refer to the Accounting Standards Codification established by the Financial Accounting Standards Board as the source of authoritative GAAP.

The condensed consolidated financial statements include the accounts of Bassett Furniture Industries, Incorporated ("Bassett", "we", "our", or the "Company") and our wholly-owned subsidiaries of which we have a controlling interest. The equity method of accounting was used for our investment in an affiliated company in which we exercised significant influence but did not maintain a controlling interest prior to the Zenith acquisition mentioned following. In accordance with ASC Topic 810, we have evaluated our licensees and certain other entities to determine whether they are variable interest entities ("VIEs") of which we are the primary beneficiary and thus would require consolidation in our financial statements. To date we have concluded that none of our licensees nor any other of our counterparties represent VIEs.

Revenue from the sale of furniture and accessories is reported in the accompanying condensed consolidated statements of income net of estimates for returns and allowances.

For comparative purposes, certain amounts from 2014 have been reclassified to conform to the 2015 presentation.

## Zenith Acquisition

Prior to February 2, 2015 we held a 49\% interest in Zenith Freight Lines, LLC ("Zenith") for which we used the equity method of accounting. On February 2, 2015 we acquired the remaining $51 \%$ ownership interest (see Note 3, Business Combinations). Accordingly, the results of Zenith have been consolidated with our results since the date of the acquisition. Sales of logistical services from Zenith to our wholesale and retail segments have been eliminated, and Zenith's operating costs and expenses since the date of acquisition are included in selling, general and administrative expenses in our condensed consolidated statements of net income. Our equity in the earnings of Zenith prior to the date of the acquisition is included in other income (loss), net, in the accompanying condensed consolidated statements of income.

## 2. Interim Financial Presentation

All intercompany accounts and transactions have been eliminated in the condensed consolidated financial statements. The results of operations for the three and six months ended May 30, 2015 are not necessarily indicative of results for the full fiscal year. These interim condensed consolidated financial statements should be read in conjunction with the consolidated financial statements and accompanying notes included in our Annual Report on Form 10-K for the year ended November 29, 2014.

We calculate an anticipated effective tax rate for the year based on our annual estimates of pretax income and use that effective tax rate to record our year-todate income tax provision. Any change in annual projections of pretax income could have a significant impact on our effective tax rate for the respective quarter. Our effective tax rates for the three and six months ended May 30, 2015 and May 31, 2014 differ from the federal statutory rate primarily due to the effects of state income taxes and various permanent differences.

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS-UNAUDITED MAY 30, 2015 <br> (Dollars in thousands except share and per share data) 

## 3. Business Combination - Acquisition of Zenith

Prior to February 2, 2015 we held a 49\% interest in Zenith for which we used the equity method of accounting. Zenith provides domestic transportation and warehousing services primarily to furniture manufacturers and distributors and also provides home delivery services to furniture retailers. We historically have contracted with Zenith to provide substantially all of our domestic freight, transportation and warehousing needs for the wholesale business. In addition, Zenith provides home delivery services for many of our Company-owned retail stores. On February 2, 2015, we acquired the remaining $51 \%$ of Zenith in exchange for cash, Bassett common stock and a note payable with a total fair value of $\$ 19,111$. The value of the Bassett common stock was based on the closing market price of our shares on the acquisition date, discounted for lack of marketability due to restrictions on the seller's ability to transfer the shares. The restrictions on one half of the shares expire on the first anniversary of the acquisition, with the remainder expiring on the second anniversary. The note is payable in three annual installments of $\$ 3,000$ each beginning February 2, 2016, and has been discounted to its fair value as of the date of the acquisition based on our estimated borrowing rate.

The carrying value of our $49 \%$ interest in Zenith prior to the acquisition was $\$ 9,480$ (see Note 7 , unconsolidated affiliated company). In connection with the acquisition, this investment was remeasured to a fair value of $\$ 16,692$ resulting in the recognition of a gain of $\$ 7,212$ during the six months ended May 30 , 2015. The impact of this gain upon our basic and diluted earnings per share for the six months ended May 30,2015 is approximately $\$ 0.42$ and $\$ 0.41$, respectively, net of the related tax expense. The remeasured fair value of our prior interest in Zenith was estimated based on the fair value of the consideration transferred to acquire the remaining $51 \%$ of Zenith less an estimated control premium.

Under the acquisition method of accounting, the fair value of the consideration transferred along with the fair value of our previous $49 \%$ interest in Zenith was allocated to the tangible and intangible assets acquired and the liabilities assumed based on their estimated fair values as of the acquisition date with the remaining unallocated amount recorded as goodwill.

The total fair value of the acquired business was determined as follows:

| Fair value of consideration transferred in exchange for 51\% of Zenith: |  |  |
| :---: | :---: | :---: |
| Cash | \$ | 9,000 |
| Bassett common stock, 89,485 shares, par value \$5.00 per share, fair value at closing \$18.72 per share |  | 1,675 |
| Note payable |  | 8,436 |
| Total fair value of consideration transferred to seller |  | 19,111 |
| Less effective settlement of previous amounts payable to Zenith at acquisition |  | $(3,622)$ |
| Total fair value of consideration net of effective settlement |  | 15,489 |
| Fair value of Bassett's previous 49\% interest in Zenith |  | 16,692 |
|  |  |  |
| Total fair value of acquired business | \$ | 32,181 |

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS-UNAUDITED <br> MAY 30,2015 <br> (Dollars in thousands except share and per share data) 

The preliminary allocation of the fair value of the acquired business was based upon a preliminary valuation. Our estimates and assumptions are subject to change as we obtain additional information for our estimates during the measurement period (up to one year from the acquisition date). The primary areas of the preliminary allocation of the fair value of consideration transferred that are not yet finalized relate to the fair values of certain tangible and intangible assets acquired and the residual goodwill. The preliminary allocation of the fair value of the acquired business is as follows:

| Identifiable assets acquired: |  |  |
| :---: | :---: | :---: |
| Acquired cash and cash equivalents | \$ | 1,677 |
| Accounts receivable, net |  | 3,399 |
| Prepaid expenses and other current assets |  | 496 |
| Property and equipment |  | 18,110 |
| Other long-term assets |  | 646 |
| Intangible assets |  | 6,362 |
| Total identifiable assets acquired |  | 30,690 |
| Liabilities assumed: |  |  |
| Accounts payable and accrued liabilities |  | $(4,038)$ |
| Notes payable |  | $(4,329)$ |
| Total liabilities assumed |  | $(8,367)$ |
| Net identifiable assets acquired |  | 22,323 |
| Goodwill |  | 9,858 |
| Total net assets acquired | \$ | 32,181 |

Goodwill was determined based on the residual difference between the fair value of the consideration transferred and the value assigned to tangible and intangible assets and liabilities and is deductible for tax purposes. Among the factors that contributed to a purchase price resulting in the recognition of goodwill were Zenith's reputation for best-in-class, fully integrated logistical services which are uniquely tailored to the needs of the furniture industry, as well as their ability to provide expedited delivery service which is increasingly in demand in the furniture industry.

A portion of the fair value of consideration transferred has been provisionally assigned to identifiable intangible assets as follows:

| Description: | Useful Life In Years | Fair Value |  |
| :---: | :---: | :---: | :---: |
| Customer relationships | 15 | \$ | 3,038 |
| Trade names | Indefinite |  | 2,490 |
| Technology - customized applications | 7 |  | 834 |
|  |  |  |  |
| Total acquired intangible assets |  | \$ | 6,362 |

The finite-lived intangible assets are being amortized on a straight-line basis over their useful lives. The indefinite-lived intangible asset and goodwill are not amortized but will be tested for impairment annually or between annual tests if an indicator of impairment exists.

The fair values of consideration transferred and net assets acquired were determined using a combination of Level 2 and Level 3 inputs as specified in the fair value hierarchy in ASC 820, Fair Value Measurements and Disclosures. See Note 12.

Acquisition costs related to the Zenith acquisition totaled $\$ 88$ and $\$ 209$ during the three and six months ended May 30,2015 , respectively, and are included in selling, general and administrative expenses in the condensed consolidated statements of income. The acquisition costs are primarily related to legal, accounting and valuation services.

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS-UNAUDITED <br> MAY 30,2015 <br> (Dollars in thousands except share and per share data) 

Zenith's revenue since February 2, 2015 is included in our condensed consolidated statement of income for the three and six months ended May 30, 2015 is $\$ 12,086$ and $\$ 15,345$, respectively, after the elimination of intercompany transactions. Net income of Zenith since the date of acquisition for the three and six months ended May 30, 2015 is $\$ 603$ and $\$ 591$, respectively. The pro forma results of operations for the acquisition of Zenith have not been presented because they are not material to our consolidated results of operations.

## 4. Goodwill and Other Intangible Assets

At May 30, 2015 goodwill and other intangible assets consisted of the following:

|  | Gross <br> Carrying <br> Amount |  | Accumulated Amortization |  | Intangible <br> Assets, Net |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Intangibles subject to amortization: |  |  |  |  |  |  |
| Customer relationships | \$ | 3,038 | \$ | (68) | \$ | 2,970 |
| Technology - customized applications |  | 834 |  | (40) |  | 794 |
|  |  |  |  |  |  |  |
| Total intangible assets subject to amortization |  | 3,872 |  | (108) |  | 3,764 |
|  |  |  |  |  |  |  |
| Intangibles not subject to amortization: |  |  |  |  |  |  |
| Trade names |  | 2,490 |  | - |  | 2,490 |
| Goodwill |  | 11,588 |  | - |  | 11,588 |
|  |  |  |  |  |  |  |
| Total goodwill and other intangible assets | \$ | $\underline{17,950}$ | \$ | (108) | \$ | $\underline{17,842}$ |

At November 29, 2014 our only intangible asset was goodwill with a carrying value of $\$ 1,730$.
Changes in the carrying amounts of goodwill by reportable segment were as follows:

|  | Wholesale |  | Retail |  | Logistics |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance as of November 29, 2014 | \$ | 1,129 | \$ | 602 | \$ |  | \$ | 1,731 |
| Goodwill arising from acquisition of Zenith |  | 3,711 |  | 1,218 |  | 4,929 |  | 9,858 |
|  |  |  |  |  |  |  |  |  |
| Balance as of May 30, 2015 | \$ | 4,840 | \$ | 1,820 | \$ | 4,929 | \$ | 11,589 |

The goodwill recognized in connection with our acquisition of Zenith remains subject to future adjustments before the close of the measurement period in the first quarter of fiscal 2016. Refer to Note 3, Business Combinations, for additional information regarding the Zenith acquisition. There were no accumulated impairment losses on goodwill as of May 30, 2015 or November 29, 2014.

Amortization expense associated with intangible assets during the three and six months ended May 30,2015 was $\$ 66$ and $\$ 108$, respectively. There was no amortization expense recognized during fiscal 2014. Estimated future amortization expense for intangible assets that exist at May 30, 2015 is as follows:

| Remainder of fiscal 2015 | $\$ 59$ |  |
| :--- | ---: | ---: |
| Fiscal 2016 | 322 |  |
| Fiscal 2017 | 322 |  |
| Fiscal 2018 | 322 |  |
| Fiscal 2019 | 322 |  |
| Fiscal 2020 | 322 |  |
| Thereafter | 1,995 |  |
| Total | $\$$ | 3,764 |

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS-UNAUDITED <br> MAY 30, 2015 <br> (Dollars in thousands except share and per share data) 

## 5. Accounts Receivable

Accounts receivable consists of the following:

|  | $\begin{gathered} \text { May 30, } \\ 2015 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { November 29, } \\ 2014 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Gross accounts receivable | \$ | 21,622 | \$ | 16,477 |
| Allowance for doubtful accounts |  | $(1,276)$ |  | $(1,249)$ |
| Accounts receivable, net | \$ | 20,346 | \$ | 15,228 |

At May 30, 2015 and November 29, 2014 approximately $39 \%$ and $46 \%$, respectively, of gross accounts receivable, and approximately $56 \%$ and $58 \%$, respectively, of the allowance for doubtful accounts were attributable to amounts owed to us by our licensees. Our remaining receivables are primarily due from national account customers, traditional distribution channel customers, and logistical services customers.

