

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q

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

For the quarterly period ended: September 30, 2024

or

Transition Report Pursuant To Section 13 or 15(d) of the Securities Exchange Act of 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File No. 001-35927

**AIR INDUSTRIES GROUP**

(Exact name of registrant as specified in its charter)

Nevada

(State or other jurisdiction of  
incorporation or organization)

80-0948413

(I.R.S. Employer  
Identification No.)

1460 Fifth Avenue, Bay Shore, New York 11706  
(Address of principal executive offices)

(631) 968-5000

(Registrant's telephone number, including area code)

Securities Registered pursuant to Section 12(b) of the Act

Title of Each Class	Trading Symbol(s)	Name of each Exchange on which Registered
Common Stock	AIRI	NYSE-American

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 past 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  No

Indicate by check mark whether the registrant has submitted every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act. (Check one):

Large Accelerated Filer   
Accelerated Filer

Non-Accelerated Filer   
Smaller Reporting Company   
Emerging Growth Company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 7(a)(2)(B) of the Securities Act.

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

There were 3,358,119 shares of the registrant's common stock outstanding as of November 12, 2024.

INDEX

	Page No.
<b>PART I. FINANCIAL INFORMATION</b>	1
Item 1. <a href="#">Financial Statements</a>	2
Item 2. <a href="#">Management's Discussion and Analysis of Financial Condition and Results of Operations</a>	22
Item 4. <a href="#">Controls and Procedures</a>	29
<b>PART II. OTHER INFORMATION</b>	30
Item 1A. <a href="#">Risk Factors</a>	30
Item 6. <a href="#">Exhibits</a>	30
<b>SIGNATURES</b>	31

### SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS

This Quarterly Report on Form 10-Q contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, or Securities Act, and Section 21E of the Securities Exchange Act of 1934, or Exchange Act. Forward-looking statements are predictive in nature and can be identified by the fact that they do not relate strictly to historical or current facts and generally include words such as "expects," "anticipates," "intends," "plans," "believes," "estimates" and similar expressions. Certain of the matters discussed herein concerning, among other items, our operations, cash flows, financial position and economic performance including, in particular, future sales, product demand, competition and the effect of economic conditions, include forward-looking statements.

These statements and other projections contained herein expressing opinions about future outcomes and non-historical information, are subject to uncertainties and, therefore, there is no assurance that the outcomes expressed in these statements will be achieved. Investors are cautioned that forward-looking statements are not guarantees of future performance and actual results or developments may differ materially from the expectations expressed in forward-looking statements contained herein. Given these uncertainties, you should not place any reliance on these forward-looking statements which speak only as of the date hereof. Factors that could cause actual results to differ materially from those reflected in the forward-looking statements include, but are not limited to, those discussed under the heading "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2023, and elsewhere in this report and the risks discussed in our other filings with the Securities Exchange Commission.

We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise, except as may be required under the securities laws of the United States.

### PART I

#### FINANCIAL INFORMATION

	Page No.
<a href="#">Item 1. Financial statements</a>	2
Condensed Consolidated Financial Statements:	
<a href="#">Condensed Consolidated Balance Sheets as of September 30, 2024 (unaudited) and December 31, 2023</a>	2
<a href="#">Condensed Consolidated Statements of Operations for the three and nine months ended September 30, 2024 and 2023 (unaudited)</a>	3
<a href="#">Condensed Consolidated Statements of Changes in Stockholders' Equity for the three and nine months ended September 30, 2024 and 2023 (unaudited)</a>	4
<a href="#">Condensed Consolidated Statements of Cash Flows for the nine months ended September 30, 2024 and 2023 (unaudited)</a>	5
<a href="#">Notes to Condensed Consolidated Financial Statements (unaudited)</a>	7

#### ITEM 1. FINANCIAL STATEMENTS

##### AIR INDUSTRIES GROUP Condensed Consolidated Balance Sheets

	September 30, 2024 (unaudited)	December 31, 2023
<b>ASSETS</b>		
Current Assets		
Cash	\$ 186,000	\$ 346,000
Accounts Receivable, Net of Allowance for Credit Losses of \$ 237,000 and \$344,000	7,259,000	7,892,000
Inventory	30,509,000	29,851,000
Prepaid Expenses and Other Current Assets	314,000	297,000
Contract Costs Receivable	296,000	296,000
Prepaid Taxes	55,000	37,000
Total Current Assets	<u>38,619,000</u>	<u>38,719,000</u>
Property and Equipment, Net	8,521,000	8,048,000
Finance Lease Right-Of-Use-Assets	1,161,000	970,000
Operating Lease Right-Of-Use-Assets	1,366,000	1,866,000
Deferred Financing Costs, Net, Deposits and Other Assets	<u>698,000</u>	<u>1,112,000</u>
<b>TOTAL ASSETS</b>	<b>\$ 50,365,000</b>	<b>\$ 50,715,000</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current Liabilities		
Debt	\$ 17,066,000	\$ 16,036,000
Accounts Payable and Accrued Expenses	7,101,000	6,091,000

Operating Lease Liabilities	890,000	880,000
Deferred Gain on Sale - Leaseback	38,000	38,000
Customer Deposits	1,717,000	3,557,000
<b>Total Current Liabilities</b>	<b>26,812,000</b>	<b>26,602,000</b>
Long Term Liabilities		
Debt	1,748,000	1,112,000
Subordinated Notes - Related Party	6,162,000	6,162,000
Operating Lease Liabilities	925,000	1,582,000
Deferred Gain on Sale - Leaseback	38,000	67,000
<b>TOTAL LIABILITIES</b>	<b>35,685,000</b>	<b>35,525,000</b>
Commitments and Contingencies (see Note 8)		
Stockholders' Equity		
Preferred Stock - par value \$.001 - Authorized 3,000,000 shares, 0 shares outstanding, at both September 30, 2024 and December 31, 2023.	-	-
Common Stock - Par Value \$.001 - Authorized 6,000,000 shares, 3,350,791 and 3,303,045 shares issued and outstanding as of September 30, 2024 and December 31, 2023, respectively	3,000	3,000
Additional Paid-In Capital	83,230,000	82,928,000
Accumulated Deficit	(68,553,000)	(67,741,000)
<b>TOTAL STOCKHOLDERS' EQUITY</b>	<b>14,680,000</b>	<b>15,190,000</b>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>\$ 50,365,000</b>	<b>\$ 50,715,000</b>

See Notes to Condensed Consolidated Financial Statements.

2

**AIR INDUSTRIES GROUP**  
**Condensed Consolidated Statements of Operations**  
**(Unaudited)**

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Net Sales	\$12,555,000	\$12,293,000	\$40,188,000	\$38,047,000
Cost of Sales	<u>10,614,000</u>	<u>11,065,000</u>	<u>33,697,000</u>	<u>32,769,000</u>
Gross Profit	1,941,000	1,228,000	6,491,000	5,278,000
Operating Expenses	<u>1,874,000</u>	<u>2,024,000</u>	<u>5,931,000</u>	<u>6,160,000</u>
Income (Loss) from Operations	67,000	(796,000)	560,000	(882,000)
Interest Expense	(364,000)	(398,000)	(1,064,000)	(1,118,000)
Interest Expense - Related Parties	(118,000)	(118,000)	(354,000)	(354,000)
Other Income, Net	<u>11,000</u>	<u>13,000</u>	<u>46,000</u>	<u>42,000</u>
Loss before Income Taxes	(404,000)	(1,299,000)	(812,000)	(2,312,000)
Provision for Income Taxes	-	-	-	-
Net Loss	<u>\$ (404,000)</u>	<u>\$ (1,299,000)</u>	<u>\$ (812,000)</u>	<u>\$ (2,312,000)</u>
Loss per share - Basic	<u>\$ (0.12)</u>	<u>\$ (0.40)</u>	<u>\$ (0.24)</u>	<u>\$ (0.71)</u>
Loss per share - Diluted	<u>\$ (0.12)</u>	<u>\$ (0.40)</u>	<u>\$ (0.24)</u>	<u>\$ (0.71)</u>
Weighted Average Shares Outstanding - Basic	3,338,705	3,286,682	3,326,245	3,270,399
Weighted Average Shares Outstanding - Diluted	3,338,705	3,286,682	3,326,245	3,270,399

See Notes to Condensed Consolidated Financial Statements.

3

**AIR INDUSTRIES GROUP**  
**Condensed Consolidated Statements of Changes in Stockholders' Equity**  
**For the Three and Nine Months Ended September 30, 2024 and 2023**  
**(Unaudited)**

	<b>Common Stock</b>	<b>Paid-in Capital</b>	<b>Accumulated Deficit</b>	<b>Total Stockholders' Equity</b>
	<b>Shares</b>	<b>Amount</b>		
Balance January 1, 2024	3,303,045	\$ 3,000	\$82,928,000	\$ (67,741,000) \$ 15,190,000
Common Stock issued to directors	12,323	-	38,000	- 38,000
Stock-Based Compensation	-	-	24,000	- 24,000
Net Loss	-	-	- (706,000)	- (706,000)
Balance, March 31, 2024	<b>3,315,368</b>	<b>\$ 3,000</b>	<b>\$82,990,000</b>	<b>\$ (68,447,000) \$ 14,546,000</b>
Common Stock issued to directors	7,942	-	38,000	- 38,000
Stock-Based Compensation	-	-	12,000	- 12,000
Exercise of Stock Options	1,475	-	-	-
Net Income	-	-	- 298,000	- 298,000
Balance, June 30, 2024	<b>3,324,785</b>	<b>\$ 3,000</b>	<b>\$83,040,000</b>	<b>\$ (68,149,000) \$ 14,894,000</b>
Common Stock issued to directors	12,252	-	40,000	- 40,000
Stock-Based Compensation	-	-	150,000	- 150,000
Exercise of Stock Options	13,754	-	-	-
Net Loss	-	-	- (404,000)	- (404,000)
Balance, September 30, 2024	<b>3,350,791</b>	<b>\$ 3,000</b>	<b>\$83,230,000</b>	<b>\$ (68,553,000) \$ 14,680,000</b>
Balance, January 1, 2023	3,247,930	\$ 3,000	\$82,446,000	\$ (65,610,000) 16,839,000
Common Stock issued to directors	11,430	-	54,000	- 54,000
Stock-Based Compensation	-	-	45,000	- 45,000
Net Loss	-	-	- (618,000)	- (618,000)
Balance, March 31, 2023	<b>3,259,360</b>	<b>\$ 3,000</b>	<b>\$82,545,000</b>	<b>\$ (66,228,000) \$ 16,320,000</b>
Common Stock issued to directors	15,230	-	54,000	- 54,000
Stock-Based Compensation	-	-	187,000	- 187,000
Net Loss	-	-	- (395,000)	- (395,000)
Balance, June 30, 2023	<b>3,274,590</b>	<b>\$ 3,000</b>	<b>\$82,786,000</b>	<b>\$ (66,623,000) \$ 16,166,000</b>
Common Stock issued to directors	15,230	-	54,000	- 54,000
Stock-Based Compensation	-	-	28,000	- 28,000
Net Loss	-	-	- (1,299,000)	- (1,299,000)
Balance, September 30, 2023	<b>3,289,820</b>	<b>\$ 3,000</b>	<b>\$82,868,000</b>	<b>\$ (67,922,000) \$ 14,949,000</b>

See Notes to Condensed Consolidated Financial Statements.

