RISK GEORGE INDUSTRIES INC
Form 10-K
July 29, 2011

U.S. SECURITIES AND EXCHANGE COMMISSION
Washington, DC 20549
Form 10-K

[X] ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934
For the fiscal year ended April 30, 2011
[ ] TRANSITION REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from __________ to _________

Commission File Number: 000-05378

George Risk Industries, Inc.
(Exact Name of registrant as specified in its charter)

Colorado	84-0524756
(State or other jurisdiction of incorporation or organization)	(I.R.S. Employer Identification No.)
802 South Elm Kimball, NE	69145
(Address of principal executive offices)	(Zip Code)

Issuer's telephone number (308) 235-4645

Securities registered pursuant to Section 12(b) of the Act:

Title of Each Class	Name of Exchange on Which Registered
None	None

Securities registered under Section 12(g) of the Act:
Class A Common Stock, $.10 par value
(Title of class)

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act.

Yes [ ] No [X]

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Sections 15(d) of the Act.

Yes [ ] No [X]

Indicate by check mark whether the registrant (1) filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days.

Yes [X] No [ ]

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Website, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (Section 229-405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes [ ] No [X]

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K (Section 229-405 of this chapter) is not contained herein, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. [X]

Indicate by check mark whether the registrant is a large accelerated filer, a non-accelerated filer, or a small reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer	[ ]	Accelerated filer	[ ]
Non-accelerated filer	[ ]	Smaller reporting company	[X]
(Do not check is smaller reporting company)			

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act).

Yes [ ] No [X]

The aggregate market value, as of July 21, 2011, of the common stock (based on the average of the bid and asked prices of the shares on the OCTBB of George Risk Industries, Inc.) held by non-affiliates (assuming, for this purpose, that all directors, officers and owners of 5% or more of the registrant's common stock are deemed affiliates) was approximately $13,449,178.

The number of outstanding shares of the common stock as of July 21, 2011 was 5,047,370.

DOCUMENTS INCORPORATED BY REFERENCE
A material vendor contract with a customer that accounts for a material portion of our sales.

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Part I

Preliminary Note Regarding Forward-Looking Statements and Currency Disclosure

This annual report contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements relate to future events or our future financial performance. In some cases, you can identify forward-looking statements by terminology such as "may", "should", "expects", "plans", "anticipates", "believes", "estimates", "predicts", "potential" or "continue" or the negative of these terms or other comparable terminology. These statements are only predictions and involve known and unknown risks, uncertainties and other factors, including the risks in the section entitled "Risk Factors", that may cause our or our industry's actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by these forward-looking statements.

Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements. Except as required by applicable law, including the securities laws of the United States, we do not intend to update any of the forward-looking statements to conform these statements to actual results.

Our financial statements are stated in United States dollars, rounded to the nearest thousand, and are prepared in accordance with United States Generally Accepted Accounting Principles.

Item 1 Business
(a) Business Development

George Risk Industries, Inc. (GRI or the company) was incorporated in 1967 in Colorado. The company is presently engaged in the design, manufacture, and sale of computer keyboards, push button switches, burglar alarm components and systems, pool alarms, thermostats, EZ Duct wire covers and water sensors.

Products, Market, and Distribution

The company designs, manufactures, and sells computer keyboards, push-button switches, burglar alarm components and systems, pool alarms, and water sensors. Our security burglar alarm products comprise approximately 88 percent of net revenues and are sold through distributors and private board customers.

The security segment has approximately 4,000 customers. One of the distributors accounts for approximately 42 percent of the company's sales of these products. Loss of this distributor would be significant to the company. However, this customer has purchased from the company for many years and is expected to continue. Also, the company has obtained a written agreement with our biggest customer. This agreement was signed in February 2011 and initiated by the customer. The contents of the agreement include product terms, purchasing, payment terms, term and termination, product marketing, representations and warranties, product support, mutual confidentiality, indemnification and insurance, and general provisions.

The keyboard segment has approximately 950 customers. Keyboard products are sold to original equipment manufacturers to their specifications and to distributors of off-the-shelf keyboards of proprietary design.

Competition

The company has intense competition in the keyboard and burglar alarm lines.

The burglar alarm segment has five or six major competitors. The company competes well based on price, product design, quality, and prompt delivery.

The competitors in the keyboard segment are larger companies with automated production facilities. GRI has emphasized small custom order sales that many of its competitors decline or discourage.