Activity in the allowance for doubtful accounts for the six months ended May 30, 2015 was as follows:

| Balance at November 29, 2014 | $\$$ | 1,249 |
| :--- | ---: | ---: |
| Acquired allowance on accounts receivable (Note 3) | 209 |  |
| Reductions to allowance | $(182)$ |  |
| Balance at May 30, 2015 | $\$ 1,276$ |  |

We believe that the carrying value of our net accounts receivable approximates fair value. The inputs into these fair value estimates reflect our market assumptions and are not observable. Consequently, the inputs are considered to be Level 3 as specified in the fair value hierarchy in ASC Topic 820, Fair Value Measurements and Disclosures. See Note 12.

## 6. Inventories

Inventories are valued at the lower of cost or market. Cost is determined for domestic furniture inventories using the last-in, first-out (LIFO) method. The costs for imported inventories are determined using the first-in, first-out (FIFO) method.

Inventories were comprised of the following:

|  | $\begin{gathered} \text { May 30, } \\ 2015 \end{gathered}$ |  | $\begin{gathered} \text { November 29, } \\ 2014 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Wholesale finished goods | \$ | 33,355 | \$ | 31,399 |
| Work in process |  | 324 |  | 298 |
| Raw materials and supplies |  | 9,948 |  | 8,109 |
| Retail merchandise |  | 28,958 |  | 26,428 |
| Total inventories on first-in, first-out method |  | 72,585 |  | 66,234 |
| LIFO adjustment |  | $(8,018)$ |  | $(7,550)$ |
| Reserve for excess and obsolete inventory |  | $(1,589)$ |  | $(1,412)$ |
|  | \$ | 62,978 | \$ | 57,272 |

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS-UNAUDITED <br> MAY 30, 2015 <br> (Dollars in thousands except share and per share data) 

We estimate an inventory reserve for excess quantities and obsolete items based on specific identification and historical write-offs, taking into account future demand, market conditions and the respective valuations at LIFO. The need for these reserves is primarily driven by the normal product life cycle. As products mature and sales volumes decline, we rationalize our product offerings to respond to consumer tastes and keep our product lines fresh. If actual demand or market conditions in the future are less favorable than those estimated, additional inventory write-downs may be required. In determining reserves, we calculate separate reserves on our wholesale and retail inventories. Our wholesale inventories tend to carry the majority of the reserves for excess quantities and obsolete inventory due to the nature of our distribution model. These wholesale reserves primarily represent design and/or style obsolescence. Typically, product is not shipped to our retail warehouses until a consumer has ordered and paid a deposit for the product. We do not typically hold retail inventory for stock purposes. Consequently, floor sample inventory and inventory for delivery to customers account for the majority of our inventory at retail. Retail reserves are based on accessory and clearance floor sample inventory in our stores and any inventory that is not associated with a specific customer order in our retail warehouses.

Activity in the reserves for excess quantities and obsolete inventory by segment are as follows:

|  | Wholesale Segment |  | Retail Segment |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at November 29, 2014 | \$ | 1,060 | \$ | 352 | \$ | 1,412 |
| Additions charged to expense |  | 1,116 |  | 211 |  | 1,327 |
| Write-offs |  | (896) |  | (254) |  | $(1,150)$ |
| Balance at May 30, 2015 | \$ | $\underline{1,280}$ | \$ | 309 | \$ | $\underline{1,589}$ |

Our estimates and assumptions have been reasonably accurate in the past. We have not made any significant changes to our methodology for determining inventory reserves in 2015 and do not anticipate that our methodology is likely to change in the future.

## 7. Unconsolidated Affiliated Company

Prior to February 2, 2015 we owned $49 \%$ of Zenith and accounted for our investment under the equity method. Our investment in Zenith at November 29, 2014 was $\$ 7,915$ and is included in other assets in our condensed consolidated balance sheet. The balance of our investment in Zenith was adjusted for our equity in the earnings of Zenith through February 2, 2015 of $\$ 220$, and increased by $\$ 1,345$ representing our $49 \%$ share of a $\$ 2,745$ capital contribution made to Zenith, a portion of which was used for retirement of certain of Zenith's debt prior to the acquisition. This activity resulted in carrying value for our investment in Zenith of $\$ 9,480$ on the date of acquisition. See Note 3 regarding the remeasurement of this carrying value to fair value in connection with the acquisition and the resulting gain.

At November 29, 2014, we owed Zenith $\$ 2,628$ for services rendered to us. We believe the transactions with Zenith were recorded at current market rates. Prior to the acquisition on February 2, 2015, we recorded the following income from Zenith in other income (loss), net, in our condensed consolidated statements of income:

|  | Quarter Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { May 30, } \\ 2015 \end{gathered}$ |  | $\begin{gathered} \hline \text { May 31, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { May 30, } \\ 2015 \end{gathered}$ |  | $\begin{gathered} \hline \text { May 31, } \\ 2014 \end{gathered}$ |  |
| Earnings recognized | \$ |  | \$ | 278 | \$ | 220 | \$ | 343 |

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(Dollars in thousands except share and per share data)

## 8. Notes Payable and Bank Credit Facility

Our notes payable consist of the following:

|  | May 30, 2015 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Principal Balance |  | Unamortized Discount |  | Net Carrying Amount |  |
| Zenith acquisition note payable | \$ | 9,000 | \$ | (463) | \$ | 8,537 |
| Transportation equipment notes payable |  | 3,224 |  | - |  | 3,224 |
| Real estate notes payable |  | 3,415 |  | - |  | 3,415 |
|  |  |  |  |  |  |  |
| Total debt |  | 15,639 |  | (463) |  | 15,176 |
| Less current portion |  | $(4,691)$ |  | 263 |  | $(4,428)$ |
|  |  |  |  |  |  |  |
| Total long-term debt | \$ | 10,948 | \$ | (200) | \$ | 10,748 |


|  | November 29, 2014 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Principal Balance |  | Unamortized Discount |  | Net Carrying Amount |  |
| Real estate notes payable | \$ | 2,218 | \$ | - | \$ | 2,218 |
| Less current portion |  | (316) |  | - |  | (316) |
|  |  |  |  |  |  |  |
| Total long-term debt | \$ | 1,902 | \$ | - | \$ | 1,902 |

The future maturities of our notes payable are as follows:

| Remainder of fiscal 2015 | 836 |
| :--- | ---: | ---: |
| Fiscal 2016 | 5,688 |
| Fiscal 2017 | 4,329 |
| Fiscal 2018 | 3,856 |
| Fiscal 2019 | 526 |
| Fiscal 2020 | 404 |
| Thereafter | $\boxed{\$}$ |
|  | $\boxed{\$}$ |

## Zenith Acquisition Note Payable

As part of the consideration given for our acquisition of Zenith on February 2, 2015, we issued an unsecured note payable to the former owner in the amount of $\$ 9,000$. The note is payable in three annual installments $\$ 3,000$ beginning February 2, 2016. Interest is payable annually at the one year LIBOR rate, which was established at $0.62 \%$ on February 2, 2015 and resets on each anniversary of the note. The note was recorded at its fair value in connection with the acquisition resulting in a debt discount that is amortized to the principal amount through the recognition of non-cash interest expense over the term of the note. Interest expense resulting from the amortization of the discount for the three and six months ended May 30,2015 was $\$ 78$ and $\$ 101$, respectively. The current portion of the note due within one year, net of the current portion of the unamortized discount, is $\$ 2,737$ at May 30, 2015.

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## Transportation Equipment Notes Payable

Certain of the transportation equipment operated in our logistical services segment is financed by notes payable in the amount of $\$ 3,224$. These notes are payable in fixed monthly payments of principal and interest at fixed and variable rates ranging from $3.75 \%$ to $4.50 \%$ at May 30 , 2015, with remaining terms of seventeen to forty-six months. The current portion of these notes due within one year at May 30, 2015 is $\$ 1,105$. The notes are secured by tractors, trailers and local delivery trucks with a total net book value of \$4,779 at May 30, 2015.

## Real Estate Notes Payable

Certain of our retail real estate properties have been financed through commercial mortgages with interest rates of $6.73 \%$. These mortgages are collateralized by the respective properties with net book values totaling approximately $\$ 6,060$ and $\$ 6,127$ at May 30,2015 and November 29, 2014, respectively. The total balance outstanding under these mortgages was $\$ 2,062$ and $\$ 2,218$ at May 30, 2015 and November 29, 2014, respectively. The current portion of these mortgages due within one year was $\$ 327$ and $\$ 316$ as of May 30, 2015 and November 29, 2014, respectively.

Certain of the real estate located in Conover, NC and operated in our logistical services segment is subject to a note payable in the amount of $\$ 1,353$. The note is payable in monthly installments of principal and interest at the fixed rate of $3.75 \%$ through October 2016, at which time the remaining balance on the note of approximately $\$ 1,004$ will be due. The current portion of this note due within one year at May 30,2015 is $\$ 260$. The note is secured by land and buildings with a total net book value of \$6,260 at May 30, 2015.

## Fair Value

We believe that the carrying amount of our notes payable approximates fair value at both May 30, 2015 and November 29, 2014. In estimating the fair value, we utilize current market interest rates for similar instruments. The inputs into these fair value calculations reflect our market assumptions and are not observable. Consequently, the inputs are considered to be Level 3 as specified in the fair value hierarchy in ASC Topic 820, Fair Value Measurements and Disclosures. See Note 12.

## Bank Credit Facility

Our credit facility with our bank provides for a line of credit of up to $\$ 15,000$. This credit facility, which matures in December of 2015, is secured by our accounts receivable and inventory. The facility contains covenants requiring us to maintain certain key financial ratios. We are in compliance with all covenants under the agreement and expect to remain in compliance for the foreseeable future.

At May 30, 2015, we had $\$ 216$ outstanding under standby letters of credit, leaving availability under our credit line of $\$ 14,784$.

## 9. Commitments and Contingencies

We are involved in various legal and environmental matters, which arise in the normal course of business. Although the final outcome of these matters cannot be determined, based on the facts presently known, we believe that the final resolution of these matters will not have a material adverse effect on our financial position or future results of operations.

We lease land and buildings that are used in the operation of our Company-owned retail stores as well as in the operation of certain of our licensee-owned stores, and we lease land and buildings at various locations throughout the continental United States for warehousing and distribution hubs used in our logistical services segment. We also lease tractors, trailers and local delivery trucks used in our logistical services segment. Our real estate lease terms range from one to 15 years and generally have renewal options of between five and 15 years. Some store leases contain contingent rental provisions based upon sales volume. Our transportation equipment leases have terms ranging from two to seven years with fixed monthly rental payments plus variable charges based upon mileage. The following schedule shows future minimum lease payments under non-cancellable operating leases with terms in excess of one year as of May 30, 2015:

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|  | Retail Stores |  | Distribution Centers |  | Transportation Equipment |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Remainder of fiscal 2015 | \$ | 9,158 | \$ | 1,807 |  | 1,380 | \$ | 12,345 |
| Fiscal 2016 |  | 17,126 |  | 3,386 |  | 2,429 |  | 22,941 |
| Fiscal 2017 |  | 14,731 |  | 2,940 |  | 1,709 |  | 19,380 |
| Fiscal 2018 |  | 12,253 |  | 1,200 |  | 806 |  | 14,259 |
| Fiscal 2019 |  | 10,359 |  | 320 |  | 755 |  | 11,434 |
| Fiscal 2020 |  | 9,078 |  | - |  | 671 |  | 9,749 |
| Thereafter |  | 24,599 |  | - |  | 30 |  | 24,629 |
|  | \$ | 97,304 | \$ | 9,653 | \$ | 7,780 | \$ | 114,737 |

We also have guaranteed certain lease obligations of licensee operators. Lease guarantees range from one to ten years. We were contingently liable under licensee lease obligation guarantees in the amount of $\$ 2,856$ and $\$ 3,164$ at May 30,2015 and November 29, 2014, respectively.