**AIR INDUSTRIES GROUP**  
**Condensed Consolidated Statements of Cash Flows**  
**For the Nine Months Ended September 30,**  
**(Unaudited)**

	<b>2024</b>	<b>2023</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Net Loss	\$ (812,000)	\$ (2,312,000)
Adjustments to reconcile net loss to net cash provided by operating activities		
Depreciation of property and equipment	1,533,000	1,807,000
Stock-based compensation	302,000	422,000
Amortization of Finance Lease Right-of-Use Assets	128,000	46,000
Amortization of Operating Lease Right-of-Use Assets	500,000	449,000
Deferred gain on sale - leaseback	(29,000)	(29,000)
Gain on sale of equipment	(7,000)	-
Changes in allowance for credit losses	(106,000)	38,000
Amortization of deferred financing costs	51,000	51,000
Changes in Operating Assets and Liabilities		
(Increase) Decrease in Operating Assets:		
Accounts receivable	739,000	4,224,000
Inventory	(658,000)	473,000
Prepaid expenses and other current assets	(17,000)	72,000
Prepaid taxes	(18,000)	-
Deposits and other assets	379,000	(20,000)
Increase (Decrease) in Operating Liabilities:		
Accounts payable and accrued expenses	1,010,000	(251,000)
Operating lease liabilities	(647,000)	(572,000)
Customer deposits	(1,840,000)	2,695,000
NET CASH PROVIDED BY OPERATING ACTIVITIES	<b>508,000</b>	<b>7,093,000</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of property and equipment	(1,500,000)	(1,867,000)
Proceeds from sale of equipment	7,000	-
NET CASH USED IN INVESTING ACTIVITIES	<b>(1,493,000)</b>	<b>(1,867,000)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		

Note payable - revolver - net - Current Credit Facility	633,000	(4,908,000)
Proceeds from term loan - Current Credit Facility	1,006,000	740,000
Proceeds from term loan - CT Green Bank	-	393,000
Payments of term loan - Current Credit Facility	(665,000)	(876,000)
Payments of deferred financing costs	-	(25,000)
Payments of finance lease obligations	(143,000)	(84,000)
Payments of loan payable - financed asset	(6,000)	(7,000)
<b>NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES</b>	<b>825,000</b>	<b>(4,767,000)</b>
 NET (DECREASE) INCREASE IN CASH	 (160,000)	 459,000
CASH AT BEGINNING OF PERIOD	346,000	281,000
<b>CASH AT END OF PERIOD</b>	<b>\$ 186,000</b>	<b>\$ 740,000</b>

See Notes to Condensed Consolidated Financial Statements.

5

**AIR INDUSTRIES GROUP**  
**Condensed Consolidated Statements of Cash Flows For the Nine Months Ended September 30, (Continued)**  
**(Unaudited)**

	<b>2024</b>	<b>2023</b>
Supplemental cash flow information		
Cash paid during the nine month period for interest	<b>\$1,387,000</b>	<b>\$1,472,000</b>
Supplemental disclosure of non-cash investing and financing activities		
Acquisition of financed lease asset	<b>\$ 319,000</b>	<b>\$ 679,000</b>
Financing from Solar Credit Facility directly to contractor	<b>\$ 506,000</b>	<b>\$ -</b>

See Notes to Condensed Consolidated Financial Statements.

6

**AIR INDUSTRIES GROUP**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**Note 1. ORGANIZATION AND BASIS OF PRESENTATION**

**Organization**

Air Industries Group is a Nevada corporation ("AIRI"). The accompanying condensed consolidated financial statements presented are those of AIRI, and its wholly-owned subsidiaries; Air Industries Machining Corp. ("AIM"), Nassau Tool Works, Inc. ("NTW"), and the Sterling Engineering Corporation ("Sterling") (together, the "Company").

**Basis of Presentation**

The accompanying unaudited condensed consolidated financial statements of the Company have been prepared in accordance with U.S. generally accepted accounting principles for interim financial information and with Rule 8-03 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three and nine months ended September 30, 2024 are not necessarily indicative of the results that may be expected for the year ending December 31, 2024. These unaudited condensed consolidated financial statements should be read in conjunction with the audited consolidated financial statements and notes thereto included in the Company's Annual Report on Form 10-K for the year ended December 31, 2023, as filed with the Securities and Exchange Commission on April 15, 2024, from which the accompanying condensed consolidated balance sheet dated December 31, 2023 was derived.

**Going Concern and Management's Plan**

At each reporting period, management evaluates whether there are conditions or events that raise substantial doubt about the Company's ability to continue as a going concern within one year after the date that the condensed consolidated financial statements are issued. The Company is required to make certain additional disclosures if management concludes substantial doubt exists about the Company's ability to continue as a going concern provided that such doubt is not alleviated by the Company's plans or when the Company's plans do not alleviate substantial doubt about its ability to continue as a going concern. This evaluation entails analyzing prospective operating budgets and forecasts for expectations regarding cash needs and comparing those needs to the current cash balance and expectations regarding cash to be generated over the following year.

For the nine months ended September 30, 2024, the Company generated \$ 508,000 of cash from operating activities, compared to \$ 7,093,000 for the same period in 2023. The debt under the Current Credit Facility as of September 30, 2024, amounted to approximately \$16,838,000, reflecting an increase of \$989,000 since December 31, 2023. The Company received a Waiver and entered into the Seventh Amendment to the Loan and Security Agreement under the Current Credit Facility on May 31, 2024. As of September 30, 2024, the Company is in compliance with the terms of the Current Credit Facility. See Note 5. Debt for the terms of the Seventh Amendment. As of September 30, 2024, total outstanding debt was \$ 24,976,000, with the nature and terms of such debt further discussed in Note 5. Debt.

Management's plans expect net sales to increase in fiscal 2024 as compared to fiscal 2023 with increasing amounts into fiscal 2025 and thereafter. The Company believes that these plans are supported by the Company's existing backlog, which increased from \$98.1 million as of December 31, 2023 to \$105.2 million at September 30, 2024. Further, it anticipates receiving additional funded orders during 2024 and 2025 pursuant to Long-Term Agreements ("LTA") agreements from its key customers as well as from new customers. With this visibility, the Company expects that it will generate sufficient cash

flow to make required principal payments (exclusive of any potential debt payment acceleration should the lender under the Current Credit Facility choose to accelerate it) pursuant to the Current Credit Facility of approximately \$814,000 over the next twelve months.

The Company obtained a waiver of the requirement to meet the Fixed Coverage Charge Ratio at March 31, 2024, and met its covenants as of both June 30 and September 30, 2024. Nevertheless, the Company may fail to achieve the required covenants in the future. Therefore, the Company classified the term loan that expires on December 30, 2025 in the amount of \$5,401,000 and \$5,045,000 as current as of September 30, 2024 and December 31, 2023, respectively, in accordance with the guidance in Accounting Standards Codification ("ASC") 470-10-45, "Debt – Other Presentation Matters", related to the classification of callable debt. The Company is required to maintain a collection account with its lender into which substantially all cash receipts are remitted. If it were to default under the Current Credit Facility, the Company's lender could choose to increase the rate of interest or refuse to make loans under the revolving portion of the Current Credit Facility and keep the funds remitted to the collection account. If the lender were to raise the rate of interest, it would adversely impact the Company's operating results. If the lender were to cease making new loans under the revolving facility, the Company would lack the funds to continue operations. The rights granted to the lender under the Current Credit Facility combined with the reasonable possibility that the Company might fail to meet covenants in the future raise substantial doubt about its ability to continue as a going concern for the one year commencing as of the date of filing these interim condensed consolidated financial statements.

The accompanying condensed consolidated financial statements do not include any adjustments relating to the recoverability and classification of recorded assets or the classification of liabilities that might be necessary should the Company be unable to continue as a going concern.

## Note 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### Accounts Receivable

Accounts receivable are carried at the original invoice amount less an estimate made for credit losses based on a review of all outstanding amounts on a quarterly basis. Management determines the allowance for credit losses by regularly evaluating individual customer receivables and considering a customer's financial condition, credit history, current economic conditions and other relevant factors, including specific reserves for certain accounts. Accounts receivable are written off when deemed uncollectible. Bad debt expenses are recorded in operating expenses on the condensed consolidated statements of operations.

The activity for the allowance for credit losses during the nine months ended September 30, 2024 and 2023 is set forth in the table below

	Balance at Beginning of Period	Charged to Expenses	Deductions from the Allowance	Balance at End of Period
Nine Months ended September 30, 2024 Allowance for Credit Losses	\$ 344,000	\$ 26,000	\$ (133,000)	\$ 237,000
Nine Months ended September 30, 2023 Allowance for Credit Losses	\$ 281,000	\$ 67,000	\$ -	\$ 348,000

### Inventory Valuation

The Company values inventory at the lower of cost or an estimated net realizable value. The Company periodically evaluates inventory items not secured by backlog and establishes write-downs to estimated net realizable value for excess quantities, slow-moving goods, obsolescence and for other impairments of value.

Inventories consist of the following at:

	September 30, 2024	December 31, 2023
Raw Materials	\$ 6,497,000	\$ 4,968,000
Work In Progress	13,514,000	12,798,000
Semi-Finished Goods	9,288,000	10,296,000
Final-Finished Goods	1,210,000	1,789,000
<b>Total Inventory</b>	<b>\$ 30,509,000</b>	<b>\$ 29,851,000</b>

### Credit and Concentration Risks

A large percentage of the Company's revenues are derived directly from large aerospace and defense prime contractors for which the ultimate end-user is the U.S. Government, other governments, or commercial airlines.