Research and Development

The company performs research and development for its customers when needed and requested. Costs in connection with such product development have been borne by the customers. Costs associated with the development of new products are expensed as incurred.

Employees

GRI has approximately 160 employees.

Item 2 Properties

The company owns the manufacturing and some of the office facilities. Total square footage of the plant in Kimball, Nebraska is approximately 42,500 sq. ft. Additionally, the company leases 15,000 square feet for $1,535 per month with Ken and Bonnie Risk. Ken Risk is the CEO and chairman of the board of the company.

As of October 1, 1996, the company also began operating a satellite plant in Gering, NE. This expansion was done in coordination with Twin Cities Development. The company leased manufacturing facilities until July 2005. During the first quarter of fiscal year end 2006, the company purchased a building that is 7,200-sq. ft. in size. Currently, there are 25 employees at the Gering site.

Item 3 Legal Proceedings
None.

Item 4 Submission of Matters to a Vote of Security Holders
Not applicable.

Part II

Item 5 Market for the Registrant's Common Equity and Related Stockholders' Matter

Principal Market

The company's Class A Common Stock, which is traded under the ticker symbol RSKIA, is currently quoted on the OTC Bulletin Board by one market maker.

Stock Prices and Dividends Information

2011 Fiscal Year

	High	Low
May 1-July 31	4.50	4.16

August 1-October 31	5.25	4.30
November 1-January 31	6.99	5.00
February 1-April 30	6.55	6.00

2010 Fiscal Year

	High	Low
May 1-July 31	5.00	3.45
August 1-October 31	5.05	4.01
November 1-January 31	4.75	4.10
February 1-April 30	5.00	4.25

A dividend of $0.20 per common share was declared on September 30, 2010. This was the only dividend declared and paid during the 2011 fiscal year. As for fiscal year 2010, a dividend of $0.17 per common share was declared on September 30, 2009.

The number of holders of record of the company's Class A Common Stock as of April 30, 2011, was approximately 1,300.

Repurchase of Equity Securities

On September 18, 2008, the Board of Directors approved an authorization for the repurchase of up to 500,000 shares of the company's common stock. Purchases can be made in the open market or in privately negotiated transactions. The Board did not specify an expiration date for the authorization.

The following tables show repurchases of GRI's common stock made on a quarterly basis:

2011 Fiscal Year	Number of shares repurchased
May 1-July 31	4,665
August 1-October 31	6,100
November 1-January 31	3,340
February 1-April 30	3,400

2010 Fiscal Year	Number of shares repurchased
May 1-July 31	44,465
August 1-October 31	8,735
November 1-January 31	0
February 1-April 30	8,604

Item 7 Management's Discussion and Analysis of Financial Condition and Results of Operations

Executive Overview

George Risk Industries, Inc. (GRI) is a diversified manufacturer of electronic components, encompassing the security industries widest variety of door and window contact switches, environmental products, proximity switches and custom keyboards. The security products division comprises the largest portion of GRI sales and are sold worldwide through distribution, who in turn sell our products to security installing companies. These products are used for residential, commercial, industrial and government installations. International sales accounted for approximately 5.7% of revenues for fiscal year 2011 and 5.0% for 2010.

GRI is known for its quality American made products, top-notch customer service and the willingness to work with customers on their special applications.

GRI owns and operates its main manufacturing plant and offices in Kimball, Nebraska with a satellite plant 40 miles away in Gering, Nebraska.

The company has substantial marketable securities holdings and these holdings have a material impact on the financial results. For the fiscal year ending April 30, 2011, other income accounted for 32.32% of income before income taxes. In comparison, other income accounted for 50.99% of the income before income taxes for the year ending April 30, 2010. Management's philosophy behind having holdings in marketable securities is to keep the money working and gaining interest on the cash that is not needed to be put back into the business. And over the years, the investments have kept the earnings per share up when the results from operations have not faired as well.

Management is always open to the possibility of acquiring a business that would complement our existing operations. This would probably not require any outside financing. The intent would be to utilize the equipment, marketing techniques and established customers to increase sales and profits.

There are no known seasonal trends with any of GRI's products, since we mostly sell to distributors and OEM manufacturers. The products are tied to the housing industry and will fluctuate with building trends.