In the event of default by an independent dealer under the guaranteed lease, we believe that the risk of loss is mitigated through a combination of options that include, but are not limited to, arranging for a replacement dealer, liquidating the collateral (primarily inventory), and pursuing payment under the personal guarantees of the independent dealer. The proceeds of the above options are expected to cover the estimated amount of our future payments under the guarantee obligations, net of recorded reserves. The fair value of lease guarantees (an estimate of the cost to the Company to perform on these guarantees) at May 30, 2015 and November 29, 2014 was not material.

## 10. Post Employment Benefit Obligations

We have an unfunded Supplemental Retirement Income Plan (the "Supplemental Plan") that covers one current and certain former executives. The liability for this plan was $\$ 10,341$ and $\$ 10,376$ as of May 30,2015 and November 29, 2014, respectively, and is recorded as follows in the condensed consolidated balance sheets:

|  | May 30, 2015 |  | $\begin{gathered} \text { November 29, } \\ 2014 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Accrued compensation and benefits | \$ | 724 | \$ | 724 |
| Post employment benefit obligations |  | 9,617 |  | 9,652 |
|  |  |  |  |  |
| Total pension liability | \$ | 10,341 | \$ | 10,376 |

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(Dollars in thousands except share and per share data)

Components of net periodic pension costs are as follows:

|  | Quarter Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 30, 2015 |  | May 31, 2014 |  | May 30, 2015 |  | May 31, 2014 |  |
| Service cost | \$ | 26 | \$ | 19 | \$ | 52 | \$ | 39 |
| Interest cost |  | 94 |  | 93 |  | 187 |  | 186 |
| Amortization of transition obligation |  | 11 |  | 11 |  | 21 |  | 22 |
| Amortization of loss |  | 49 |  | 31 |  | 97 |  | 61 |
|  |  |  |  |  |  |  |  |  |
| Net periodic pension cost | \$ | 180 | \$ | 154 | \$ | 357 | \$ | 308 |

We have an unfunded Deferred Compensation Plan that covers one current executive and certain former executives and provides for voluntary deferral of compensation. This plan has been frozen with no additional participants or deferrals permitted. Our liability under this plan was $\$ 2,109$ and $\$ 2,174$ as of May 30, 2015 and November 29, 2014, respectively, and is recorded as follows in the condensed consolidated balance sheets:

|  | May 30, 2015 |  | $\begin{gathered} \text { November 29, } \\ 2014 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Accrued compensation and benefits | \$ | 328 | \$ | 328 |
| Post employment benefit obligations |  | 1,781 |  | 1,846 |
|  |  |  |  |  |
| Total deferred compensation liability | \$ | 2,109 | \$ | 2,174 |

We recognized expense under this plan during the three and six months ended May 30, 2015 and May 31, 2014 as follows:

|  | Quarter Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 30, 2015 |  | May 31, 2014 |  | May 30, 2015 |  | May 31, 2014 |  |
| Deferred compensation expense | \$ | 54 | \$ | 72 | \$ | 108 | \$ | 144 |

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(Dollars in thousands except share and per share data)

## 11. Earnings Per Share

The following reconciles basic and diluted earnings per share:

|  | Net Income |  | Weighted Average Shares | Net Income Per Share |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| For the quarter ended May 30,2015: |  |  |  |  |  |
| Basic earnings per share | \$ | 4,529 | 10,678,298 | \$ | 0.42 |
| Add effect of dilutive securities: |  |  |  |  |  |
| Options and restricted shares |  | - | 165,918 |  | - |
| Diluted earnings per share | \$ | 4,529 | 10,844,216 | \$ | 0.42 |
|  |  |  |  |  |  |
| For the quarter ended May 31,2014: |  |  |  |  |  |
|  |  |  |  |  |  |
| Basic earnings per share | \$ | 2,551 | 10,621,707 | \$ | 0.24 |
| Add effect of dilutive securities: |  |  |  |  |  |
| Options and restricted shares |  | - | 157,573 |  | - |
| Diluted earnings per share | \$ | 2,551 | 10,779,280 | \$ | 0.24 |
|  |  |  |  |  |  |
| For the six months ended May 30, 2015: |  |  |  |  |  |
|  |  |  |  |  |  |
| Basic earnings per share | \$ | 10,485 | 10,579,477 | \$ | 0.99 |
| Add effect of dilutive securities: |  |  |  |  |  |
| Options and restricted shares |  | - | 171,720 |  | (0.01) |
| Diluted earnings per share | \$ | 10,485 | 10,751,197 | \$ | 0.98 |
|  |  |  |  |  |  |
| For the six months ended May 31, 2014: |  |  |  |  |  |
|  |  |  |  |  |  |
| Basic earnings per share | \$ | 3,394 | 10,656,677 | \$ | 0.32 |
| Add effect of dilutive securities: |  |  |  |  |  |
| Options and restricted shares |  | - | 151,157 |  | (0.01) |
| Diluted earnings per share | \$ | 3,394 | 10,807,834 | \$ | 0.31 |

For the three and six months ended May 30, 2015 and May 31, 2014, the following potentially dilutive shares were excluded from the computations as their effect was anti-dilutive:

|  | Quarter Ended |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | May 30, 2015 | May 31, 2014 | May 30, 2015 | May 31, 2014 |
| Stock options | - | 207,500 | - | 207,500 |
| Unvested shares | 6,354 | 12,339 | 46,354 | 66,339 |
|  |  |  |  |  |
| Total anti-dilutive securities | 6,354 | 219,839 | 46,354 | 273,839 |

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## 12. Financial Instruments and Fair Value Measurements

## Financial Instruments

Our financial instruments include cash and cash equivalents, short-term investments in certificates of deposit, accounts receivable, cost method investments, accounts payable and long-term debt. Because of their short maturities, the carrying amounts of cash and cash equivalents, short-term investments in certificates of deposit, accounts receivable, and accounts payable approximate fair value. Our cost method investments generally involve entities for which it is not practical to determine fair values.

## Investments

Our short-term investments of $\$ 23,125$ at both May 30, 2015 and November 29, 2014 consisted of certificates of deposit (CDs) with original terms generally ranging from six to twelve months, bearing interest at rates ranging from $0.16 \%$ to $1.00 \%$. At May 30,2015 , the weighted average remaining time to maturity of the CDs was approximately two months and the weighted average yield of the CDs was approximately $0.21 \%$. Each CD is placed with a Federally insured financial institution and all deposits are within Federal deposit insurance limits. As the CDs mature, we expect to reinvest them in CDs of similar maturities of up to one year. Due to the nature of these investments and their relatively short maturities, the carrying amount of the short-term investments at May 30, 2015 and November 29, 2014 approximates their fair value.

## Fair Value Measurement

The Company accounts for items measured at fair value in accordance with ASC Topic 820, Fair Value Measurements and Disclosures. ASC 820's valuation techniques are based on observable and unobservable inputs. Observable inputs reflect readily obtainable data from independent sources, while unobservable inputs reflect our market assumptions. ASC 820 classifies these inputs into the following hierarchy:

Level 1 Inputs- Quoted prices for identical instruments in active markets.
Level 2 Inputs- Quoted prices for similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active; and model-derived valuations whose inputs are observable or whose significant value drivers are observable.

Level 3 Inputs- Instruments with primarily unobservable value drivers.

We believe that the carrying amounts of our current assets and current liabilities approximate fair value due to the short-term nature of these items. The recurring estimate of the fair value of our notes payable for disclosure purposes (see Note 8 ) involves Level 3 inputs. Our primary non-recurring fair value estimates typically involve business acquisitions (Note 3) which involve a combination of Level 2 and Level 3 inputs, and asset impairments (Note 13) which utilize Level 3 inputs.

## 13. Asset Disposition, Impairment Charges and Accrued Lease Exit Costs, and Income from CDSOA

## Asset Disposition

On March 12, 2015, we closed on the sale of our retail real estate investment property located in Sugarland, Texas and received cash in the amount of $\$ 2,835$ which is included in proceeds from sales of property and equipment in the accompanying statement of condensed consolidated cash flows. This asset was included in other assets at November 29, 2014 along with our other investments in retail real estate. During the six months ended May 30, 2015, we recognized a non-cash charge of $\$ 182$ to write down the carrying value of the Sugarland real estate to the selling price. This charge is included in other income (loss), net in our condensed consolidated income statement.

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## Asset Impairment Charges and Lease Exit Costs

During the first quarter of fiscal 2015 we announced the closing of our Company-owned retail store location in Memphis, Tennessee. In connection with this closing, we recognized non-cash charges for the six months ended May 30, 2015 of $\$ 419$ for the accrual of lease exit costs and $\$ 106$ for the write off of abandoned leasehold improvements and other store assets.

The following table summarized the activity related to our accrued lease exit costs:

| Balance at November 29, 2014 | \$ | 433 |
| :---: | :---: | :---: |
| Provisions associated with Company-owned retail store closures |  | 419 |
| Payments and other |  | (82) |
| Balance at May 30, 2015 | \$ | 770 |
| Current portion included in other accrued liabilities | \$ | 404 |
| Long-term portion included in other long-term liabilities |  | 366 |
|  | \$ | 770 |

## Management Restructuring Costs

During the three and six months ended May 30 , 2015, we recognized $\$ 449$ of expense related to severance payable to a former executive, who left the Company in April, 2015. Of the total severance amount, $\$ 170$ had been paid during the second quarter with the remaining $\$ 278$ included in other accrued liabilities in the condensed consolidated balance sheet at May 30, 2015.

## Income from Continued Dumping \& Subsidy Offset Act

During the three and six months ended May 30, 2015, we recognized income of $\$ 1,066$ arising from distributions received from U.S. Customs and Border Protection ("Customs") under the Continued Dumping and Subsidy Offset Act of 2000 ("CDSOA"). These distributions primarily represent amounts previously withheld by Customs pending the resolution of claims filed by certain manufacturers who did not support the antidumping petition ("NonSupporting Producers") challenging certain provisions of the CDSOA and seeking to share in the distributions. The Non-Supporting Producers' claims were dismissed by the courts and all appeals were exhausted in 2014. While it is possible that we may receive additional distributions from Customs, we cannot estimate the likelihood or amount of any future distributions.

## 14. Recent Accounting Pronouncements

In April 2014, the FASB issued Accounting Standards Update No. 2014-08 (ASU 2014-08), which updated the guidance in ASC Topic 205, Presentation of Financial Statements, and ASC Topic 360, Property, Plant and Equipment. The amendments in ASU 2014-08 change the criteria for reporting discontinued operations for all public and nonpublic entities. The amendments also require new disclosures about discontinued operations and disposals of components of an entity that do not qualify for discontinued operations reporting. This guidance will become effective for all disposals (or classifications as held for sale) of components of an entity that occur within annual periods beginning on or after December 15, 2014, and interim periods within those years, and therefore will become effective for us as of the beginning of our 2016 fiscal year. The adoption of this guidance is not expected to have a material impact upon our financial condition or results of operations.

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In May 2014, the FASB issued Accounting Standards Update No. 2014-09 (ASU 2014-09), which creates ASC Topic 606, Revenue from Contracts with Customers, and supersedes the revenue recognition requirements in Topic 605, Revenue Recognition, including most industry-specific revenue recognition guidance throughout the Industry Topics of the Codification. In addition, ASU 2014-09 supersedes the cost guidance in Subtopic 605-35, Revenue Recognition-Construction-Type and Production-Type Contracts, and creates new Subtopic 340-40, Other Assets and Deferred Costs-Contracts with Customers. In summary, the core principle of Topic 606 is to recognize revenue when promised goods or services are transferred to customers in an amount that reflects the consideration that is expected to be received for those goods or services. The amendments in ASU 2014-09 are effective for annual reporting periods beginning after December 15, 2016, including interim periods within that reporting period, and early application is not permitted. Therefore the amendments in ASU 2014-09 will become effective for us as of the beginning of our 2018 fiscal year. The Company is currently assessing the impact of implementing the new guidance.