The composition of customers that exceeded 10% of net sales for the three months ended September 30, 2024 and 2023 are shown below:

Customer	Percentage of Net Sales	
	2024	2023
RTX (a)	27.8%	20.1%
Lockheed	23.9%	31.9%
Northrop	18.3%	-
Boeing	-	18.0%

(a) RTX includes Collins Landing Systems and Collins Aerostructures

The composition of customers that exceeded 10% of net sales for the nine months ended September 30, 2024 and 2023 are shown below:

Customer	2024	2023
RTX (a)	27.0%	26.6%
Lockheed	25.1%	24.7%
Northrop	19.9%	2.6%
Ruag	1.5%	10.9%
Boeing	0.3%	10.0%

(a) RTX includes Collins Landing Systems and Collins Aerostructures

The composition of customers that exceed 10% of accounts receivable at September 30, 2024 and December 31, 2023 are shown below:

Customer	Percentage of Net Receivables	
	September 30, 2024	December 31, 2023
RTX (a)	43.5%	45.5%
Lockheed	13.9%	3.7%
Northrop	13.7%	8.2%
Boeing	-	16.0%

(a) RTX includes Collins Landing Systems and Collins Aerostructures

#### Disaggregation of Revenue

The following table summarizes revenue from contracts with customers for the three and nine month periods ending September 30, 2024 and 2023:

Product	Three Months Ended		Nine Months Ended	
	September 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023
Military	\$ 7,968,000	\$ 10,144,000	\$ 28,272,000	\$ 31,513,000
Commercial	4,587,000	2,149,000	11,916,000	6,534,000
Total	<u>\$ 12,555,000</u>	<u>\$ 12,293,000</u>	<u>\$ 40,188,000</u>	<u>\$ 38,047,000</u>

#### Cash

During the period ended September 30, 2024, the Company had occasionally maintained balances in its bank accounts that were in excess of the FDIC limit. The Company has not experienced any losses on these accounts.

#### Major Suppliers

The Company utilizes sole-source suppliers to supply raw materials or other parts used in production. These suppliers are its only source for such parts and, therefore, in the event any of them were to go out of business or be unable to provide parts for any reason, the Company's business would be severely harmed.

#### Customer Deposits

The Company receives advance payments on certain contracts with the remainder of the contract balance due upon shipment of the final product once the customer inspects and approves the product for shipment. At that time, the entire amount will be recognized as revenue and the deposit will be applied to the customer's invoice.

At September 30, 2024 and December 31, 2023, customer deposits were \$ 1,717,000 and \$3,557,000 respectively. The Company recognized revenue of \$544,000 and \$1,840,000 during the three and nine months ended September 30, 2024, respectively, that was included in the customer deposits balance as of December 31, 2023. The Company recognized revenue of \$147,000 and \$461,000 during the three and nine months ended September 30, 2023, respectively, that was included in the customer deposits balance as of December 31, 2022.

#### Backlog

Backlog represents the value of orders received pursuant to our Long-Term Agreements ("LTA") or spot orders pursuant to a purchase order. As of September 30, 2024, backlog relating to remaining performance obligations on contracts was approximately \$105.2 million. The Company estimates that a substantial portion of this backlog will be recognized as net sales during the next twenty-four-months, with the rest thereafter. This expectation assumes that raw material supplies and outsourced processing is completed and delivered on time and that the Company's customers will accept delivery as scheduled. The Company anticipates that sales during the aforementioned periods will also include sales from expected new orders that are not included in backlog.

#### Contract Costs Receivable

Contract costs receivable represent costs to be reimbursed from a terminated contract. The Company expects to collect the receivable in the next twelve months. Contract costs receivable totals \$296,000 at both September 30, 2024 and December 31, 2023.

#### Earnings (Loss) per share

Basic earnings (loss) per share ("EPS") is computed by dividing the net income (loss) applicable to common stockholders by the weighted-average number of shares of common stock outstanding for the period.

For purposes of calculating diluted earnings (loss) per common share, the numerator includes net income (loss) plus interest on convertible notes payable assumed converted as of the first day of the period. The denominator includes both the weighted-average number of shares of common stock outstanding during the period and the number of common stock equivalents if the inclusion of such common stock equivalents is dilutive. Dilutive common stock equivalents potentially include stock options, restricted units and warrants using the treasury stock method and convertible notes payable

using the if-converted method.

The following securities have been excluded from the calculation as the exercise price was greater than the average market price of the common shares:

	Three Months Ended		Nine Months Ended	
	September 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023
	236,753	462,870	236,753	462,870
Stock Options	236,753	462,870	236,753	462,870
	<u>236,753</u>	<u>462,870</u>	<u>236,753</u>	<u>462,870</u>

The following securities have been excluded from the calculation because the effect of including these potential shares was anti-dilutive due to the net loss incurred during these periods:

	Three Months Ended		Nine Months Ended	
	September 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023
	154,250	-	154,250	-
Stock Options	154,250	-	154,250	-
Restricted Stock Units	282,628	-	282,628	-
Convertible notes payable	405,800	405,800	405,800	405,800
	<u>842,678</u>	<u>405,800</u>	<u>842,678</u>	<u>405,800</u>

### Stock-Based Compensation

The Company accounts for stock-based compensation in accordance with FASB ASC 718, "Compensation – Stock Compensation." Under the fair value recognition provision of the ASC, stock-based compensation cost is estimated at the grant date based on the fair value of the award. The Company estimates the fair value of stock options and warrants granted using the Black-Scholes-Merton option pricing model and stock grants at their closing reported market value. Stock-based compensation expense for employees amounted to \$150,000 and \$28,000 for the three months ended September 30, 2024 and 2023, respectively, and \$186,000 and \$260,000 for the nine months ended September 30, 2024 and 2023, respectively. Stock compensation expense for directors amounted to \$40,000 and \$54,000 for the three months ended September 30, 2024 and 2023, respectively, and \$116,000 and \$162,000 for the nine months ended September 30, 2024 and 2023, respectively. Stock compensation expenses for employees and directors were included in operating expenses in the accompanying condensed consolidated statements of operations.

### Recently Issued Accounting Pronouncements

In November 2023, Financial Accounting Standards Board ("FASB") issued Accounting Standards Updated ("ASU") 2023-07 - Segment Reporting (Topic 280): Improvements to Reportable Segment Disclosures, which requires public entities with a single reportable segment to provide all the disclosures required by this standard and all existing segment disclosures in Topic 280 on an interim and annual basis, including new requirements to disclose significant segment expenses that are regularly provided to the Chief Operating Decision Maker ("CODM") and included within the reported measure(s) of a segment's profit or loss, the amount and composition of any other segment items, the title and position of the CODM, and how the CODM uses the reported measure(s) of a segment's profit or loss to assess performance and decide how to allocate resources. The amendments in this update are effective for fiscal years beginning after December 15, 2023. The adoption of this pronouncement is not expected to have a material impact on the Company's condensed consolidated financial statements.

In December 2023, the FASB issued ASU 2023-09 "Income Taxes (Topic 740): Improvements to Income Tax Disclosures", related to improvements to income tax disclosures. The amendments in this update require enhanced jurisdictional and other disaggregated disclosures for the effective tax rate reconciliation and income taxes paid. The amendments in this update are effective for fiscal years beginning after December 15, 2024. The adoption of this pronouncement is not expected to have a material impact on the Company's condensed consolidated financial statements.

In November 2024, the FASB issued ASU 2024-03, "Income Statement—Reporting Comprehensive Income—Expense Disaggregation Disclosures" to require more detailed information about specified categories of expenses (purchases of inventory, employee compensation, depreciation, amortization, and depletion) included in certain expense captions presented on the face of the income statement. This ASU is effective for fiscal years beginning after December 15, 2026 and for interim periods within fiscal years beginning after December 15, 2027. Early adoption is permitted. The amendments may be applied either (1) prospectively to financial statements issued for reporting periods after the effective date of this ASU or (2) retrospectively to all prior periods presented in the financial statements. The Company is currently evaluating the impact of adopting this guidance on its condensed consolidated financial statements and related disclosures. The adoption of this pronouncement is not expected to have a material impact on the Company's condensed consolidated financial statements.

The Company does not believe that any other recently issued, but not yet effective, accounting standards if currently adopted would have a material effect on the accompanying condensed consolidated financial statements.

### Note 3. PROPERTY AND EQUIPMENT

The components of property and equipment at September 30, 2024 and December 31, 2023 consisted of the following:

	September 30, 2024	December 31, 2023
Land	\$ 300,000	\$ 300,000
Buildings and Improvements	2,712,000	2,206,000
Machinery and Equipment	25,416,000	24,552,000
Tools and Instruments	14,805,000	14,314,000
	31.5 years	5 - 8 years
	1.5 - 7 years	

Automotive Equipment	266,000	266,000	5 years
Furniture and Fixtures	299,000	299,000	5 - 8 years
Leasehold Improvements	1,126,000	1,025,000	Term of lease
Computers and Software	605,000	605,000	4 - 6 years
Total Property and Equipment	45,529,000	43,567,000	
Less: Accumulated Depreciation	(37,008,000)	(35,519,000)	
Property and Equipment, net	\$ 8,521,000	\$ 8,048,000	

Depreciation expense for the three months ended September 30, 2024 and 2023 was \$ 511,000 and \$614,000, respectively. Depreciation expense for the nine months ended September 30, 2024 and 2023 was \$1,533,000 and \$1,807,000, respectively. Assets held under financed lease obligations are depreciated over the shorter of their related lease terms or their estimated productive lives.

#### Note 4. OPERATING LEASE LIABILITIES

The Company has operating leases for leased office and manufacturing facilities. The leases have remaining lease terms of one to three years, some of which include options to extend or terminate the leases.

	Three Months Ended		Nine Months Ended	
	September 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023
Operating lease cost:	\$ 326,000	\$ 295,000	\$ 966,000	\$ 839,000
Total lease cost	\$ 326,000	\$ 295,000	\$ 966,000	\$ 839,000
Other Information				
Cash paid for amounts included in the measurement lease liability:	266,000	258,000	797,000	773,000
Operating cash flow from operating leases	\$ 266,000	\$ 258,000	\$ 797,000	\$ 773,000
			September 30, 2024	December 31, 2023
Weighted Average Remaining Lease Term - in years			1.95	2.66
Weighted Average discount rate - %			9.27%	9.10%

The aggregate undiscounted cash flows of operating lease payments as of September 30, 2024, with remaining terms greater than one year are as follows:

	Amount
December 31, 2024 (remainder of year)	\$ 273,000
December 31, 2025	992,000
December 31, 2026	729,000
Total future minimum lease payments	1,994,000
Less: discount	(179,000)
Total operating lease maturities	1,815,000
Less: current portion of operating lease liabilities	(890,000)
Total long-term portion of operating lease maturities	\$ 925,000

#### Note 5. DEBT

Total debt outstanding as of September 30, 2024 is \$ 24,976,000 and was \$23,310,000 at December 31, 2023.