Liquidity and Capital Resources

Operating
Net cash increased $1,613,000 during the year ended April 30, 2011 while it decreased $1,030,000 during the year ended April 30, 2010. Other cash flow changes are as follows. Accounts receivable increased $287,000 during the current year as compared to a $5,000 decrease for last year. The increase in

cash flow for accounts receivable is a reflection that sales have improved. At April 30, 2011, 76.16% of the receivables were considered current (less than 45 days) and 1.70% of the total were over 90 days past due. For comparison, 80.05% of the receivables were current and 6.03% were past 90 days at April 30, 2010. Inventories decreased $81,000 for the current year as compared to a $732,000 decrease for the same period last year. Management has continued the trend of decreasing its purchases of raw materials in the current fiscal year to correspond to the decrease in sales. Also, the smaller decrease account for the fact that sales have increased and raw materials are somewhat scarce. For the year ended April 30, 2011, prepaid expenses increased $9,000, and also increased $62,000 for the corresponding period last year. The main reason for the small

increase in prepaid expenses for the current fiscal year is that the company continues to prepay for raw materials that are coming from overseas.

For the year ended April 30, 2011, accounts payable increased $71,000 as compared to a $22,000 increase for the same period the year before. The change in cash in regards to accounts payable can vary. It really depends on the time of the month the invoices are due, since the company pays all its invoices within the terms. Accrued expenses increased by $13,000 for the year ended April 30, 2011, as these expenses decreased $108,000 for the corresponding year ended April 30, 2010. The increase in accrued expenses is a direct reflection of the increase in sales. The company has more payroll and commissions that are accrued at the end of the fiscal year. Income tax payable increased $252,000 for the year ended April 30, 2011. This is in comparison to an income tax overpayment increase of $79,000 for the year ended April 30, 2010. The current increase is a reflection for the increase in sales and income that has occurred during the current fiscal year.

Investing

As for our investment activities, $101,000 was spent on other assets manufactured for the year ended April 30, 2011, while only $44,000 was spent on these activities during the prior fiscal year. The current year increase accounts for the fact that our Tool and Die department consists of only one employee and molds and such are taking longer to complete and capitalize. $60,000 was spent on purchases of property and equipment during the current fiscal year and $98,000 was spent during the year ended April 30, 2010. Additionally, the Company continues to purchase marketable securities, which include municipal bonds and quality stocks. Cash spent on purchases of marketable securities for the year ended April 30, 2011 was $868,000 and $2,748,000 was spent for the corresponding period last year. In addition, proceeds from the sale of marketable securities for the year ended April 30, 2011 were $1,592,000 and $747,000 for the same period last year. We use "money manager" accounts for most stock transactions. By doing this, the Company gives an independent third party firm, who are experts in this field, permission to buy and sell stocks at will. The Company pays a quarterly service fee based on the value of the investments. Furthermore, the Company continues to purchase back its common stock when the opportunity arises. For the year ended April 30, 2011, the Company purchased $77,000 worth of treasury stock and $263,000 was bought back for the year ended April 30, 2010. We have been actively searching for stockholders that have been "lost" over the years. The payment of dividends over the last six fiscal years has also prompted many stockholders and/or their relatives and descendants to sell back their stock to the Company.

Financing

Cash used in financing activities were $924,000 for the year ended April 30, 2011, all of which consisted of dividends paid. The company declared a dividend of $0.20 per share of common stock on September 30, 2010 and these dividends were paid by October 31, 2010. Net cash used in financing activities was $780,000 for the year ended April 30, 2010. A dividend of $0.17 per common share was declared and paid during the second fiscal quarter last year.

Results of Operations

GRI completed the fiscal year ending April 30, 2011, with a net profit of 22.87% net of sales. Net sales were at $8,858,000, up 13.26% over the previous year. The company has seen increases in sales as a result of overall better economic times, as compared to the same period last year. Cost of goods sold was 52.69% of net sales for the year ended April 30, 2011 and 55.29% for the same period last year. Management has been keeping labor and other manufacturing expenses in check and with the increase in sales, the cost of goods sold percentages are getting closer to being within the desired range of 45 to 50%. Also, management raised prices at January 1, 2011. This was the first overall price increase to take place in almost 10 years. The price increase will also help increase the cost of goods sold percentage.

Operating expenses were 27.39% of net sales for the year ended April 30, 2011 as compared to 30.72% for the corresponding period last year. Management's goal is to keep the operating expenses around 30% or less of net sale, so the goal has been met for the current fiscal year. Income from operations for the year ended April 30, 2011 was at $1,765,000, which is a 61.33% increase from the corresponding period last year, which had income from operations of $1,094,000.