In January 2015, the FASB issued Accounting Standards Update No. 2015-01, Income Statement - Extraordinary and Unusual Items (Subtopic 225-20): Simplifying Income Statement Presentation by Eliminating the Concept of Extraordinary Items. ASU 2015-01 eliminates the concept of reporting extraordinary items, but retains current presentation and disclosure requirements for an event or transaction that is of an unusual nature or of a type that indicates infrequency of occurrence. Transactions that meet both criteria would now also follow such presentation and disclosure requirements. For all entities, the guidance is effective for annual periods, and interim periods within those annual periods, beginning after 15 December 2015 . Early adoption is permitted; however, adoption must occur at the beginning of an annual period. Therefore the amendments in ASU 2015-01 will become effective for us as of the beginning of our 2017 fiscal year. The adoption of this guidance is not expected to have a material impact upon our financial condition or results of operations.

## 15. Segment Information

We have strategically aligned our business into three reportable segments as defined in ASC 280, Segment Reporting, and as described below:

- Wholesale. The wholesale home furnishings segment is involved principally in the design, manufacture, sourcing, sale and distribution of furniture products to a network of Bassett stores (Company-owned and licensee-owned stores retail stores) and independent furniture retailers. Our wholesale segment includes our wood and upholstery operations as well as all corporate selling, general and administrative expenses, including those corporate expenses related to both Company- and licensee-owned stores.
- Retail - Company-owned stores. Our retail segment consists of Company-owned stores and includes the revenues, expenses, assets and liabilities and capital expenditures directly related to these stores.
- Logistical services. With our acquisition of Zenith on February 2, 2015, we created the logistical services operating segment which reflects the operations of Zenith. In addition to providing shipping, delivery and warehousing services for the Company, Zenith also provides similar services to other customers, primarily in the furniture industry. Revenue from the performance of these services to other customers is included in logistics revenue in our condensed consolidated statement of income. Zenith's operating costs are included in selling, general and administrative expenses and total $\$ 6,007$ from the date of acquisition through May 30, 2015. Amounts charged by Zenith to the Company for logistical services prior to the date of acquisition are included in selling, general and administrative expenses, and our equity in the earnings of Zenith prior to the date of acquisition is included in other income (loss), net, in the accompanying statements of income.

Inter-company net sales elimination represents the elimination of wholesale sales to our Company-owned stores and the elimination of Zenith logistics revenue from our wholesale and retail segments. Inter-company income elimination includes the embedded wholesale profit in the Company-owned store inventory that has not been realized. These profits will be recorded when merchandise is delivered to the retail consumer. The inter-company income elimination also includes rent paid by our retail stores occupying Company-owned real estate, and the elimination of shipping and handling charges from Zenith for services provided to our wholesale and retail operations.

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS-UNAUDITED <br> MAY 30, 2015 

(Dollars in thousands except share and per share data)

Prior to the beginning of fiscal 2015, our former investments and real estate segment included our short-term investments, our holdings of retail real estate previously leased as licensee stores, and our former equity investment in Zenith prior to acquisition. This segment has been eliminated and the assets formerly reported therein are now considered to be part of our wholesale segment. The earnings and costs associated with these assets, including our equity in the income of Zenith prior to the date of acquisition, will continue to be included in other income (loss), net, in our condensed consolidated statements of income.

The following table presents our segment information:

|  | Quarter Ended |  |  |  | Six Month's Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { May 30, } \\ 2015 \end{gathered}$ |  | $\begin{gathered} \hline \text { May 31, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { May 30, } \\ 2015 \end{gathered}$ |  | $\begin{gathered} \hline \text { May 31, } \\ 2014 \end{gathered}$ |  |
| Sales Revenue |  |  |  |  |  |  |  |  |
| Wholesale | \$ | 66,705 | \$ | 56,184 | \$ | 125,510 | \$ | 107,270 |
| Retail - Company-owned stores |  | 63,921 |  | 53,290 |  | 121,104 |  | 100,414 |
| Logistical services |  | 21,958 |  | - |  | 27,957 |  | - |
| Inter-company eliminations: |  |  |  |  |  |  |  |  |
| Furniture and accessories |  | $(31,159)$ |  | $(24,289)$ |  | $(57,600)$ |  | $(46,852)$ |
| Logistical services |  | $(9,872)$ |  | - |  | $(12,611)$ |  | - |
| Consolidated | \$ | 111,553 | \$ | 85,185 | S | 204,360 | \$ | 160,832 |
|  |  |  |  |  |  |  |  |  |
| Income (loss) from Operations |  |  |  |  |  |  |  |  |
| Wholesale | \$ | 4,796 | \$ | 4,257 | \$ | 7,723 | \$ | 6,605 |
| Retail - Company-owned stores |  | 1,971 |  | (666) |  | 1,929 |  | $(2,438)$ |
| Logistical services |  | 1,027 |  | - |  | 1,019 |  | - |
| Inter-company elimination |  | (631) |  | 300 |  | (106) |  | 810 |
| Management restructuring costs |  | (449) |  | - |  | (449) |  |  |
| Lease exit costs |  | - |  | - |  | (419) |  | - |
| Asset impairment charges |  | - |  | - |  | (106) |  | - |
| Consolidated | \$ | 6,714 | \$ | 3,891 | \$ | 9,591 | \$ | 4,977 |
|  |  |  |  |  |  |  |  |  |
| Depreciation and Amortization |  |  |  |  |  |  |  |  |
| Wholesale | \$ | 504 | \$ | 446 | \$ | 1,038 | \$ | 881 |
| Retail - Company-owned stores |  | 1,343 |  | 1,300 |  | 2,698 |  | 2,557 |
| Logistical services |  | 736 |  | - |  | 993 |  | - |
| Consolidated | \$ | 2,583 | \$ | 1,746 | \$ | 4,729 | \$ | 3,438 |
|  |  |  |  |  |  |  |  |  |
| Capital Expenditures |  |  |  |  |  |  |  |  |
| Wholesale | \$ | 1,384 | \$ | 1,788 | \$ | 2,345 | \$ | 3,225 |
| Retail - Company-owned stores |  | 1,767 |  | 3,522 |  | 3,878 |  | 8,984 |
| Logistical services |  | 873 |  | - |  | 1,719 |  | - |
| Consolidated | \$ | 4,024 | \$ | 5,310 | \$ | 7,942 | \$ | 12,209 |


| Identifiable Assets | As of May 30, 2015 |  | As of <br> November 29, 2014 |  |
| :---: | :---: | :---: | :---: | :---: |
| Wholesale | \$ | 136,553 | \$ | 154,275 |
| Retail - Company-owned stores |  | 90,550 |  | 86,471 |
| Logistical services |  | 44,880 |  |  |
| Consolidated | \$ | 271,983 | \$ | 240,746 |

# PART I - FINANCIAL INFORMATION - CONTINUED <br> (Dollars in thousands except share and per share data) 

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

## Overview

Bassett is a leading retailer, manufacturer and marketer of branded home furnishings. Our products are sold primarily through a network of Company-owned and licensee-owned branded stores under the Bassett Home Furnishings ("BHF") name, with additional distribution through other wholesale channels including multi-line furniture stores, many of which feature Bassett galleries or design centers, specialty stores and mass merchants. We were founded in 1902 and incorporated under the laws of Virginia in 1930. Our rich 113-year history has instilled the principles of quality, value, and integrity in everything that we do, while simultaneously providing us with the expertise to respond to ever-changing consumer tastes and to meet the demands of a global economy.

With 92 BHF stores at May 30, 2015, we have leveraged our strong brand name in furniture into a network of corporate and licensed stores that focus on providing consumers with a friendly environment for buying furniture and accessories. We created our store program in 1997 to provide a single source home furnishings retail store that provides a unique combination of stylish, quality furniture and accessories with a high level of customer service. The store features custom order furniture ready for delivery in less than 30 days, more than 1,000 upholstery fabrics, free in-home design visits, and coordinated decorating accessories. We believe that our capabilities in custom upholstery have become unmatched in recent years. Our manufacturing team takes great pride in the breadth of its options, the precision of its craftsmanship, and the speed of its delivery. The selling philosophy in the stores is based on building strong long-term relationships with each customer. Sales people are referred to as Design Consultants and are each trained to evaluate customer needs and provide comprehensive solutions for their home decor. We continue to strengthen the sales and design talent within our Company-owned retail stores. Our Design Consultants undergo extensive Design Certification training. This training has strengthened their skills related to our house call and design business, and is intended to increase business with our most valuable customers.

In order to reach markets that cannot be effectively served by our retail store network, we also distribute our products through other wholesale channels including multi-line furniture stores, many of which feature Bassett galleries or design centers, specialty stores and mass merchants. We use a network of over 25 independent sales representatives who have stated geographical territories. These sales representatives are compensated based on a standard commission rate. We believe this blended strategy provides us the greatest ability to effectively distribute our products throughout the United States and ultimately gain market share.

For many years we have owned $49 \%$ of Zenith Freight Lines, LLC ("Zenith"). During that time the strategic significance of our partnership with Zenith has risen to include the over-the-road transportation of furniture, the operation of regional wholesale distribution centers in eight states, and the management of various home delivery facilities that service Bassett Home Furnishings stores and other clients in local markets around the United States. On February 2, 2015, we acquired the remaining $51 \%$ of Zenith, which now operates as a wholly-owned subsidiary of Bassett. Our acquisition of Zenith brings to our Company the ability to deliver best-of-class shipping and logistical support services that are uniquely tailored to the needs of the furniture industry, as well as the ability to provide the expedited delivery service which is increasingly demanded by our industry. We believe that our ownership of Zenith will not only enhance our own wholesale and retail distribution capabilities, but will provide additional growth opportunities as Zenith continues to expand its service to other customers.

In September of 2011, we announced the formation of a strategic partnership with HGTV (Home and Garden Television), a division of Scripps Networks, LLC, which combines our 113 year heritage in the furniture industry with the penetration of 96 million households in the United States that HGTV enjoys today. As part of this alliance, the in-store design centers have been co-branded with HGTV to more forcefully market the concept of a "home makeover", an important point of differentiation for our stores that also mirrors much of the programming content on the HGTV network. We believe the new co-branded design centers coupled with the targeted national advertising on HGTV have played a key role in our improved comparable store sales since their introduction following the third quarter of 2012.

## PART I - FINANCIAL INFORMATION - CONTINUED

BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES<br>MAY 30, 2015<br>(Dollars in thousands except share and per share data)

At May 30, 2015, our BFH store network included 59 Company-owned stores and 33 licensee-owned stores. Due to the improved operating performance of our retail network along with continued improvement in underlying economic factors such as the housing market and consumer confidence, we have been expanding our retail presence in various parts of the country. As part of this expansion we opened six new stores during fiscal 2014 as well as relocated two others.

We plan to continue opening new stores, primarily in underpenetrated markets where we currently have stores. The Company and certain of our licensees are actively engaged in site selection and lease negotiations for several new stores. One new corporate store in Woodland Hills, California is expected to open during 2015, with another new corporate store in Dulles, Virginia scheduled to open during the first half of fiscal 2016. We also expect two new licensee stores to open over the remainder of fiscal 2015. We completed store relocations in San Antonio and Southlake, Texas during the first quarter of 2015 and expect to relocate the Newport News, Virginia store during the first quarter of 2016. During the second quarter of 2015, we completed the closure of an underperforming store in Memphis, Tennessee, for which we incurred lease exit costs and asset impairment charges totaling $\$ 525$.