Current credit facilities and finance lease obligations consist of the following:

	September 30, 2024	December 31, 2023
Current Credit Facility - Revolver	\$ 11,437,000	\$ 10,804,000
Current Credit Facility - Term Loan	5,401,000	5,045,000
Solar Credit Facility	899,000	393,000
Finance lease obligations	1,061,000	884,000
Loans Payable - financed assets	16,000	22,000
Subtotal	18,814,000	17,148,000
Less: Current portion	(17,066,000)	(16,036,000)
Long-Term Portion	\$ 1,748,000	\$ 1,112,000

#### Current Credit Facility

The Company has a credit facility ("Current Credit Facility") with Webster Bank that expires on December 30, 2025. This facility, which was entered into on December 31, 2019, was amended several times (see summary of amendments below), and now provides for a \$20,000,000 revolving loan ("Revolving Line of Credit") and a \$5,700,000 term loan ("Term Loan"). The loan is secured by a lien on substantially all of the assets of the Company.

As discussed in Note 1, the Company was in compliance with a required covenant as of September 30, 2024. However, there is no assurance that the Company will be able to meet its financial covenants in one of the upcoming fiscal quarters over the next twelve months, therefore, in accordance with the guidance in ASC 470-10-45, related to the classification of callable debt, the entire term loan has been classified as short term as of September 30, 2024.

The below table shows the timing of payments due under the Term Loan:

<b>For the year ending</b>	<b>Amount</b>
December 31, 2024 (remainder of year)	\$ 203,000
December 31, 2025	5,225,000
Term Loan payable	5,428,000
Less: debt issuance costs	(27,000)
Total Term Loan payable, net of debt issuance costs	5,401,000
Less: Current portion of Term Loan payable	(5,401,000)
Total long-term portion of Term Loan payable	\$ -

Interest expense related to the Current Credit Facility amounted to approximately \$ 332,000 and \$380,000 for the three months ended September 30, 2024 and 2023, respectively, and \$980,000 and \$1,084,000 for the nine months ended September 30, 2024 and 2023, respectively. Interest expense includes the amortization of deferred finance costs of \$17,000 and \$17,000 for the three months ending September 30, 2024 and 2023, respectively, and \$51,000 and \$51,000 for the nine months ending September 30, 2024 and 2023, respectively.

The below summarizes various terms of the Current Credit Facility (all of which are described in full in various SEC filings):

- The Company is required to achieve a defined EBITDA amount at the end of each Fiscal Quarter on a rolling basis. As of September 30, 2024, the Company achieved an EBITDA of \$2,620,000 as compared to \$1,500,000 that was required for the cumulative nine months period ending September 30, 2024.
- For so long as the Term Loan remains outstanding, if Excess Cash Flow (as defined) is a positive number for any fiscal year the Company shall pay an amount equal to the lesser of (i) twenty-five percent (25%) of the Excess Cash Flow for such fiscal year and (ii) the outstanding principal balance of the term loan. Such payment shall be applied to the outstanding principal balance of the Term Loan, on or prior to the April 15 immediately following such fiscal year. For the fiscal year ended December 31, 2023, based on the calculation there was no Excess Cash Flow payment required.
- Both the Revolving Line of Credit and the Term Loan will bear an interest rate equal to the greater of (i) 3.50% and (ii) a rate per annum equal to the rate per annum published from time to time in the "Money Rates" table of the Wall Street Journal (or such other presentation within The Wall Street Journal as may be adopted hereafter for such information) as the base or prime rate for corporate loans at the nation's largest commercial bank, less sixty-five hundredths (-0.65%) of one percent per annum. The average interest rate charged was 7.78% for both the three months ended September 30, 2024 and 2023, and 7.83% and 7.44% for the nine months ended September 30, 2024 and 2023, respectively.
- The Current Credit Facility limits the amount of capital expenditures and dividends the Company can pay to its stockholders. Substantially all of the Company's assets are pledged as collateral.

The below summarizes certain historical amendments to the Current Credit Facility

- On August 4, 2023, the Company entered into a Fifth Amendment that waived a default caused by the failure by the Company to meet the required Fixed Charge Coverage Ratio for the fiscal quarter ended March 31, 2023. Additionally, the amendment provided for a revised Fixed Charge Ratio for the fiscal quarters ending June 30, 2023, and September 30, 2023, and increased the amount of purchase money secured debt (such as finance leases) the Company is allowed to have outstanding at any time to \$2,000,000. In connection with this amendment, the Company paid an amendment fee of \$10,000.
- On November 20, 2023, the Company entered into a Sixth Amendment that waived defaults caused by the Company's failure to achieve the required Fixed Charge Coverage Ratio of the Fifth Amendment and because we made capital expenditures (as defined) in excess of permitted amounts. This amendment further revised the Fixed Charge Coverage Ratio by requiring it to be calculated on a rolling period basis and not be less than, (a)1.10x (as calculated on a six-months basis) for the fiscal quarter ending March 31, 2024 (b) 1.20x (as calculated on a nine-months basis) for the fiscal quarter ending June 30, 2024, and (iv)1.25 (as calculated on a twelve-months basis) for all other fiscal quarters. This amendment also increased the Capital Expenditure limit to \$2,500,000 in any fiscal year. In connection with these changes, the Company paid an amendment fee of \$20,000.
- On May 31, 2024, the Company entered into a Seventh Amendment that waived the default caused by the Company's failure to achieve the Fixed Charge Coverage Ratio required by the Sixth Amendment. This amendment further revised the Financial Covenants. For the six months ending June 30, 2024 EBITDA shall not be less than \$740,000; for the nine months ending September 30, 2024 EBITDA shall not be less than \$1,500,000; for the twelve months ending December 31, 2024 EBITDA shall not be less than \$ 2,800,000. For the rolling twelve-month period ending March 31, 2025, the Company is required to achieve a Fixed Charge Coverage Ratio of 1.05x. Beginning with the rolling twelve-month period ending June 30, 2025 and forward the Company is required to achieve a Fixed Charge Coverage Ratio of 1.25x. All other covenants remain unchanged. Additionally, this amendment increased the Term Loan by approximately \$1,000,000 to \$5,700,000, with monthly principal installments in the amount of \$68,000. In connection with these changes, the Company paid an amendment fee of \$ 20,000.

All amendment fees paid in connection with the Current Credit Facility that are for a future benefit of the Company are included in Deferred Financing Costs, Net, Deposits and Other Assets, in the accompanying consolidated balance sheets and are amortized over the term of the loan.

As of September 30, 2024, the amount outstanding under the Company's Revolving Line of Credit was \$ 11,437,000, leaving \$8,563,000 of availability to support the Company's growth, subject to having the requisite collateral and maintaining compliance with the terms of the Credit Facility.

#### **Solar Credit Facility**

On August 16, 2023, the Company entered into a financing agreement ("Solar Credit Facility") with CT Green Bank, a quasi-public agency of the State of Connecticut, for the installation of solar energy systems including replacing the existing roof ("Project") at its Sterling facility. Advances are made by CT Green Bank upon its approval of costs incurred on the Project up to \$934,000. As of September 30, 2024, cumulative advances totaling \$ 899,000 had been made including the payment of CT Green Bank's closing costs of \$25,000. Interest accrues at the rate of 5% on advances and is added to the loan upon conversion to a term loan.

On October 1, 2024, final disbursements were made on the financing arrangement in the amount of \$ 35,000, bringing the cumulative advances to \$934,000. The total cumulative advances along with the total accrued interest in the amount of \$ 36,000 as of October 1, 2024 was converted by CT Green Bank, in accordance with the financing agreement, to a 20-year level payment term loan in the amount of \$ 970,000 with interest accruing at the rate of 5.75%. Semi-annual payments in the amount of \$42,000 are due commencing on July 1, 2025. The first semi-annual payment will be for interest only, subsequent semi-annual payments beginning with the payment due on January 1, 2026 will include both principal and interest. As of September 30, 2024, the amount classified as long term is \$899,000 and the amount classified as current is \$0.

Interest expense related to the Solar Credit Facility amounted to approximately \$ 11,000 and \$1,000 for the three months ended September 30, 2024 and 2023, respectively, and \$30,000 and \$1,000 for the nine months ended September 30, 2024 and 2023, respectively.

#### Finance Lease Obligations

The Company has entered into finance leases for the purchase of additional manufacturing equipment. The obligations for the finance leases totaled \$1,061,000 and \$884,000 as of September 30, 2024 and December 31, 2023, respectively. The leases have an average imputed interest rate of 7.44% per annum and are payable monthly with the final payments due between September of 2026 and May of 2030.

	Three Months Ended		Nine Months Ended	
	September 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023
<b>Finance Lease cost:</b>				
Amortization of Right-of-Use assets	\$ 49,000	\$ 21,000	\$ 128,000	\$ 46,000
Interest on lease liabilities	20,000	17,000	53,000	33,000
<b>Total lease Costs</b>	<b>\$ 69,000</b>	<b>\$ 38,000</b>	<b>\$ 181,000</b>	<b>\$ 79,000</b>
<b>Other Information:</b>				
Cash Paid for amounts included in the measurement lease liabilities:				
Financing cash flow from finance lease obligations	\$ 51,000	\$ 39,000	\$ 143,000	\$ 84,000
Supplemental disclosure of non-cash activity				
Acquisition of finance lease asset	\$ -	\$ 679,000	\$ 319,000	\$ 679,000

15

	September 30, 2024	December 31, 2023
Weighted Average Remaining Lease Term - in years	5.0	5.4
Weighted Average Discount rate - %	7.44%	7.31%

As of September 30, 2024, the aggregate future minimum finance lease payments, including imputed interest are as follows:

For the year ending	Amount
December 31, 2024 (remainder of year)	\$ 73,000
December 31, 2025	291,000
December 31, 2026	266,000
December 31, 2027	190,000
December 31, 2028	190,000
Thereafter	264,000
<b>Total future minimum finance lease payments</b>	<b>1,274,000</b>
Less: imputed interest	(213,000)
<b>Less: Current portion</b>	<b>(219,000)</b>
<b>Long-term portion</b>	<b>\$ 842,000</b>

#### Loan Payable – Financed Asset

The Company financed the purchase of a delivery vehicle in July 2020. The loan obligation totaled \$ 16,000 and \$22,000 as of September 30, 2024 and December 31, 2023, respectively. The loan bears no interest and a final payment is due and payable for all unpaid principal on July 20, 2026.