Other income and expenses results for the fiscal year ended April 30, 2011 produced a gain of $843,000. This is in comparison to a gain of $1,138,000 for the fiscal year ended April 30, 2010. Dividend and interest income was $666,000, which was down 6.46% for the year. Dividend and interest expense at April 30, 2010 was $712,000.

Net income for the year ended April 30, 2011 was $2,026,000, which is a 31.39% increase from the prior year, which produced a net gain of $1,542,000. Earnings per common share for the year ended April 30, 2011 were $0.40 per share. EPS for the year ended April 30, 2010 was $0.30 per share.

Management expects sales to stay steady and hopefully increase for the fiscal year ending April 30, 2012. The company's main division of products that are sold (security switches) are directly tied to the housing industry. And since the housing industry's performance has improved, the company's sales have also improved in relation to the economy. We are always researching and developing new products that will help our sales increase. We have many new products (which will be discussed in detail below) that we are planning to release into the marketplace during fiscal year end 2012. Also, we are hopeful that extra growth can be achieved by volume increases with our present customers and with the addition of new customers. We have an excellent marketing department that is always on the lookout for new clients.

At April 30, 2011, working capital increased by 4.39% in comparison to the previous fiscal year. The company measures liquidity using the quick ratio, which is the ratio of cash, securities and accounts receivables to current obligations. The company's quick ratio decreased to 30.664 for the year ended April 30, 2011 from 37.758 for the year ended April 30, 2010. Cash and accounts receivable have increased during the current year, while marketable securities have stayed steady. Current liabilities increased almost 25% from year to year with the biggest increase coming in the form of having an income tax payable on the books for the current fiscal year. At April 30, 2011, the biggest long-term liability on the books is deferred income taxes of $53,000.

New product development

Mold design has been completed and production has started on the 700-Series contact switches. This series of products is a miniature surface mount contact switch with terminal blocks. This type of product has been requested by customers for some time and will be our smallest surface mount terminal switch.

Splice and corner connecting pieces for the E-Z Duct Quarter Round Raceway are currently being molded. We are also working on creating a plastic housing for one of our most popular flat magnets.

Engineering is completing design on a garage door alert which will monitor when the garage door has been left open and will automatically shut the door - either by a timed delay after the vehicle leaves the garage or closing at a set time everyday. Management believes this will be a good selling product as a lot of home burglaries happen through a garage door that is left open or unlocked.

Engineering is creating a new water sensor made with a flexible cord. This design will contain multiple sensors to cover a large detection area, such as along the wall of a computer or utility room.

Engineering is also looking to complete design on a 110-volt Current Controller which would work with our contact switches to secure the door of a storage unit and also turn on the light when the door is opened.

Critical Accounting Policies

The discussion and analysis of our financial condition and results of operations are based upon our consolidated financial statements, which have been prepared in conformity with generally accepted accounting principles in the United States. The preparation of these financial statements requires us to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses reported in those financial statements. These judgments can be subjective and complex, and consequently actual results could differ from those estimates. Our most critical accounting policies relate to accounts receivable; marketable securities; inventory; income taxes; and segment reporting.

Accounts Receivable-Accounts receivable are customer obligations due under normal trade terms. The company sells its products to security alarm distributors, alarm installers, and original equipment manufacturers. Management performs continuing credit evaluations of its customers' financial condition and the company generally does not require collateral.

The company records an allowance for doubtful accounts based on an analysis of specifically identified customer balances. The company has a limited number of customers with individually large amounts due at any given date. Any unanticipated change in any one of these customers' credit worthiness or other matters affecting the collectibility of amounts due from such customers could have a material effect on the results of operations in the period in which such changes or events occur. After all attempts to collect a receivable have failed, the receivable is written off.

Marketable securities-The Company has investments in publicly traded equity securities as well as certain state and municipal debt securities. These securities are classified as available-for-sale securities, and are reported at fair value. The Company uses the average cost method to determine the cost of securities sold and the amount reclassified out of accumulated other comprehensive income into earnings. Unrealized gains and losses are excluded from earnings and reported separately as a component of stockholder's equity. Dividend and interest income are reported as earned.

In accordance with the Generally Accepted Accounting Principles in the United States (US GAAP), the Company evaluates all marketable securities for other-than temporary declines in fair value. When the cost basis exceeds the fair market value for approximately one year, management evaluates the nature of the investment, cause of impairment and number of investments that are in an unrealized position. When it is determined that a security will probably remain impaired, a recognized loss is booked and the investment is written down to its new fair value. The investments are periodically evaluated to determine if impairment changes are required.