As with any retail operation, prior to opening a new store we incur such expenses as rent, training costs and other payroll related costs. These costs generally range between $\$ 100$ to $\$ 300$ per store depending on the overall rent costs for the location and the period between the time when we take physical possession of the store space and the time of the store opening. Generally, rent payments during a buildout period between delivery of possession and opening of a new store are deferred and therefore straight line rent expense recognized during that time does not require cash. Inherent in our retail business model, we also incur losses in the two to three months of operation following a new store opening. Like other furniture retailers, we do not recognize a sale until the furniture is delivered to our customer. Because our retail business model does not involve maintaining a stock of retail inventory that would result in quick delivery and because of the custom nature of many of our furniture offerings, delivery to our customers usually occurs about 30 days after an order is placed. We generally require a deposit at the time of order and collect the remaining balance when the furniture is delivered, at which time the sale is recognized. Coupled with the previously discussed store pre-opening costs, total start-up losses can range from $\$ 300$ to $\$ 500$ per store. While our retail expansion is initially costly, we believe our site selection and new store presentation will generally result in locations that operate at or above a retail break-even level within a reasonable period of time following store opening. Factors affecting the length of time required to achieve this goal on a store-by-store basis may include the level of brand recognition, the degree of local competition and the depth of penetration in a particular market. Even as new stores ramp up to break-even, we do realize additional wholesale sales volume that leverages the fixed costs in our wholesale business.

Our wholesale operations include an upholstery plant in Newton, North Carolina that produces a wide range of upholstered furniture. We believe that we are an industry leader with our quick-ship custom upholstery offerings. We also operate a custom dining manufacturing facility in Martinsville, Virginia. Most of our wood furniture and certain of our upholstery offerings are sourced through several foreign plants, primarily in Vietnam, Indonesia and China. We define imported product as fully finished product that is sourced internationally. For the first half of fiscal 2015, approximately $38 \%$ of our wholesale sales were of imported product compared to $42 \%$ for the first half of fiscal 2014. Our plans for 2015 include the launch of several significant new product categories. During the first quarter of 2015 we introduced the "Bassett Baby and Kids" program in an effort to leverage our 70 year history in the juvenile and youth furniture products category. The products in this new program are initially available solely on our website and in BHF retail stores. Another important new product program for 2015 is "Bench Made", a selection of American dining furniture that appeared in retail showrooms during the second quarter of 2015. Partnering with nearby hardwood component manufacturers, we are preparing, distressing, finishing, and assembling an assortment of solid maple tables and chairs in our newly renovated Company-owned facility in Bassett, Virginia. Finally, we have undertaken a major makeover of our imported wood product assortment in 2015. All of these new products have been carefully designed in coordination with our merchants, designers, engineers and finishing technicians to achieve the upscale casual decor that we believe speaks to today's consumer. These new products are appearing in our stores in phases coinciding with key holiday selling periods throughout 2015. This will result in the replacement of approximately one third of our imported wood product offering. Our operating results for the first half of 2015 reflect the start-up costs associated with this increased level of product development activity.

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES <br> MAY 30, 2015 <br> (Dollars in thousands except share and per share data) 

## Results of Operations - Periods ended May 30, 2015 compared with periods ended May 31, 2014:

Net sales of furniture and accessories, logistics revenue, cost of furniture and accessories sold, selling, general and administrative (SG\&A) expense, other charges and income from operations were as follows for the periods ended May 30, 2015 and May 31, 2014:

|  | Quarter Ended |  |  |  |  |  | Six Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 30, 2015 |  |  | May 31, 2014 |  |  | May 30, 2015 |  |  | May 31, 2014 |  |  |
| Sales revenue: |  |  |  |  |  |  |  |  |  |  |  |  |
| Furniture and accessories | \$ | 99,467 | 89.2\% | \$ | 85,185 | 100.0\% | \$ | 189,015 | 92.5\% | \$ | 160,832 | 100.0\% |
| Logistics revenue |  | 12,086 | 10.8\% |  | - | 0.0\% |  | 15,345 | 7.5\% |  |  | 0.0\% |
| Total sales revenue |  | 111,553 | 100.0\% |  | 85,185 | 100.0\% |  | 204,360 | 100.0\% |  | 160,832 | 100.0\% |
| Cost of furniture and |  |  |  |  |  |  |  |  |  |  |  |  |
| SG\&A expenses |  | 57,425 | 51.5\% |  | 40,901 | 48.0\% |  | 104,900 | 51.3\% |  | 79,481 | 49.4\% |
| New store pre-opening costs |  | 44 | 0.0\% |  | 521 | 0.6\% |  | 44 | 0.0\% |  | 1,108 | 0.7\% |
| Other charges |  | 449 | 0.4\% |  | - | 0.0\% |  | 974 | 0.5\% |  | - | 0.0\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income from operations | \$ | 6,714 | 6.0\% | \$ | 3,891 | 4.6\% | \$ | 9,591 | 4.7\% | \$ | 4,977 | 3.1\% |

## Quarterly Analysis of Results

On a consolidated basis, we reported total sales revenue for the second quarter of 2015 of $\$ 111,553$ as compared to $\$ 85,185$ for the second quarter of 2014, an increase or $\$ 26,368$, or $31 \%$. Total revenues for the second quarter of 2015 include $\$ 12,086$ of logistics revenue for Zenith from customers outside of the Company. Revenue from sales of furniture and accessories, net of estimates for returns and allowances, for the second quarter of 2015 were $\$ 99,467$, an increase of $\$ 14,282$, or $17 \%$, over the second quarter of 2014. Gross margin on the sale of furniture and accessories for the second quarter of 2015 was $\$ 52,546$, or $52.8 \%$ of the revenue from the sale of furniture and accessories, as compared with $\$ 45,313$, or $53.2 \%$, for the comparable prior year period. Operating income was $\$ 6,714$ for the second quarter of 2015 as compared to $\$ 3,891$ for the second quarter of 2014, an increase of $\$ 2,823$ driven primarily by greater leveraging of fixed costs and lower new store related costs (both pre- and post- opening). In addition, Zenith's operations made a positive contribution to our operating results of $\$ 1,027$ for the second quarter of 2015 and have been accretive to our overall operating margin percentage.

## Year-to-date Analysis of Results

On a consolidated basis, we reported total sales revenue for the first half of 2015 of $\$ 204,360$ as compared to $\$ 160,832$ for the first half of 2014, an increase of $\$ 43,528$, or $27 \%$. Total revenues for the first six months of 2015 include $\$ 15,345$ of logistics revenue from customers outside of the Company since February 2, 2015, the date of our acquisition of Zenith. Revenue from sales of furniture and accessories, net of estimates for returns and allowances, for the first half of 2015 were $\$ 189,015$, an increase of $\$ 28,183$, or $18 \%$, over the first half of 2014 . Gross margin on the sale of furniture and accessories for the first half of 2015 was $\$ 100,164$, or $53.0 \%$ of the revenue from the sale of furniture and accessories, as compared with $\$ 85,566$, or $53.2 \%$, for the comparable prior year period. Operating income was $\$ 9,591$ for the first half of 2015 as compared to $\$ 4,977$ for the first half of 2014, an increase of $\$ 4,614$ driven primarily by greater leveraging of fixed costs and lower new store related costs (both pre- and post- opening), partially offset by $\$ 525$ of charges taken in the first quarter of 2015 related to the closing of our Company-owned retail store in Memphis, Tennessee, and a management restructuring charge of $\$ 449$ taken in the second quarter for severance costs related to the departure of a senior marketing executive. In addition, Zenith's operations since acquisition made a positive contribution to our operating results of $\$ 1,019$ during the first half of 2015 and have been accretive to our overall operating margin percentage.

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES <br> MAY 30, 2015 <br> (Dollars in thousands except share and per share data) 

## Segment Information

We have strategically aligned our business into three reportable segments as described below:
Wholesale. The wholesale home furnishings segment is involved principally in the design, manufacture, sourcing, sale and distribution of furniture products to a network of Bassett stores (licensee-owned stores and Company-owned stores) and independent furniture retailers. Our wholesale segment includes our wood and upholstery operations as well as all corporate selling, general and administrative expenses, including those corporate expenses related to both Company- and licensee-owned stores. We eliminate the sales between our wholesale and retail segments as well as the imbedded profit in the retail inventory for the consolidated presentation in our financial statements.

Retail - Company-owned stores. Our retail segment consists of Company-owned stores and includes the revenues, expenses, assets and liabilities (including real estate) and capital expenditures directly related to these stores.

Logistical services. With our acquisition of Zenith on February 2, 2015, we created the logistical services operating segment which reflects the operations of Zenith. In addition to providing shipping, delivery and warehousing services for the Company, Zenith also provides similar services to other customers, primarily in the furniture industry. Revenue from the performance of these services to other customers is included in logistics revenue in our condensed consolidated statement of income. Zenith's operating costs are included in selling, general and administrative expenses. Amounts charged by Zenith to the Company for transportation and logistical services prior to February 2, 2015 are included in selling, general and administrative expenses, and our equity in the earnings of Zenith prior to the date of acquisition is included in other income (loss), net, in the accompanying statements of income.

Prior to the beginning of fiscal 2015, our former investments and real estate segment included our short-term investments, our holdings of retail real estate previously leased as licensee stores, and our former equity investment in Zenith prior to acquisition. This segment has been eliminated and the assets formerly reported therein are now considered to be part of our wholesale segment. The earnings and costs associated with these assets, including our equity in the income of Zenith prior to the date of acquisition, will continue to be included in other income (loss), net, in our condensed consolidated statements of income.

# PART I - FINANCIAL INFORMATION - CONTINUED BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES <br> <br> MAY 30,2015 <br> <br> MAY 30,2015 <br> (Dollars in thousands except share and per share data) 

The following tables illustrate the effects of various intercompany eliminations on income (loss) from operations in the consolidation of our segment results:

|  | Quarter Ended May 30, 2015 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Wholesale |  | Retail |  | Logistics |  | Eliminations |  | Consolidated |  |
| Sales revenue: |  |  |  |  |  |  |  |  |  |  |
| Furniture \& accessories | \$ | 66,705 | \$ | 63,921 | \$ | - | \$ | $(31,159)$ | \$ | 99,467 |
| Logistics |  | - |  | - |  | 21,958 |  | $(9,872)$ |  | 12,086 |
| Total sales revenue |  | 66,705 |  | 63,921 |  | 21,958 |  | $(41,031)$ |  | 111,553 |
| Cost of furniture and accessories sold |  | 44,816 |  | 32,164 |  | - |  | $(30,056)$ |  | 46,921 |
| SG\&A expense |  | 17,093 |  | 29,742 |  | 20,931 |  | $(10,341)$ |  | 57,425 |
| New store pre-opening costs |  | - |  | 44 |  | - |  | - |  | 44 |
| Income (loss) from operations (5) | \$ | 4,796 | \$ | 1,971 | \$ | 1,027 | \$ | (634) | \$ | 7,163 |


|  | Quarter Ended May 31, 2014 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Wholesale |  | Retail |  | Logistics |  | Eliminations |  | Consolidated |  |
| Sales revenue: |  |  |  |  |  |  |  |  |  |  |
| Furniture \& accessories | \$ | 56,184 | \$ | 53,290 | \$ | - | \$ | $(24,289)$ | \$ | 85,185 |
| Logistics |  | - |  | - |  | - |  | - |  | - |
| Total sales revenue |  | 56,184 |  | 53,290 |  |  |  | $(24,289)$ |  | 85,185 |
| Cost of furniture and accessories sold |  | 37,156 |  | 26,828 |  | - |  | $(24,112)$ |  | 39,872 |
| SG\&A expense |  | 14,771 |  | 26,607 |  | - |  | (477) |  | 40,901 |
| New store pre-opening costs |  | - |  | 521 |  | - |  | - |  | 521 |
| Income (loss) from operations | \$ | 4,257 | \$ | (666) | \$ | - | \$ | 300 | \$ | 3,891 |