The future minimum loan payments are as follows:

For the year ending	Amount
December 31, 2024 (remainder of year)	\$ 3,000
December 31, 2025	9,000
December 31, 2026	4,000
<b>Loans Payable - financed assets</b>	<b>16,000</b>
Less: Current portion	(9,000)
<b>Long-term portion</b>	<b>\$ 7,000</b>

#### Related Party Subordinated Notes Payable

Taglich Brothers, Inc. is a corporation co-founded by two directors of the Company, Michael and Robert Taglich. Taglich Brothers, Inc. has acted as placement agent for various debt and equity financing transactions and has received cash and equity compensation for their services.

From 2016 through 2020, the Company entered into various subordinated notes payable and convertible subordinated notes payable (together referred to as "Related Party Notes") with Michael and Robert Taglich which generated proceeds to the Company totaling \$6,550,000. In connection with these notes, Michael and Robert were issued a total of 35,508 shares of common stock and Taglich Brothers Inc. was issued promissory notes totaling \$554,000 for placement agency fees.

The Related Party Notes outstanding as of the notes of September 30, 2024 and December 31, 2023 consist of:

	Michael Taglich, Chairman	Robert Taglich, Director	Taglich Brothers, Inc.	Total
Convertible Subordinated Notes	\$2,666,000	\$1,905,000	\$ 241,000	\$4,812,000
Subordinated Notes	1,000,000	350,000	-	1,350,000
<b>Total</b>	<b>\$3,666,000</b>	<b>\$2,255,000</b>	<b>\$ 241,000</b>	<b>\$6,162,000</b>

Of the \$6,162,000, approximately \$2,732,000 bears an annual rate of interest of 6%, \$2,080,000 bears an annual rate of 7% and \$1,350,000 bears an annual interest rate of 12%. Interest expense for the three months ended September 30, 2024 and 2023 on all related party subordinated notes payable was \$118,000 and \$118,000, respectively, and \$354,000 and \$354,000 for the nine months ended September 30, 2024 and 2023, respectively.

Approximately \$2,732,000 of the convertible subordinated notes can be converted at the option of the holder into Common Stock of the Company at \$15.00 per share, while the remaining \$2,080,000 of the convertible subordinated notes can be converted at the option of the holder into common stock of the Company at \$9.30 per share. The remaining \$1,350,000 is not convertible. There are no principal payments due prior to July 1, 2026.

The Related Party Notes are subordinate to outstanding debt pursuant to the Current Credit Facility and mature on July 1, 2026. The Company is allowed, subject to certain limitation, to make principal payments of \$250,000 to reduce the principal of the outstanding Related Party Subordinated Notes.

For the three and nine months ended September 30, 2024 and 2023, no principal payments have been made on these notes.

#### Note 6. STOCKHOLDERS' EQUITY

##### Common Stock – Issuance of Securities

The Company issued 12,252 and 15,230 shares of common stock in payment of director fees totaling \$ 40,000 and \$54,000 for the three months ended September 30, 2024 and 2023, respectively, and 32,517 and 41,890 shares totaling \$116,000 and \$162,000 for the nine months ended September 30, 2024 and 2023, respectively.

The Company issued 13,754 and 15,229 shares, of common stock to net settle the exercise of stock options for three and nine months ended September 30, 2024, respectively. There were no issuances of common stock due to the exercise of stock options for the three and nine months ended September 30, 2023.

During the fourth quarter of 2024, the Company issued 7,328 shares of common stock in payment of directors' fees totaling \$ 39,000.

#### Note 7. STOCK OPTIONS AND RESTRICTED STOCK UNITS

##### Stock-Based Compensation

###### Stock Options

In September 2024, the shareholders of the Company approved the amendment to the 2022 Equity Incentive Plan ("2022 Plan") to increase the number of shares authorized to be used under the plan by 300,000 shares, from 350,000 shares to 650,000 shares.

In September 2023, the shareholders of the Company approved the amendment to the 2022 Equity Incentive Plan ("2022 Plan") to increase the number of shares authorized to be issued under the plan by 250,000 shares, from 100,000 shares to 350,000 shares. Additionally, this amendment to the 2022 Plan specified that the Company may grant Restricted Stock Units under the 2022 Plan.

During the three and nine months ended September 30, 2024, the Company granted options to purchase 80,000 shares of common stock to its directors. During the three and nine months ended September 30, 2023, the Company granted options to purchase 0 and 190,000 shares of common stock, respectively, to certain of its employees and directors.

The Company recorded stock-based compensation expense for certain employees and members of the Company's Board of Directors of \$ 87,000 and \$28,000 for the three months ended September 30, 2024 and 2023, respectively and \$ 122,000 and \$260,000 for the nine months ended September 30, 2024 and 2023, respectively in its condensed consolidated statements of operations, and such amounts were included as a component of operating expenses.

The fair values of stock options granted were estimated using the Black-Sholes option-pricing model with the following assumptions for the nine months ended September 30:

	2024	2023
Risk-free interest rates	3.80%	3.90%
Expected life (in years)	2.7	2.7
Expected volatility	63.6%	61.0%
Dividend yield	0.00%	0.00%
Weighted-average grant date fair value per share	\$ 3.75	\$ 3.46

The expected life is the number of years that the Company estimates, based upon history, that the options will be outstanding prior to exercise or forfeiture. Expected life is determined using the "simplified method" permitted by Staff Accounting Bulletin No. 107. In addition to the inputs referenced

above regarding the option pricing model, the Company adjusts the stock-based compensation expense for estimated forfeiture rates that are revised prospectively according to forfeiture experience. The stock volatility factor is based on the Company's experience.

A summary of the status of the Company's stock options as of September 30, 2024 and December 31, 2023, and changes during the periods then ended are presented below.

	<b>Options</b>	<b>Wtd. Avg. Exercise Price</b>
Balance, January 1, 2023	303,050	\$ 11.70
Granted during the period	189,620	3.46
Exercised during the period	-	-
Terminated/Expired during the period	(30,800)	13.60
Balance, December 31, 2023	461,870	\$ 8.34
Granted during the period	80,000	3.75
Exercised during the period	(32,867)	3.45
Terminated/Expired during the period	(91,000)	9.84
Balance, September 30, 2024	<u>418,003</u>	<u>\$ 7.01</u>
 Exercisable at September 30, 2024		353,005 \$ 7.63

#### **Issuance of Stock Options**

##### Issued in 2024

On August 13, 2024, the Company granted to its directors, stock options to purchase an aggregate of 80,000 shares of the Company's common stock at a price of \$3.75 per share. The options expire on the fifth anniversary of the grant date and vest over a term of one year.

##### Issued in 2023

On May 23, 2023, the Company granted options to its directors and certain members of management and employees, stock options to purchase an aggregate of 108,620 shares of the Company's common stock at a price of \$ 3.43 per share. The options expire on the June 30, 2028 and vested immediately.

On June 2, 2023, the Company granted to its directors, stock options to purchase an aggregate of 6,000 shares of the Company's common stock at a price of \$3.50 per share. The options expire on the fifth anniversary of the grant date and vest over a term of one year.

On June 2, 2023, the Company granted to certain members of management and employees, stock options to purchase an aggregate of 75,000 shares of the Company's common stock at a price of \$3.50 per share. The options expire on the fifth anniversary of the grant date and vest over a term of three years.

The following table summarizes information about outstanding stock options at September 30, 2024:

<b>Range of Exercise Price</b>	<b>Number Outstanding</b>	<b>Wtd. Avg. Life</b>	<b>Wtd. Avg. Exercise Price</b>
\$3.46 - \$15.60	418,003	2.8 Years	\$ 7.63

The following table summarizes information about outstanding stock options at December 31, 2023:

<b>Range of Exercise Price</b>	<b>Number Exercisable</b>	<b>Wtd. Avg. Life</b>	<b>Wtd. Avg. Exercise Price</b>
\$3.46 - \$15.60	461,870	2.9 Years	\$ 8.34

As of September 30, 2024, there was \$ 60,000 of unrecognized compensation cost related to non-vested stock option awards, which is to be recognized over the remaining weighted average vesting period of 0.75 years.

The aggregate intrinsic value at September 30, 2024 was based on the Company's closing stock price of \$ 5.50 was \$478,000. The aggregate intrinsic value at December 31, 2023 was based on the Company's closing stock price of \$3.25 was approximately \$0. The aggregate intrinsic value was calculated based on the positive difference between the closing market price of the Company's Common Stock and the exercise prices of the underlying options.

The weighted average fair value of options granted during the periods ending September 30, 2024 and 2023 was \$ 3.75 and \$3.46 per share, respectively. The total intrinsic value of options exercised during the three months ended September 30, 2024 and 2023 was \$87,500 and \$0, respectively. The total intrinsic value of options exercised during the nine months ended September 30, 2024 and 2023 was \$98,000 and \$0, respectively. The total fair value of shares vested during the three months ended September 30, 2024 and 2023 was \$63,000 and \$70,000, respectively. The total fair value of shares vested during the nine months ended September 30, 2024 and 2023 was \$181,000 and \$415,000, respectively.

#### **Restricted Stock Units ("RSUs")**

During the three and nine months ended September 30, 2024 and 2023, the Company granted 282,628 and 0 RSUs to certain employees. These Restricted Stock Units vest solely on the passage of times and continued service through the vesting dates.

A summary of the status of the Company's RSUs as of September 30, 2024 is presented below.

	Number of Units	Wtd. Avg. Grant Date Fair Value per Unit
Unvested units as of January 1, 2024	-	\$ -
Granted during the period	282,628	6.06
Vested during the period	-	-
Forfeited During the period	-	-
Unvested Units as of September 30, 2024	<u>282,628</u>	<u>\$ 6.06</u>
 Vested as of September 30, 2024	 -	 \$ -

The Company recorded stock-based compensation expense of \$63,000 and \$0 for the three and nine months ended September 30, 2024 and 2023, respectively, in its condensed consolidated statements of operations, and such amounts were included as a component of operating expenses.