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Inventories-Inventories are valued at the lower of cost or market value. Costs are determined using the average cost-pricing method. The company uses standard costs to price its manufactured inventories, approximating average costs. The reported net value of inventory includes finished saleable products, work-in-process and raw materials that will be sold or used in future periods. Inventory costs include raw materials, direct labor and overhead. The Company's overhead expenses are applied based, in part, upon estimates of the proportion of those expenses that are related to procuring and storing raw materials as compared to the manufacture and assembly of finished products. These proportions, the method of their application, and the resulting overhead included in ending inventory, are based in part on subjective estimates and approximations and actual results could differ from those estimates.

In addition, the Company records an inventory obsolescence reserve, which represents the cost of the inventory that has had no movement in over two years. There is inherent professional judgment and subjectivity made by management in determining the estimated obsolescence percentage. In addition, and as necessary, the Company may establish specific reserves for future known or anticipated events.

Income Taxes-US GAAP requires use of the liability method, whereby current and deferred tax assets and liabilities are determined based on tax rates and laws enacted as of the balance sheet date. Deferred tax expense represents the change in the deferred tax asset/liability balances.

Segment Reporting and Related Information-The Company designates the internal organization that is used by management for allocating resources and assessing performance as the source of the Company's reportable segments. US GAAP also requires disclosures about products and services, geographic area and major customers.

Related Party Transactions - The Company leases a building from Ken and Bonnie Risk. Ken Risk is the Chairman of the Board and President and CEO of the company. Bonnie Risk is Ken's wife, who is also an employee of the company. This building contains the Company's sales and accounting departments, maintenance department, engineering department and some production facilities. This lease requires a minimum payment of $1,535 on a month-to-month basis. The total lease expense for this arrangement was $18,420 for the fiscal years ended April 30, 2011 and 2010.

The company also leases its airplane from President and CEO Ken Risk, who is also a majority stockholder, on a month-to-month basis requiring payments of $2,250. Airplane lease expenses charged to operations for the fiscal years ended April 30, 2011 and 2010, were $27,000 for each year. During the year ended April

30, 2000, the Company paid $210,000 and the President/CEO contributed the airplane in trade for another airplane. The Company and this officer jointly own the newly purchased airplane, and will continue the lease on the officer's ownership of the plane.

One of the directors of the board, Joel Wiens, is the principal shareholder of FirsTier Bank. FirsTier Bank is the financial institution the company uses for its day to day banking operations. Year end balances of accounts held at this bank are $4,468,000 for the year ended April 30, 2011 and $3,354,000 for the year ended April 30, 2010. The Company also received interest income from FirsTier Bank in the amount of $8,000 for the year ended April 30, 2011 and $31,000 for the year ended April 30, 2010.

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Item 8 Financial Statements

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George Risk Industries, Inc.

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Report of Independent Registered Public Accounting Firm

Board of Directors
George Risk Industries, Inc.
Kimball, Nebraska

We have audited the accompanying balance sheets of George Risk Industries, Inc. as of April 30, 2011 and 2010, and the related statements of income, comprehensive income, stockholders' equity, and cash flows for the two years then ended. These financial statements are the responsibility of the company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. The company is not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. Our audit included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control over financial reporting. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of George Risk Industries, Inc. as of April 30, 2011 and 2010, and the results of their operations and their cash flows for the two years then ended, in conformity with accounting principles generally accepted in the United States of America.

/s/ Haynie & Company

Littleton, Colorado
July 26, 2011

George Risk Industries, Inc.
Balance Sheets
April 30, 2011 and 2010

	2011	2010

ASSETS		
Current Assets		
Cash and cash equivalents	$ 5,254,000	$ 3,641,000
Investments and securities	19,512,000	19,607,000
Accounts receivable:		
Trade, net of $5,053 and $19,700 doubtful account allowance for 2011 and 2010, respectively	1,574,000	1,295,000
Other	1,000	0
Note receivable, current	5,000	11,000
Income tax overpayment	0	216,000
Inventories	1,854,000	1,968,000
Prepaid expenses	151,000	142,000
Deferred current income taxes	166,000	266,000
Total Current Assets	$ 28,517,000	27,146,000
Property and Equipment, net, at cost	639,000	733,000
Other Assets		
Investment in Limited Land Partnership, at cost	218,000	200,000
Projects in process	213,000	112,000
Note receivable	1,000	7,000
Total Other Assets	$ 432,000	$ 319,000
TOTAL ASSETS	$ 29,588,000	$ 28,198,000