|  | Six Months Ended May 30, 2015 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Wholesale |  | Retail |  | Logistics |  | Eliminations |  | Consolidated |  |
| Sales revenue: |  |  |  |  |  |  |  |  |  |  |
| Furniture \& accessories | \$ | 125,510 | \$ | 121,104 | \$ | - | \$ | $(57,599)$ | \$ | 189,015 |
| Logistics |  | - |  | - |  | 27,957 |  | $(12,612)$ |  | 15,345 |
| Total sales revenue |  | 125,510 |  | 121,104 |  | 27,957 |  | $(70,211)$ |  | 204,360 |
| Cost of furniture and accessories sold |  | 84,798 |  | 60,564 |  | - |  | $(56,511)$ |  | 88,851 |
| SG\&A expense |  | 32,989 |  | 58,567 |  | 26,938 |  | $(13,594)$ |  | 104,900 |
| New store pre-opening costs |  |  |  | 44 |  |  |  | - |  | 44 |
| Income (loss) from operations (5) | \$ | 7,723 | \$ | 1,929 | \$ | 1,019 | \$ | (106) | \$ | 10,565 |


|  | Six Months Ended May 31, 2014 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Wholesale |  | Retail |  | Logistics |  | Eliminations |  | Consolidated |  |
| Sales revenue: |  |  |  |  |  |  |  |  |  |  |
| Furniture \& accessories | \$ | 107,270 | \$ | 100,414 | \$ | - | \$ | $(46,852)$ | \$ | 160,832 |
| Logistics |  | - |  | - |  |  |  | - |  |  |
| Total sales revenue |  | 107,270 |  | 100,414 |  |  |  | $(46,852)$ |  | 160,832 |
| Cost of furniture and accessories sold |  | 71,711 |  | 50,293 |  |  |  | $(46,738)$ | \$ | 75,266 |
| SG\&A expense |  | 28,954 |  | 51,451 |  | - |  | (924) | \$ | 79,481 |
| New store pre-opening costs |  | - |  | 1,108 |  | - |  | - |  | 1,108 |
| Income (loss) from operations | \$ | 6,605 | \$ | $(2,438)$ | \$ | - | \$ | 810 | \$ | 4,977 |

(1) Represents the elimination of sales from our wholesale segment to our Company-owned BHF stores.
(2) Represents the elimination of logistical services billed to our wholesale and retail segments.
(3) Represents the elimination of purchases by our Company-owned BHF stores from our wholesale segment, as well as the change for the period in the elimination of intercompany profit in ending retail inventory.
(4) Represents the elimination of rent paid by our retail stores occupying Company-owned real estate, and for the periods ended May 30, 2015, logisitcal services expense incurred from Zenith by our retail and wholesale segments.
(5) Excludes the effects of asset impairment charges, lease exit costs and management restructuring costs which are not allocated to our segments.

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES <br> MAY 30, 2015 <br> (Dollars in thousands except share and per share data) 

The following is a discussion of operating results for our wholesale, retail and logistical services segments:

## Wholesale segment

Results for the wholesale segment for the periods ended May 30, 2015 and May 31, 2014 are as follows:

|  | Quarter Ended |  |  |  |  |  | Six Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 30, 2015 |  |  | May 31, 2014 |  |  | May 30, 2015 |  |  | May 31, 2014 |  |  |
| Net sales | \$ | 66,705 | 100.0\% | \$ | 56,184 | 100.0\% | \$ | 125,510 | 100.0\% | \$ | 107,270 | 100.0\% |
| Gross profit |  | 21,889 | 32.8\% |  | 19,028 | 33.9\% |  | 40,712 | 32.4\% |  | 35,559 | 33.1\% |
| SG\&A expenses |  | 17,093 | 25.6\% |  | 14,771 | 26.3\% |  | 32,989 | 26.3\% |  | 28,954 | 27.0\% |
| Income from operations | \$ | 4,796 | 7.2\% | \$ | 4,257 | 7.6\% | \$ | 7,723 | 6.2\% | \$ | 6,605 | 6.2\% |

## Quarterly Analysis of Results - Wholesale

Net sales for the wholesale segment were $\$ 66,702$ for the second quarter of 2015 as compared to $\$ 56,184$ for the second quarter of 2014, an increase of $\$ 10,518$ or $19 \%$. This sales increase was driven by a $27 \%$ increase in shipments to the BHF store network and a $6.8 \%$ increase in open market shipments (outside the BHF store network). Gross margins for the wholesale segment decreased to $32.8 \%$ for the second quarter of 2015 as compared to $33.9 \%$ for the second quarter of 2014, driven largely by increased discounting of wood products as we are implementing a significant makeover of our imported wood furniture line. Wholesale SG\&A increased $\$ 2,322$ to $\$ 17,093$ for the second quarter of 2015 as compared to $\$ 14,771$ for the second quarter of 2014. SG\&A as a percentage of sales decreased to $25.6 \%$ as compared to $26.3 \%$ for the second quarter of 2014 primarily due to greater leverage of fixed costs from higher sales volumes. Included in SG\&A is an additional $\$ 600$ in incentive compensation costs as well as $\$ 88$ in costs associated with the acquisition of Zenith. Operating income was $\$ 4,796$ or $7.2 \%$ of sales as compared to $\$ 4,257$ or $7.6 \%$ of sales in the prior year quarter.

## Year-to-date Analysis of Results - Wholesale

Net sales for the wholesale segment were $\$ 125,510$ for first half of 2015 as compared to $\$ 107,270$ for the first half of 2014 , an increase of $\$ 18,240$ or $17 \%$. This sales increase was driven by a $21 \%$ increase in shipments to the BHF store network and an $8.4 \%$ increase in open market shipments (outside the BHF store network). Gross margins for the wholesale segment decreased to $32.4 \%$ for the first half of 2015 as compared to $33.1 \%$ for the first half of 2014, driven largely by increased discounting of wood products as we are implementing a significant makeover of our imported wood furniture line. Wholesale SG\&A increased $\$ 4,035$ to $\$ 32,989$ for the first half of 2015 as compared to $\$ 28,954$ for the first half of 2014. SG\&A as a percentage of sales decreased to $26.3 \%$ as compared to $27.0 \%$ for the first half of 2014 primarily due to greater leverage of fixed costs from higher sales volumes. Included in SG\&A for the first half of 2015 is an additional $\$ 625$ in incentive compensation costs as well as $\$ 209$ of costs associated with the acquisition of Zenith. Operating income was $\$ 7,723$ or $6.2 \%$ of sales for the first half of 2015 as compared to $\$ 6,605$ or $6.2 \%$ of sales in the comparable prior year period.

| Wholesale shipments by type: | Quarter Ended |  |  |  |  |  | Six Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 30, 2015 |  |  | May 31, 2014 |  |  | May 30, 2015 |  |  | May 31, 2014 |  |  |
| Wood | \$ | 24,878 | 37.3\% | \$ | 21,436 | 38.2\% | \$ | 45,191 | 36.0\% | \$ | 41,133 | 38.3\% |
| Upholstery |  | 41,042 | 61.5\% |  | 34,047 | 60.6\% |  | 78,914 | 62.9\% |  | 64,729 | 60.3\% |
| Other |  | 785 | 1.2\% |  | 700 | 1.2\% |  | 1,405 | 1.1\% |  | 1,408 | 1.3\% |
| Total | \$ | 66,705 | 100.0\% | \$ | 56,183 | 100.0\% | \$ | 125,510 | 100.0\% | \$ | 107,270 | 100.0\% |

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES <br> MAY 30, 2015 <br> (Dollars in thousands except share and per share data) 

## Wholesale Backlog

The dollar value of wholesale backlog, representing orders received but not yet shipped to dealers and Company stores, was $\$ 16,005$ at May 30, 2015 as compared with $\$ 15,615$ at May 31, 2014.

Retail - Company-owned stores segment
Results for the retail segment for the periods ended May 30, 2015 and May 31, 2014 are as follows:

|  | Quarter Ended |  |  |  |  |  | Six Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 30, 2015 |  |  | May 31, 2014 |  |  | May 30, 2015 |  |  | May 31, 2014 |  |  |
| Net sales | \$ | 63,921 | 100.0\% | \$ | 53,290 | 100.0\% | \$ | 121,104 | 100.0\% | \$ | 100,414 | 100.0\% |
| Gross profit |  | 31,757 | 49.7\% |  | 26,462 | 49.7\% |  | 60,540 | 50.0\% |  | 50,121 | 49.9\% |
| SG\&A expenses |  | 29,742 | 46.5\% |  | 26,607 | 49.9\% |  | 58,567 | 48.4\% |  | 51,451 | 51.2\% |
| New store pre-opening costs |  | 44 | 0.1\% |  | 521 | 1.0\% |  | 44 | 0.0\% |  | 1,108 | 1.1\% |
| Income (loss) from operations | \$ | 1,971 | 3.1\% | \$ | (666) | -1.2\% | \$ | 1,929 | 1.6\% | \$ | $(2,438)$ | $\underline{-2.4} \%$ |

Results for the comparable stores ${ }^{\dagger}$ ( 57 stores and 53 stores for the quarter and six months, respectively) are as follows:

|  | Quarter Ended |  |  |  |  |  | Six Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 30, 2015 |  |  | May 31, 2014 |  |  | May 30, 2015 |  |  | May 31, 2014 |  |  |
| Net sales | \$ | 60,608 | 100.0\% | \$ | 51,597 | 100.0\% | \$ | 109,317 | 100.0\% | \$ | 93,894 | 100.0\% |
| Gross profit |  | 30,192 | 49.8\% |  | 25,698 | 49.8\% |  | 54,614 | 50.0\% |  | 46,832 | 49.9\% |
| SG\&A expenses |  | 28,113 | 46.4\% |  | 25,644 | 49.7\% |  | 52,063 | 47.6\% |  | 47,220 | 50.3\% |
| Income (loss) from operations | \$ | 2,079 | 3.4\% | \$ | 54 | 0.1\% | \$ | 2,551 | 2.3\% | \$ | (388) | -0.3\% |

$\dagger$ "Comparable" stores include those locations that have been open and operated by the Company for all of each respective comparable period.

Results for all other stores are as follows:

|  | Quarter Ended |  |  |  |  |  | Six Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 30, 2015 |  |  | May 31, 2014 |  |  | May 30, 2015 |  |  | May 31, 2014 |  |  |
| Net sales | \$ | 3,313 | 100.0\% | \$ | 1,693 | 100.0\% | \$ | 11,787 | 100.0\% | \$ | 6,520 | 100.0\% |
| Gross profit |  | 1,565 | 47.2\% |  | 764 | 45.1\% |  | 5,926 | 50.3\% |  | 3,289 | 50.4\% |
| SG\&A expenses |  | 1,629 | 49.2\% |  | 963 | 56.9\% |  | 6,504 | 55.2\% |  | 4,231 | 64.9\% |
| New store pre-opening costs |  | 44 | 1.3\% |  | 521 | 30.8\% |  | 44 | 0.4\% |  | 1,108 | 17.0\% |
| Loss from operations | \$ | (108) | -3.3\% | \$ | (720) | -42.5\% | \$ | (622) | -5.3\% | \$ | $(2,050)$ | -31.4 $\%$ |

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES <br> MAY 30, 2015 <br> (Dollars in thousands except share and per share data) 

## Quarterly Analysis of Results - Retail

Net sales for the 59 Company-owned Bassett Home Furnishings stores were $\$ 63,921$ for the second quarter of 2015 as compared to $\$ 53,290$ for the second quarter of 2014 , an increase of $\$ 10,631$ or $20 \%$. The increase was primarily due to a $\$ 9,011$ or $18 \%$ increase in comparable store sales coupled with a $\$ 1,620$ increase in non-comparable store sales from 2 new stores opened in the last 15 months.

While we do not recognize sales until goods are delivered to the consumer, management tracks written sales (the retail dollar value of sales orders taken, rather than delivered) as a key store performance indicator. Written sales for comparable stores increased by $15 \%$ for the second quarter of 2015 as compared to the second quarter of 2014.