As of September 30, 2024, there was \$1,649,000 of unrecognized compensation cost related to non-vested RSUs, which is to be recognized over the remaining weighted average vesting period of 2.5 years.

#### **Note 8. COMMITMENTS AND CONTINGENCIES**

On October 2, 2018, Contract Pharmacal Corp. ("Contract Pharmacal") commenced an action, relating to a Sublease entered into between the Company and Contract Pharmacal in May 2018 with respect to the property that was formerly occupied by the Company's former subsidiary WMI, at 110 Plant Avenue, Hauppauge, New York. In the action, Contract Pharmacal sought damages for an amount in excess of \$1,000,000 for the Company's alleged violation of the terms of the subject sublease, specifically the failure to make the entire premises available by the Sublease commencement date. The validity of the action is extremely suspect in that the subject sublease had no specific commencement date and Contract Pharmacal ultimately received all the space. Discovery was conducted and the Plaintiff moved for summary judgement and to amend its complaint to add a new cause of action all of which the company opposed. On July 8, 2021, the Court denied Contract Pharmacal's motion for summary judgement and to add an additional cause of action. In the Order, the Court granted Contract Pharmacal's Motions to drop its claim for specific performance and to amend its Complaint to reduce its claim for damages to \$700,000 both of which benefit the Company. Following the Court's decision, Contract Pharmacal filed a Motion to reargue its original motion which the Company again opposed. The Court denied that motion on November 30, 2021 and then on March 10, 2022, Contract Pharmacal filed an appeal of the Court's decision with the Appellate Division of the State of New York. Once again, the Company opposed that action. The Company was again successful as the Appellate Division upheld the lower court's denial of Contract Pharmacal's motion for summary judgement and its motion to amend its Complaint. Contract Pharmacal has now submitted a motion to the Appellate Division requesting leave to reargue the court's denial of its original appeal. The Company will oppose that motion to reargue. The Company continues to dispute the validity of the claims asserted by Contract Pharmacal and intends to contest them vigorously. We anticipate that due to this newest action by Contract Pharmacal nothing of consequence will happen over the next twelve months.

From time to time the Company may be engaged in various lawsuits and legal proceedings in the ordinary course of business. The Company is currently not aware of any legal proceedings the ultimate outcome of which, in its judgment based on information currently available, would have a material adverse effect on its business, financial condition or operating results. There are no proceedings in which any of the Company's directors, officers or affiliates, or any registered or beneficial stockholder of its common stock, is an adverse party or has a material interest adverse to our interest.

#### **Note 9. INCOME TAXES**

The Company recorded no income tax expense for the three and nine months ended September 30, 2024 and 2023 because the estimated annual effective tax rate was zero. In determining the estimated annual effective income tax rate, the Company analyzes various factors, including projections of the Company's annual earnings and taxing jurisdictions in which the earnings will be generated, the impact of state and local income taxes, the ability to use tax credits and net operating loss carry forwards, and available tax planning alternatives.

As of September 30, 2024, and December 31, 2023, the Company provided a full valuation allowance against its net deferred tax assets since the Company believes it is more likely than not that its deferred tax assets will not be realized.

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

*The following discussion of our financial condition and results of operations should be read in conjunction with the unaudited condensed consolidated financial statements and notes to those statements included elsewhere in this Form 10-Q and with the audited consolidated financial statements and the notes thereto included in our Annual Report on Form 10-K, for the year ended December 31, 2023 (the "2023 Form 10-K"). This discussion contains forward-looking statements that involve risks and uncertainties. You should specifically consider the various risk factors identified in this report and our 2023 Form 10-K that could cause actual results to differ materially from those anticipated in these forward-looking statements.*

##### **Business Overview**

We believe we are one of the leading manufacturers of precision components and assemblies for large aerospace and defense contractors. Our rich history dates to 1941, producing parts for World War II fighter aircraft. Since then, we have maintained an impeccable record with no known incidents of part failure leading to a fatal mission. We became a public company in 2005.

Our products include landing gear, flight controls, engine mounts and components for aircraft jet engines and ground turbines and other complex machines. The ultimate end-user for most of our products is the U.S. government, foreign governments, and commercial global airlines. Whether it is a small individual component for assembly by others or complete assemblies we manufacture ourselves, our high quality and extremely reliable products are used in mission critical operations that are essential for safety of military personnel and civilians.

Although our net sales are concentrated amongst a number of defense and aerospace prime contractors, we have cultivated long-standing relationships with a number of their subsidiaries and/or business units. Additionally, our net sales are generated across several high-profile platforms and programs including: the F-18 Hornet, the E-2 Hawkeye, the UH-60 Black Hawk Helicopters, Geared Turbo Engines (used on smaller aircraft such as the Airbus

A220 and Embraer E2), the CH-53 Helicopter, the F-35 Lighting II and the F-15 Eagle Tactical Fighter. In many cases, we are the sole or single supplier of certain parts and components and receive LTAs from our customers, both demonstrating their commitment to us.

Winning a new contract award is highly competitive. Our ability to win new contract awards generally requires us to deliver superior quality products, more quickly and with lower pricing than our competitors. Accordingly, we must continually invest in process improvements and capital equipment. Recent investments in new equipment have improved the productive capacity of our employees, increased our efficiency and speed, and expanded the size of products we can manufacture. We strategically operate two state-of-the-art manufacturing centers in the U.S. This allows for rigorous oversight of production and the adherence to stringent quality standards. Although there is currently a shortage of skilled workers, we maintain a highly trained and close knit team of over 180 professionals committed to driving excellence and precision in every aspect of our operations.

Our period-to-period net sales and operating results are significantly impacted by timing. In addition, our gross profit is affected by a variety of factors, including the mix and complexity of products, production efficiencies, price competition and general business operating environments. In some cases, our gross profit is impacted by our ability to deliver replacement parts on short notice. Our operations have a large percentage of fixed factory overhead. As a result, our profit margins are highly variable with sales volumes.

For the past several years, despite facing significant financial and operational challenges, we have strategically invested substantial amounts in new capital equipment, tooling, and processes to bolster our competitive position. Additionally, we expanded our sales and marketing efforts, with a sharp focus on expanding relationships with existing customers and cultivating new ones. Fiscal 2023 marked a year of overall progress and positioning for growth. During the first nine months of 2024 and looking forward, our business strategy is geared towards achieving sustainable and profitable business growth. We are firmly focused on securing new contract awards, improving operations and successful execution.

With total unfilled contract values amounting to \$175.7 million (including our \$105.2 million in backlog and all potential orders against LTA agreements previously awarded to us), as of September 30, 2024, we are confident in our ability to boost sales during the remainder of 2024, attain profitability and improve our financial position.

## RESULTS OF OPERATIONS

### Selected Financial Information:

	Three Months Ending September 30, 2024		Three Months Ending September 30, 2023		Change 2024 vs 2023	Percent Change 2024 vs 2023
	2024	Percentage of Net Sales	2023	Percentage of Net Sales		
Net sales	\$ 12,555,000	100.0%	\$ 12,293,000	100.0%	\$ 262,000	2.1%
Cost of sales	10,614,000	84.5%	11,065,000	90.0%	(451,000)	-4.1%
Gross profit	1,941,000	15.5%	1,228,000	10.0%	713,000	58.1%
Operating expenses	1,874,000	14.9%	2,024,000	16.5%	(150,000)	-7.4%
Interest expense	482,000	3.8%	516,000	4.2%	(34,000)	-6.6%
Other income, net	11,000	0.1%	13,000	0.1%	(2,000)	-15.4%
Provision for income taxes	-	0.0%	-	0.0%	-	0.0%
Net loss	\$ (404,000)	-3.2%	\$ (1,299,000)	-10.6%	\$ 895,000	-68.9%
Nine Months Ending September 30, 2024						
	2024	Percentage of Net Sales	2023	Percentage of Net Sales	Change 2024 vs 2023	Percent Change 2024 vs 2023
Net sales	\$ 40,188,000	100.0%	\$ 38,047,000	100.0%	\$ 2,141,000	5.6%
Cost of sales	33,697,000	83.8%	32,769,000	86.1%	928,000	2.8%
Gross profit	6,491,000	16.2%	5,278,000	13.9%	1,213,000	23.0%
Operating expenses	5,931,000	14.8%	6,160,000	16.2%	(229,000)	-3.7%
Interest expense	1,418,000	3.5%	1,472,000	3.9%	(54,000)	-3.7%
Other income, net	46,000	0.1%	42,000	0.1%	4,000	9.5%
Provision for income taxes	-	0.0%	-	0.0%	-	0.0%
Net loss	\$ (812,000)	-2.0%	\$ (2,312,000)	-6.1%	\$ 1,500,000	-64.9%

### Balance Sheet Data:

	September 30, 2024		December 31, 2023		Change	Percent Change
	2024	2023	2023	2022		
Cash	\$ 186,000	\$ 346,000	\$ (160,000)	\$ (160,000)	\$ (160,000)	-46.2%
Working capital	\$ 11,807,000	\$ 12,117,000	\$ (310,000)	\$ (310,000)	\$ (310,000)	-2.6%
Total assets	\$ 50,365,000	\$ 50,715,000	\$ (350,000)	\$ (350,000)	\$ (350,000)	-0.7%
Total stockholders' equity	\$ 14,680,000	\$ 15,190,000	\$ (510,000)	\$ (510,000)	\$ (510,000)	-3.4%

### Results of Operations for the three months ended September 30, 2024

**Net Sales:** Net sales for the three months ended September 30, 2024 were \$12,555,000, an increase of \$262,000, or 2.1%, compared with \$12,293,000 that we achieved in the three months ended September 30, 2023. The period-over-period increase in net sales was primarily due to overall changes in the mix of products requested by customers, which are discussed further below.

Customer	Percentage of Net Sales	
	2024	2023
RTX (a)	27.8%	20.1%
Lockheed	23.9%	31.9%
Northrop	18.3%	-
Boeing	-	18.0%

(a) RTX includes Collins Landing Systems and Collins Aerostructures

The composition of our net sales by platform or program profiles for the three months ended September 30, 2024 and 2023 are shown below:

Platform or Program	Percentage of Net Sales	
	2024	2023
GTF	27.2%	10.9%
E2-D Hawkeye	24.5%	9.6%
UH-60 Black Hawk Helicopter	21.2%	22.8%
CH-53 Helicopter	5.8%	6.5%
F-35 Lightning II	2.0%	3.5%
F-18 Hornet	1.5%	31.7%
All other platforms	17.8%	15.0%
Total	100.0%	100.0%

Period-to-period changes in customer mix and related platforms and programs are largely attributable to customer requirements, availability of parts, production capacity and timing.

**Gross Profit:** Gross profit for the three months ended September 30, 2024, was \$1,941,000 as compared to \$1,228,000 for the three months ended September 30, 2023. Our gross profit percentage for the three months ended September 30, 2024 increased to 15.5% from the 10.0% for the three months ended September 30, 2023. The increase in margin can be attributable to changes in the sales across our major platforms, shifts in product mix, and overall operating efficiencies.

**Operating Expenses:** Operating expenses was \$1,874,000, for the three months ended September 30, 2024, a decrease of \$150,000, from \$2,024,000 for the three months ended September 30, 2023. As a percentage of consolidated net sales, operating expenses decreased to 14.9%, compared to the 16.5% achieved during the three months ended September 30, 2023. The dollar decrease was primarily driven by reductions in stock compensation expense and our allowance for credit loss, offset by increases in costs associated with the continued improvement of our information technology system and hardening our cyber-security defenses. We continue to look for ways to reduce our costs and improve our operating performance and financial results.

**Interest Expense:** Interest expense (which includes amortization of deferred financing costs) was \$482,000 during the three months ended September 30, 2024, a decrease of \$34,000 or 6.6% from \$516,000 during the three months ended September 30, 2023. The decrease is primarily attributable to lower borrowing levels during a portion of the period.

**Net Loss:** Net loss for the three months ended September 30, 2024 was \$404,000, compared to a net loss of \$1,299,000 for the three months ended September 30, 2023, for the reasons discussed above.

#### Results of Operations for the nine months ended September 30, 2024

**Net Sales:** Consolidated net sales for the nine months ended September 30, 2024 were \$40,188,000, an increase of \$2,141,000, or 5.6%, compared with \$38,047,000 that we achieved in the nine months ended September 30, 2023. The period-over-period increase in net sales was primarily due to overall changes in the mix of products requested by customers, which are discussed further below.

The composition of customers that exceeded 10% of our net sales for 2024 and 2023 are shown below:

Customer	Percentage of Net Sales	
	2024	2023
RTX (a)	27.0%	26.6%
Lockheed	25.1%	24.7%
Northrop	19.9%	2.6%
Ruag	1.5%	10.9%
Boeing	0.3%	10.0%

(a) RTX includes Collins Landing Systems and Collins Aerostructures

The composition of our net sales by platform or program profiles for the nine months ended September 30, 2024 and 2023 are shown below:

Platform or Program	Percentage of Net Sales	
	2024	2023
E2-D Hawkeye	26.9%	18.0%
UH-60 Black Hawk Helicopter	22.0%	17.1%
GTF	22.0%	9.3%
CH-53 Helicopter	4.4%	8.9%
F-35 Lightning II	3.3%	4.4%
F-18 Hornet	3.3%	24.5%
All other platforms	18.1%	17.8%
Total	100.0%	100.0%

**Gross Profit:** Gross profit for the nine months ended September 30, 2024, was \$6,491,000 as compared to \$5,278,000 for the nine months ended

September 30, 2023. Our gross profit percentage for the nine months ended September 30, 2024 increased to 16.2% from the 13.9% for the nine months ended September 30, 2023. The increase in margin can be attributable to changes in sales across our major platforms, shifts in product mix, and overall operating efficiencies.

**Operating Expenses:** Operating expenses were \$5,931,000, for the nine months ended September 30, 2024, a decrease of \$229,000, from \$6,160,000 for the nine months ended September 30, 2023. As a percentage of consolidated net sales, operating expenses decreased to 14.8%, compared to the 16.2% incurred during the nine months ended September 30, 2023. The dollar decrease was primarily driven by reductions in stock compensation expense and our allowance for credit loss, offset by costs associated with the continued improvement of our information technology system and hardening our cyber-security defenses. We continue to look for ways to reduce our costs and improve our operating performance and financial results.

**Interest Expense:** Interest expense (which includes amortization of deferred financing costs) was \$1,418,000 during the nine months ended September 30, 2024, a decrease of \$54,000 or 3.7% from \$1,472,000 during the nine months ended September 30, 2023. The decrease is primarily attributable to lower borrowing levels during a portion of the period, partially offset by an increase in the average interest rate on outstanding debt pursuant to our Current Credit Facility which increased to 7.83% in 2024 as compared to 7.44% in 2023.

**Net Loss:** Net Loss for the nine months ended September 30, 2024 was \$812,000, compared to a net loss of \$2,312,000 for the nine months ended September 30, 2023, for the reasons discussed above.

#### **LIQUIDITY AND CAPITAL RESOURCES**

As of September 30, 2024, we have debt service requirements related to:

- 1) Outstanding indebtedness under our Current Credit Facility of \$16,838,000 (consisting of a Revolving Loan of \$11,437,000 and a Term Loan of \$5,401,000). This debt matures on December 30, 2025, and requires us to make monthly payments on the term loan of approximately \$68,000 until the loan matures.
- 2) Related Party Notes of approximately \$6,162,000. This debt matures on July 1, 2026. Pursuant to the Current Credit Facility we are permitted to make principal payments against this debt in the amount of \$250,000 per quarter, as long as certain conditions are met.
- 3) Various equipment leases and contractual obligations related to our business, including advances under our Solar Facility for the installation of solar energy systems including the replacement of the existing roof at our Sterling Facility.

Under the terms of the Current Credit Facility, as amended, we are required to achieve EBITDA (as defined in the Current Credit Facility) at the end of each Fiscal Quarter on a rolling basis, for the Fiscal Quarters ending September 30, 2024 and December 31, 2024. Beginning with the Fiscal Quarter ending March 31, 2025 we are required to meet a Fixed Charge Coverage Ratio (as defined) that is determined at the end of each fiscal quarter. This ratio is a financial metric that we use to measure our ability to cover fixed charges such as interest and lease expenses as divided by EBITDA (as defined in the Current Credit Facility) which represents net income (loss) before interest, taxes, depreciation and amortization. For the nine months cumulative period ending September 30, 2024, we achieved an EBITDA of \$2,620,000 as compared to the \$1,500,000.

We obtained a waiver of the requirement to meet the Fixed Charge Coverage Ratio at March 31, 2024, and met the financial covenants as of both June 30, 2024 and September 30, 2024. Nevertheless, we may fail to achieve the required covenants in the future. Therefore, we have classified the term loan that expires on December 30, 2025 as current as of September 30, 2024, in accordance with the guidance in ASC 470-10-45, "Debt – Other Presentation Matters", related to the classification of callable debt. We are required to maintain a collection account with our lender into which substantially all of our cash receipts are remitted. If we were to default under our Current Credit Facility, our lender could choose to increase the rate of interest we pay or refuse to make loans under the revolving portion of the Facility and keep the funds remitted to the collection account. If the lender were to raise the rate of interest we pay, it would adversely impact our operating results. If the lender were to cease making new loans under our revolving facility, we would lack the funds to continue our operations. The rights granted to our lender under the Current Credit Facility combined with the possibility that we might fail to meet covenants in the future raise substantial doubt about our ability to continue as a going concern for the one year commencing as of the issuance of these condensed consolidated financial statements.

The following is a brief discussion of recent amendments to the Current Credit Facility (all of which have been filed with the SEC):

- On August 4, 2023, we entered into a Fifth Amendment that waived a default caused by our failure to meet the required Fixed Coverage Charge Ratio for the fiscal quarter ended March 31, 2023. Additionally, the amendment provided for a revised Fixed Coverage Charge Ratio for the fiscal quarters ending June 30, 2023 and September 30, 2023 and increased the amount of purchase money secured debt (or finance leases) we are allowed to have outstanding at any time to \$2,000,000. In connection with this amendment, we paid a fee of \$10,000.

- On November 20, 2023, we entered into a Sixth Amendment that waived defaults caused by our failure to achieve the Fixed Charge Coverage Ratio of the Fifth Amendment and because we made capital expenditures (as defined) in excess of permitted amounts. This amendment further revised the Fixed Charge Coverage Ratio by requiring it to be calculated on a rolling period basis and not be less than, (a) 1.10x (as calculated on a six-months basis) for the fiscal quarter ending March 31, 2024, (b) 1.20x (as calculated on a nine-months basis) for the fiscal quarter ending June 30, 2024, and (c) 1.25 (as calculated on a twelve-months basis) for all fiscal quarters beginning with September 30, 2024, until the Current Credit Facility expires. This amendment also increased our ability to make additional capital expenditures up to a limit of \$2,000,000 in any fiscal year. In connection with this amendment, we paid a fee of \$20,000.
- On May 31, 2024, we entered into a Seventh Amendment that waived the default caused by our failure to achieve the required Fixed Charge Coverage Ratio of the Sixth Amendment. This amendment further revised our Financial Covenants. For the six months ending June 30, 2024 our EBITDA shall not be less than \$740,000; for the nine months ending September 30, 2024 our EBITDA shall not be less than \$1,500,000; for the twelve months ending December 31, 2024 our EBITDA shall not be less than \$2,800,000. For the rolling twelve month period ending March 31, 2025, we are required to achieve a Fixed Charge Coverage Ratio of 1.05x. Beginning with the rolling twelve month period ending June 30, 2025 and going forward the Company is required to achieve a Fixed Charge Coverage Ratio of 1.25x. All other covenants remain unchanged. Additionally, this amendment increased the Term Loan by approximately \$1,000,000 to \$5,700,000, with monthly principal installments in the amount of \$68,000. In connection with these changes, the Company paid an amendment fee of \$20,000.

In addition to required Term Loan payments of approximately \$204,000 for the remainder of fiscal 2024, we may have to make additional payments. For

so long as the Term Loan under the Current Credit Facility remains outstanding, if Excess Cash Flow (as defined) is a positive amount for any fiscal year, we are obligated to pay an amount equal to the lesser of (i) twenty-five percent (25%) of the Excess Cash Flow and (ii) the outstanding principal balance of the Term Loan. Such payment shall be applied to the outstanding principal balance of the Term loan, on or prior to the April 15 immediately following such fiscal year. For the fiscal year ended December 31, 2023, based on the calculation there was no Excess Cash Flow payment required.

In addition to the outstanding indebtedness under the Current Credit Facility and Related Party Notes, we have various equipment leases and contractual obligations of an ongoing nature which we service in the ordinary course out of our cash flow from operations.