The consolidated retail operating profit for the second quarter of 2015 was $\$ 1,971$ as compared to a loss of $\$ 666$ for the second quarter of 2014 , a $\$ 2,637$ improvement. The 57 comparable stores generated operating income of $\$ 2,079$ for the quarter, or $3.4 \%$ of sales, as compared to $\$ 54$, or $0.1 \%$ for the prior year quarter. Gross margins for comparable stores were $49.8 \%$ for the second quarter of both 2015 and 2014. SG\&A expenses for comparable stores increased $\$ 2,469$ to $\$ 28,113$ or $46.4 \%$ of sales as compared to $49.7 \%$ of sales for the second quarter of 2014 . This decrease is primarily due to greater leverage of fixed costs due to higher sales volumes.

Losses associated with non-comparable stores were $\$ 108$ for the quarter as compared to $\$ 720$ for the prior year quarter. This decrease is primarily from $\$ 521$ of pre-opening costs recognized in the second quarter of 2014 due to the two new store openings in the last 15 months. These costs included rent, training costs and other payroll-related costs specific to a new store location incurred during the period leading up to its opening and generally range between $\$ 100$ to $\$ 300$ per store based on the overall rent costs for the location and the period between the time when we take possession of the physical store space and the time of the store opening. Also included in the non-comparable store loss for the second quarter of 2014 was $\$ 211$ in post-opening losses from three new stores. We incur losses in the two to three months of operation following a store opening as sales are not recognized in the income statement until the furniture is delivered to its customers resulting in operating expenses without the normal sales volume. Because we do not maintain a stock of retail inventory that would result in quick delivery, and because of the custom nature of the furniture offerings, such deliveries are generally not made until after 30 days from when the furniture is ordered by the customer. Coupled with the pre-opening costs, total start-up losses typically amount to \$300 to \$500 per store.

Each addition to our Company-owned store network results in incremental fixed overhead costs, primarily associated with local store personnel, occupancy costs and warehousing expenses. The incremental SG\&A expenses associated with each new store will be ongoing.

## Year-to-date Analysis of Results - Retail

Net sales for the 59 Company-owned Bassett Home Furnishings stores were $\$ 121,104$ for the first half of 2015 as compared to $\$ 100,414$ for the first half of 2014, an increase of $\$ 20,690$ or $21 \%$. The increase was primarily due to a $\$ 15,423$ or $16 \%$ increase in comparable store sales coupled with a $\$ 5,267$ increase in non-comparable store sales from 6 new stores opened in the last 18 months.

While we do not recognize sales until goods are delivered to the consumer, management tracks written sales (the retail dollar value of sales orders taken, rather than delivered) as a key store performance indicator. Written sales for comparable stores increased by $15 \%$ for the first half of 2015 as compared to the first half of 2014.

The consolidated retail operating income for the first half of 2015 was $\$ 1,929$ as compared to a loss of $\$ 2,438$ for the first half of 2014 , a $\$ 4,367$ improvement. The 53 comparable stores generated operating income of $\$ 2,551$ for the period, or $2.3 \%$ of sales, as compared to a loss of $\$ 388$ for the comparable prior year period. Gross margins were $50.0 \%$ for the first half of 2015 compared to $49.9 \%$ for the first half of 2014 . SG\&A expenses for comparable stores increased $\$ 4,843$ to $\$ 52,063$ or $47.6 \%$ of sales as compared to $50.3 \%$ of sales for the first half of 2014 . This decrease is primarily due to greater leverage of fixed costs due to higher sales volumes.

PART I - FINANCIAL INFORMATION - CONTINUED<br>BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES<br>MAY 30, 2015<br>(Dollars in thousands except share and per share data)

Losses from the non-comparable stores in the first half of fiscal 2015 were $\$ 622$ compared with $\$ 2,991$ for the first half of fiscal 2014. This decrease is primarily from $\$ 1,108$ of pre-opening costs recognized in the first half of 2014 due to the six new store openings in 2014. These costs included rent, training costs and other payroll-related costs specific to a new store location incurred during the period leading up to its opening and generally range between $\$ 100$ to $\$ 300$ per store based on the overall rent costs for the location and the period between the time when we take possession of the physical store space and the time of the store opening. Also included in the non-comparable store loss for the first half of 2014 was $\$ 724$ in post-opening losses from five stores opened during the first half of 2014. We incur losses in the two to three months of operation following a store opening as sales are not recognized in the income statement until the furniture is delivered to its customers resulting in operating expenses without the normal sales volume. Because we do not maintain a stock of retail inventory that would result in quick delivery, and because of the custom nature of the furniture offerings, such deliveries are generally not made until after 30 days from when the furniture is ordered by the customer. Coupled with the pre-opening costs, total start-up losses typically amount to $\$ 300$ to $\$ 500$ per store.

Each addition to our Company-owned store network results in incremental fixed overhead costs, primarily associated with local store personnel, occupancy costs and warehousing expenses. The incremental SG\&A expenses associated with each new store will be ongoing.

## Retail Backlog

The dollar value of our retail backlog, representing orders received but not yet delivered to customers, was $\$ 30,225$, or an average of $\$ 512$ per open store at May 30, 2015 as compared with $\$ 25,548$, or an average of $\$ 449$ per open store at May 31, 2014.

## Logistical services segment

Results for our logistical services segment for the periods ended May 30, 2015 are comprised of the results of Zenith from the date of acquisition, February 2, 2015, and are as follows:

|  | Quarter Ended |  |  | Six Months Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 30, 2015 |  |  | May 30, 2015 |  |  |
| Logistics revenue | \$ | 21,958 | 100.0\% | \$ | 27,957 | 100.0\% |
| Operating expenses |  | 20,931 | 95.3\% |  | 26,938 | 96.4\% |
|  |  |  |  |  |  |  |
| Income from operations | \$ | 1,027 | 4.7\% | \$ | 1,019 | 3.6\% |

Operating expenses since the date of acquisition for the three and six months ended May 30, 2015 include depreciation and amortization of $\$ 736$ and $\$ 993$, respectively.

Other items affecting Net Income

## Acquisition of Zenith

On February 2, 2015 we acquired the remaining $51 \%$ ownership interest in Zenith in exchange for cash, Bassett common stock and a note payable with a total fair value of $\$ 19,111$ which, along with the fair value of our prior $49 \%$ interest in Zenith, results in a total enterprise value for Zenith of $\$ 35,803$. In accordance with the acquisition method of accounting, we recognized a gain of $\$ 7,212$ during the first half of fiscal 2015 for the remeasurement of our previous interest in Zenith. For additional information regarding our acquisition of Zenith, see Note 3 to our condensed consolidated financial statements.

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES <br> MAY 30, 2015 <br> (Dollars in thousands except share and per share data) 

## Income from Continued Dumping \& Subsidy Offset Act

During the second quarter of 2015, we recognized income of $\$ 1,066$ arising from distributions received from U.S. Customs and Border Protection ("Customs") under the Continued Dumping and Subsidy Offset Act of 2000 ("CDSOA"). These distributions primarily represent amounts previously withheld by Customs pending the resolution of claims filed by certain manufacturers who did not support the antidumping petition ("Non-Supporting Producers") challenging certain provisions of the CDSOA and seeking to share in the distributions. The Non-Supporting Producers' claims were dismissed by the courts and all appeals were exhausted in 2014. While it is possible that we may receive additional distributions from Customs, we cannot estimate the likelihood or amount of any future distributions.

Other income (loss), net
Other loss, net, for the second quarter of fiscal 2015 was $\$ 597$ as compared to $\$ 272$ for the second quarter of fiscal 2014 , an increase of $\$ 325$. This increase is primarily attributable to $\$ 278$ of income from our investment in Zenith which is included in the prior year period when Zenith was accounted for under the equity method as an unconsolidated affiliate.

Other loss, net, for the first half of fiscal 2015 was $\$ 1,220$ as compared to other income, net, of $\$ 13$ for the first half of fiscal 2014, an increase of $\$ 1,233$. This increase is primarily attributable to the recognition during the first half of fiscal 2014 of $\$ 662$ in death benefits receivable from life insurance policies covering a former executive, a $\$ 182$ charge taken during the first half of 2015 to write down the carrying value of retail real estate in Sugarland, Texas, which was sold in March of 2015, an increase in interest expense of $\$ 158$ primarily associated with debt assumed in the acquisition of Zenith, and a $\$ 123$ decline in income from unconsolidated affiliates due to the acquisition of Zenith in 2015.

## Income taxes

We calculate an anticipated effective tax rate for the year based on our annual estimates of pretax income or loss and use that effective tax rate to record our year-to-date income tax provision. Any change in annual projections of pretax income or loss could have a significant impact on our effective tax rate for the respective quarter. Our effective tax rate for the three and six months ended May 30, 2015 differs from the federal statutory rate primarily due to the effects of state income taxes and various permanent differences. Our fiscal 2013 and 2012 income tax returns are currently under examination by the Internal Revenue Service.

## Liquidity and Capital Resources

We are committed to maintaining a strong balance sheet in order to weather difficult industry conditions, to allow us to take advantage of opportunities as market conditions improve, and to execute our long-term retail strategies.

## Cash Flows

Cash provided by operations for the first half of 2015 was $\$ 9,195$ compared to $\$ 13,819$ for the first half of 2014, a decrease of $\$ 4,624$. The decline is primarily the result of increases in inventory levels due to the introduction of new products and increased purchase activity to support higher order volume and backlog levels. In addition, a significant amount of trade payables arising from inventory build-up that occurred during the fourth quarter of fiscal 2014 were paid in early 2015. During the second quarter of 2015 we generated $\$ 10,261$ of cash flow from operating activities, which included the receipt of a $\$ 1,066$ cash distribution from Customs under the CDSOA.

Our overall cash position decreased by $\$ 4,206$ during the first half of 2015 . Offsetting the cash provided by operations, we used $\$ 13,658$ of cash in investing activities, primarily consisting of cash paid for the acquisition of Zenith (net of cash acquired), a capital contribution made to Zenith prior to the acquisition, and capital expenditures which were primarily for retail store relocations and retail store remodels. Net cash provided by financing activities was $\$ 257$, including $\$ 4,034$ of proceeds and excess tax benefits associated with the exercise of stock options, largely offset by dividend payments of $\$ 3,777$. With cash and cash equivalents and short-term investments totaling $\$ 45,592$ on hand at May 30 , 2015, we believe we have sufficient liquidity to fund operations for the foreseeable future.

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES <br> MAY 30, 2015 <br> (Dollars in thousands except share and per share data) 

## Debt and Other Obligations

Our credit facility with our bank provides for a line of credit of up to $\$ 15,000$ and is secured by our accounts receivable and inventory. The facility contains covenants requiring us to maintain certain key financial ratios. We are in compliance with all covenants under the agreement and expect to remain in compliance for the foreseeable future. The line will mature in December 2015, at which time we expect to obtain a new line under substantially similar terms. At May 30, 2015, we had $\$ 216$ outstanding under standby letters of credit, leaving availability under our credit line of $\$ 14,784$.

At May 30, 2015 we have outstanding principal totaling $\$ 15,639$, excluding discounts, under notes payable of which $\$ 4,428$ matures within one year of the balance sheet date. See Note 8 to our condensed consolidated financial statements for additional details regarding these notes, including collateral and future maturities. We expect to satisfy these obligations as they mature using cash flow from operations or our available cash on hand.

We lease land and buildings that are used in the operation of our Company-owned retail stores as well as in the operation of certain of our licensee-owned stores, and we lease land and buildings at various locations throughout the continental United States for warehousing and distribution hubs used in our logistical services segment. We also lease tractors, trailers and local delivery trucks used in our logistical services segment. We had obligations of $\$ 114,737$ at May 30, 2015 for future minimum lease payments under non-cancelable operating leases having remaining terms in excess of one year. We also have guaranteed certain lease obligations of licensee operators. Remaining terms under these lease guarantees range from approximately one to five years. We were contingently liable under licensee lease obligation guarantees in the amount of $\$ 2,856$ at May 30, 2015. See Note 9 to our condensed consolidated financial statements for additional details regarding our leases and lease guarantees.