Our material cash requirements are for debt service, capital expenditures and working capital. We have historically met these requirements with funds provided by a combination of cash generated from operating activities and cash generated from equity and debt financing transactions. Although navigating the current business landscape remains challenging and it is difficult to predict period-to-period financial performance, based on our current revenue visibility and the strength of our backlog, we believe we have sufficient liquidity to meet our financial obligations for the next twelve months from the date of issuance of our condensed consolidated financial statements included in this Quarterly Report. However, if we were to default under our Current Credit Facility and were unable to obtain a waiver from our lender and it was to cease lending we would not be able to meet our financial obligations. As of September 30, 2024, the amount outstanding under our Revolving Line of Credit was \$11,437,000, leaving \$8,563,000 of availability to support our growth, subject to having the requisite collateral and maintaining compliance with the terms of the Credit Facility.

### **Cash Flow**

The following table summarizes our net cash flow from operating, investing and financing activities for the periods indicated below (in thousands):

	<b>Nine months ended</b>	
	<b>September 30,</b>	
	<b>2024</b>	<b>2023</b>
Cash provided by (used in)		
Operating activities	\$ 508	\$ 7,093
Investing activities	(1,493)	(1,867)
Financing activities	825	(4,767)
Net (decrease) increase in cash	<u>\$ (160)</u>	<u>\$ 459</u>

#### **Cash Provided by Operating Activities**

For the nine months ended September 30, 2024, we generated \$508,000 of cash flows from operations as compared to \$7,093,000 for the nine months ended September 30, 2023. The reduction was due primarily to the use of a portion of customer deposits which had been advanced in 2023 for the procurement of long lead time raw materials expected to be utilized during 2024.

For the nine months ended September 30, 2023, we generated cash of \$7,093,000 from operations which was mainly attributable to a substantial decrease in accounts receivable and an increase in customer deposits.

#### **Cash Used in Investing Activities**

During the first nine months of 2024, we continued to make investments to enhance our competitiveness and market position. Cash used in investing activities of \$1,493,000 and \$1,867,000, during the nine months ended September 30, 2024 and 2023, respectively, was for new property and equipment. Investments in 2024 and 2023 increased our production efficiency and speed, while enabling us to maintain closer tolerances. They also expanded the size of products we can manufacture.

During fiscal 2024, we expect to continue to make strategic investments in capital equipment to enhance our competitiveness. We expect to invest approximately an additional \$750,000 during the remainder of 2024 for new or upgraded equipment.

#### **Cash Provided by (Used in) Financing Activities**

For the nine months ended September 30, 2024, cash provided by financing activities was \$825,000. During this period, we increased borrowings under our Current Credit Facility by \$974,000 (consisting of a net increase in Revolving Loan borrowings of \$633,000 and a net increase in our Term Loan of \$341,000). We also made payments of \$143,000 pursuant to financing lease obligations and \$6,000 on a loan payable.

For the nine months ended September 30, 2023, cash used in financing activities was \$4,767,000. During this period, we decreased our borrowings under our Current Credit Facility by \$5,784,000 (consisting of a net decrease in Revolving Loan borrowings of \$4,908,000, and a net decrease of \$876,000 in the Term Loan). We also made payments of \$84,000 pursuant to financing lease obligations and \$7,000 on a loan payable. Additionally, there were advances totaling \$393,000 taken on our financing agreement from CT Green Bank.

### **OFF-BALANCE SHEET ARRANGEMENTS**

We did not have any off-balance sheet arrangements as of September 30, 2024.

#### **Critical Accounting Estimates**

A critical accounting estimate is one that is both important to the portrayal of a company's financial condition and results of operations and requires management's most difficult, subjective or complex judgements, often as a result of the need to make estimates about the effect of matters that are inherently uncertain.

Use of Estimates. The preparation of financial statements in accordance with generally accepted accounting principles in the U.S. requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. The financial statements include estimates based

on currently available information and our judgment as to the outcome of future conditions and circumstances. Significant estimates in these financial statements include, inventory valuation, useful lives and impairment of long-lived assets, income tax provision, and allowance for credit losses. Changes in the status of certain facts or circumstances could result in material changes to the estimates used in the preparation of the financial statements and actual results could differ from the estimates and assumptions.

There have been no material changes to the Company's critical accounting estimates as compared to the estimates described in the 2023 Annual Report which we believe are the most critical to our business and understanding of our results of operations and affect the more significant judgments and estimates that we use in preparation of our condensed consolidated financial statements.

#### **Item 4. Controls and Procedures**

##### ***Evaluation of Disclosure Controls and Procedures***

Management is responsible for establishing and maintaining adequate internal control over financial reporting. Internal control over financial reporting refers to those policies, procedures and processes that pertain to the maintenance of records that accurately and fairly reflect transactions with respect to our assets; provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles and that receipts and expenditures are made only in accordance with authorizations of our management; and provide reasonable assurance regarding the prevention and timely detection of unauthorized transactions with respect to our assets that could have a material effect on our financial statements.

Because of inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Our management relies upon the criteria established in the Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (2013 framework) in designing a system intended to meet the needs of our Company and provide reasonable assurance for its assessment.

In connection with their review of our internal controls over financial reporting as of the end of the nine months ended September 30, 2024, our Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls over financial reporting were not effective as of September 30, 2024. As reported in our 2023 Form 10-K, in connection with their review of our internal controls as of and for the year ended December 31, 2023, our management identified a material weakness in our internal controls over financial reporting related to our IT systems which has yet to be remediated. During fiscal 2023 and continuing in fiscal 2024, we implemented new controls and procedures to eliminate this weakness and are continuing to test their effectiveness. Tests of such controls and procedures are ongoing and the material weakness noted will only be deemed to have been remediated after the new controls and procedures have been in place for a sufficient period and management has concluded through appropriate testing that the controls are operating effectively. For more information, see Item 9A. Controls and Procedures, included in our Annual Report on Form 10-K.

##### ***Changes in Internal Control over Financial Reporting***

Except for the ongoing changes described above intended to remediate the material weakness with respect to our IT System, there have not been any changes in our internal control over financial reporting, as such term is defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act, during our most recently completed fiscal quarter which is the subject of this report that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

## **PART II**

### **OTHER INFORMATION**

#### **Item 1A. Risk Factors.**

Investors are encouraged to consider the risks described in our 2023 Form 10-K, our Management's Discussion and Analysis of Financial Condition and Results of Operations contained in this Report and other information publicly disclosed or contained in documents we file with the Securities and Exchange Commission before purchasing our securities.

#### **Item 6. Exhibits**

<b>Exhibit No.</b>	<b>Description</b>
31.1	<a href="#">Certification of principal executive officer pursuant to Rule 13a-14 or Rule 15d-14 of Securities Exchange Act of 1934.</a>
31.2	<a href="#">Certification of principal financial officer pursuant to Rule 13a-14 or Rule 15d-14 of the Exchange Act of 1934.</a>
32.1	<a href="#">Certification of principal executive officer pursuant to Section 906 of Sarbanes-Oxley Act of 2002 (18 U.S.C. Section 1350).</a>
32.2	<a href="#">Certification of principal financial officer pursuant to Section 906 of Sarbanes-Oxley Act of 2002 (18 U.S.C. Section 1350).</a>
	XBRL Presentation
101.INS	XBRL Instance Document - The instance document does not appear in the Interactive Data File because its XBRL tags are embedded within the Inline XBRL document.
101.SCH	Inline XBRL Taxonomy Extension Schema Document.
101.CAL	Inline XBRL Taxonomy Extension Calculation Linkbase Document.
101.DEF	Inline XBRL Taxonomy Extension Definition Linkbase Document.
101.LAB	Inline XBRL Taxonomy Extension Label Linkbase Document.
101.PRE	Inline XBRL Taxonomy Extension Presentation Linkbase Document.

**SIGNATURES**

Pursuant to the requirements of Section 13 or 15(d) 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.

Dated: November 14, 2024

AIR INDUSTRIES GROUP

By: /s/ Scott Glassman  
Scott Glassman  
Chief Financial Officer  
(principal financial and accounting officer)

**CERTIFICATION OF PRINCIPAL EXECUTIVE OFFICER  
PURSUANT TO RULE 13A-14(a) UNDER THE EXCHANGE ACT**

I, Luciano Melluzzo, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Air Industries Group;
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 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 fiscal 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.
5. The registrant's other certifying officer 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 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.

Dated: November 14, 2024

/s/ Luciano Melluzzo  
Luciano Melluzzo  
Chief Executive Officer  
Principal Executive Officer

**CERTIFICATION OF PRINCIPAL FINANCIAL OFFICER  
PURSUANT TO RULE 13A-14(a) UNDER THE EXCHANGE ACT**

I, Scott Glassman, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Air Industries Group;
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 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 fiscal 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.
5. The registrant's other certifying officer 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 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.

Dated: November 14, 2024

/s/ Scott Glassman  
\_\_\_\_\_  
Scott Glassman  
Chief Financial Officer  
Principal Financial Officer

**CERTIFICATION OF PRINCIPAL EXECUTIVE OFFICER  
PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002  
(18 U.S.C. SECTION 1350)**

In connection with the Quarterly Report of Air Industries Group, a Nevada corporation (the "Company"), on Form 10-Q for the period ended September 30, 2024, as filed with the Securities and Exchange Commission (the "Report"), Luciano Melluzzo, Chief Executive Officer of the Company, does hereby certify, pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. ss. 1350), that:

- (1) The Report fully complies with the requirements of section 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 result of operations of the Company.

Dated: November 14, 2024

/s/ Luciano Melluzzo  
Luciano Melluzzo  
Chief Executive Officer  
Principal Executive Officer

**CERTIFICATION OF PRINCIPAL FINANCIAL OFFICER  
PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002  
(18 U.S.C. SECTION 1350)**

In connection with the Quarterly Report of Air Industries Group, a Nevada corporation (the "Company"), on Form 10-Q for the period ended September 30, 2024, as filed with the Securities and Exchange Commission (the "Report"), Scott Glassman, Chief Financial Officer of the Company, does hereby certify, pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. ss. 1350), that:

- (1) The Report fully complies with the requirements of section 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 result of operations of the Company.

Dated: November 14, 2024

/s/ Scott Glassman

Scott Glassman  
Chief Financial Officer  
Principal Financial Officer

[A signed original of this written statement required by Section 906 has been provided to Air Industries Group and will be retained by Air Industries Group and furnished to the Securities and Exchange Commission or its staff upon request.]