## Investment in Retail Real Estate

We have a substantial investment in real estate acquired for use as retail locations. To the extent such real estate is occupied by Company-owned retail stores, it is included in property and equipment, net, in the accompanying condensed consolidated balance sheets and is considered part of our retail segment. The net book value of such retail real estate occupied by Company-owned stores was $\$ 27,539$ at May 30, 2015. All other retail real estate that we own, consisting of locations leased to non-licensees, is included in other assets in the accompanying condensed consolidated balance sheets. The net book value of such real estate, which is considered part of our wholesale segment, was \$3,196 at May 30, 2015.

The following table summarizes our total investment in retail real estate owned at May 30, 2015:

|  | Number of Locations | Aggregate Square Footage | Net Book Value |  |
| :---: | :---: | :---: | :---: | :---: |
| Real estate occupied by Company-owned and operated stores, included in property and equipment, net (1) | 11 | 276,887 | \$ | 27,539 |
|  |  |  |  |  |
| Investment real estate leased to others, included in other assets | 2 | 41,021 |  | 3,196 |
|  |  |  |  |  |
| Total Company investment in retail real estate | 13 | 317,908 | \$ | 30,735 |

(1) Includes two properties encumbered under mortgages totalling \$2,062 at May 30, 2015.

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES MAY 30, 2015 <br> (Dollars in thousands except share and per share data) 

## Critical Accounting Policies and Estimates

There have been no material changes to our critical accounting policies and estimates from the information provided in Item 7, "Management's Discussion and Analysis of Financial Condition and Results of Operations", included in our Annual Report on Form 10-K for the fiscal year ended November 29, 2014.

## Off-Balance Sheet Arrangements

We utilize stand-by letters of credit in the procurement of certain goods in the normal course of business. We lease land and buildings that are primarily used in the operation of both Company-owned and licensee stores as well as land and buildings used in our logistical services segment. We also lease transportation equipment used in our logistical services segment. We have guaranteed certain lease obligations of licensee operators of the stores, as part of our retail expansion strategy. See Note 9 to our condensed consolidated financial statements for further discussion of operating leases and lease guarantees, including descriptions of the terms of such commitments and methods used to mitigate risks associated with these arrangements.

## Contingencies

We are involved in various legal and environmental matters, which arise in the normal course of business. Although the final outcome of these matters cannot be determined, based on the facts presently known, it is our opinion that the final resolution of these matters will not have a material adverse effect on our financial position or future results of operations. See Note 9 to our condensed consolidated financial statements for further information regarding certain contingencies as of May 30, 2015.

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES <br> <br> MAY 30,2015 <br> <br> MAY 30,2015 <br> (Dollars in thousands except share and per share data) 

## Item 3. Quantitative and Qualitative Disclosure about Market Risk:

We are exposed to market risk from changes in the value of foreign currencies. Substantially all of our imports purchased outside of North America are denominated in U.S. dollars. Therefore, we believe that gains or losses resulting from changes in the value of foreign currencies relating to foreign purchases not denominated in U.S. dollars would not be material to our results from operations in fiscal 2015.

We are exposed to market risk from changes in the cost of raw materials used in our manufacturing processes, principally wood, woven fabric, and foam products. A recovery in home construction could result in increases in wood and fabric costs from current levels, and the cost of foam products, which are petroleum-based, is sensitive to changes in the price of oil.

We are also exposed to commodity price risk related to diesel fuel prices for fuel used in our logistical services segment. We manage our exposure to that risk primarily through the application of fuel surcharges to our customers.

We have potential exposure to market risk related to conditions in the commercial real estate market. Our retail real estate holdings of $\$ 3,196$ at May 30, 2015 for stores formerly operated by licensees as well as our holdings of $\$ 27,539$ at May 30,2015 for Company-owned stores could suffer significant impairment in value if we are forced to close additional stores and sell or lease the related properties during periods of weakness in certain markets. Additionally, if we are required to assume responsibility for payment under the lease obligations of $\$ 2,856$ which we have guaranteed on behalf of licensees as of May 30, 2015, we may not be able to secure sufficient sub-lease income in the current market to offset the payments required under the guarantees.

## Item 4. Controls and Procedures:

The Company's principal executive officer and principal accounting officer have evaluated the Company's disclosure controls and procedures (as defined in Exchange Act Rule 13a-15(e)) as of the end of the period covered by this Quarterly Report on Form 10-Q. Based upon their evaluation, the principal executive officer and principal accounting officer concluded that the Company's disclosure controls and procedures are effective at a reasonable assurance level. There has been no change in the Company's internal control over financial reporting during the Company's most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

# PART I - FINANCIAL INFORMATION - CONTINUED <br> BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES MAY 30, 2015 <br> (Dollars in thousands except share and per share data) 

## Safe-harbor, forward-looking statements:

The discussion in items 2 and 3 above contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 with respect to the financial condition, results of operations and business of Bassett Furniture Industries, Incorporated and subsidiaries. Such forward-looking statements are identified by use of forward-looking words such as "anticipates", "believes", "plans", "estimates", "expects", "aimed" and "intends" or words or phrases of similar expression. These forward-looking statements involve certain risks and uncertainties. No assurance can be given that any such matters will be realized. Important factors that could cause actual results to differ materially from those contemplated by such forward-looking statements are listed in our Annual Report on Form 10-K for fiscal 2014 and include:

- competitive conditions in the home furnishings industry
- general economic conditions
- overall retail traffic levels and consumer demand for home furnishings
- ability of our customers and consumers to obtain credit
- Bassett store openings
- store closings and the profitability of the stores (independent licensees and Company-owned retail stores)
- ability to implement our Company-owned retail strategies and realize the benefits from such strategies as they are implemented
- fluctuations in the cost and availability of raw materials, fuel, labor and sourced products
- results of marketing and advertising campaigns
- information and technology advances
- future tax legislation, or regulatory or judicial positions
- ability to efficiently manage the import supply chain to minimize business interruption
- concentration of domestic manufacturing, particularly of upholstery products, and the resulting exposure to business interruption from accidents, weather and other events and circumstances beyond our control
- the risk that we may not achieve the strategic benefits of our acquisition of Zenith.

MAY 30, 2015
(Dollars in thousands except share and per share data)

## Item 1. Legal Proceedings

None

## Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

|  | Total <br> Shares <br> Purchased | Avg Price Paid | Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs | Approximate Dollar Value of <br> Shares that May Yet Be Purchased Under the Plans or Programs (1) |
| :---: | :---: | :---: | :---: | :---: |
| March 1, 2015 - April 4, 2015 | 2,600 | \$24.63 | 2,600 | \$19,745 |
| April 5, 2015 - May 2, 2015 | - | - | - | \$19,745 |
| May 3, 2015 - May 30, 2015 | - | - | - | \$19,745 |

(1) The Company is authorized to repurchase Company stock under a plan which was originally announced in 1998. On October 9, 2014, the Board of Directors increased the remaining limit of the repurchase plan to $\$ 20,000$.

## Item 3. Defaults Upon Senior Securities

None.

## Item 6. Exhibits

a. Exhibits:

Exhibit 3 a - Articles of Incorporation as amended are incorporated herein by reference to the Exhibit to Form 10-Q for the fiscal quarter ended February 28, 1994.

Exhibit 3b - By-laws as amended to date are incorporated herein by reference to Exhibit 3b to Form 10-Q for the fiscal quarter ended August 25, 2012, filed October 4, 2012.

Exhibit 4 - Registrant hereby agrees to furnish the SEC, upon request, instruments defining the rights of holders of long-term debt of the Registrant.

Exhibit 31a - Chief Executive Officer’s certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
Exhibit 31b - Chief Accounting Officer’s certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
Exhibit 32a - Chief Executive Officer's certification pursuant to 18 U.S.C. 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

Exhibit 32b - Chief Accounting Officer’s certification pursuant to 18 U.S.C. 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

## PART II - OTHER INFORMATION

BASSETT FURNITURE INDUSTRIES, INCORPORATED AND SUBSIDIARIES
MAY 30, 2015
(Dollars in thousands except share and per share data)

Exhibit 101 - The following financial statements from the Company's Quarterly Report on Form 10-Q for the quarter ended May 30 , 2015 formatted in Extensible Business Reporting Language ("XBRL"): (i) condensed consolidated balance sheets, (ii) condensed consolidated statements of operations and retained earnings, (iii) condensed consolidated statements of cash flows, and (iv) the notes to the condensed consolidated financial statements, tagged as blocks of text.

Exhibit 101.INS XBRL Instance

Exhibit 101.SCH XBRL Taxonomy Extension Schema
Exhibit 101.CAL XBRL Taxonomy Extension Calculation

Exhibit 101.DEF XBRL Taxonomy Extension Definition

Exhibit 101.LAB XBRL Taxonomy Extension Labels
Exhibit 101.PRE XBRL Taxonomy Extension Presentation

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this Report to be signed on its behalf by the undersigned thereunto duly authorized.

## BASSETT FURNITURE INDUSTRIES, INCORPORATED

/s/
Robert H. Spilman, Jr.
Robert H. Spilman, Jr., President and Chief Executive Officer July 1, 2015
/s/ J. Michael Daniel
J. Michael Daniel, Senior Vice President and Chief Financial Officer July 1, 2015

## I, Robert H. Spilman, Jr., certify that:

1. I have reviewed this quarterly report on Form 10-Q of Bassett Furniture Industries, Incorporated;
2. Based on my knowledge, this report 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 report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

July 1, 2015
/s/
Robert H. Spilman, Jr.
Robert H. Spilman, Jr.
President and Chief Executive Officer

## CERTIFICATIONS

## I, J. Michael Daniel, certify that:

1. I have reviewed this quarterly report on Form $10-\mathrm{Q}$ of Bassett Furniture Industries, Incorporated;
2. Based on my knowledge, this report 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 report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

July 1, 2015
/s/ J. Michael Daniel
J. Michael Daniel

Senior Vice President and Chief Financial Officer

## CERTIFICATION PURSUANT TO 18 U.S.C. SECTION 1350, <br> AS ADOPTED PURSUANT TO SECTION 906 <br> OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Bassett Furniture Industries, Incorporated (the "Company") on Form 10-Q for the period ending May 30, 2015, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I Robert H. Spilman, Jr., Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. ss.1350, as adopted pursuant to ss. 906 of the Sarbanes-Oxley Act of 2002, that:

1. The Report fully complies with the requirements of Sections 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the report fairly presents, in all material respects, the financial condition and results of operations of the Company.

July 1, 2015
/s/ Robert H. Spilman, Jr
Robert H. Spilman, Jr.
President and Chief Executive Officer

A signed original of this written statement required by Section 906 has been provided to Bassett Furniture Industries, Incorporated and will be retained by Bassett Furniture Industries, Incorporated and furnished to the Securities and Exchange Commission or its staff upon request.

## CERTIFICATION PURSUANT TO 18 U.S.C. SECTION 1350, <br> AS ADOPTED PURSUANT TO SECTION 906 <br> OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Bassett Furniture Industries, Incorporated (the "Company") on Form 10-Q for the period ending May 30, 2015, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I J. Michael Daniel, Chief Accounting Officer of the Company, certify, pursuant to 18 U.S.C. ss.1350, as adopted pursuant to ss. 906 of the Sarbanes-Oxley Act of 2002, that:

1. The Report fully complies with the requirements of Sections 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the report fairly presents, in all material respects, the financial condition and results of operations of the Company.

July 1, 2015
/s/ J. Michael Daniel
J. Michael Daniel

Senior Vice President and Chief Financial Officer

A signed original of this written statement required by Section 906 has been provided to Bassett Furniture Industries, Incorporated and will be retained by Bassett Furniture Industries, Incorporated and furnished to the Securities and Exchange Commission or its staff upon request.

