

Andersons, Inc.
Form 10-Q
November 08, 2016
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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, 2016

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

For the transition period from _____ to _____
Commission file number 000-20557

THE ANDERSONS, INC.
(Exact name of the registrant as specified in its charter)

OHIO 34-1562374
(State of incorporation (I.R.S. Employer or organization) Identification No.)
1947 Briarfield Boulevard, Maumee, Ohio 43537
(Address of principal executive offices) (Zip Code)
(419) 893-5050
(Telephone Number)

(Former name, former address and former fiscal year, if changed since last report.)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (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 electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files. Yes No

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

Large accelerated filer Accelerated Filer
Non-accelerated filer Smaller reporting company

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

The registrant had approximately 28.2 million common shares outstanding, no par value, at November 8, 2016.

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Part I. Financial Information

Item 1. Financial Statements

The Andersons, Inc.

Condensed Consolidated Balance Sheets

(Unaudited)(In thousands)

	September 30, 2016	December 31, 2015	September 30, 2015
Assets			
Current assets:			
Cash and cash equivalents	\$ 78,158	\$ 63,750	\$ 40,658
Restricted cash	190	451	181
Accounts receivable, net	173,593	170,912	201,664
Inventories (Note 2)	427,754	747,399	527,789
Commodity derivative assets – current (Note 5)	59,837	49,826	60,965
Deferred income taxes	—	6,772	6,735
Other current assets	43,761	90,412	66,411
Total current assets	783,293	1,129,522	904,403
Other assets:			
Commodity derivative assets – noncurrent (Note 5)	1,346	412	1,584
Goodwill	63,934	63,934	116,086
Other intangible assets, net	110,155	120,240	124,943
Other assets, net	5,921	9,515	32,049
Equity method investments	225,114	242,107	223,207
	406,470	436,208	497,869
Rail Group assets leased to others, net (Note 3)	334,401	338,111	347,100
Property, plant and equipment, net (Note 3)	460,247	455,260	442,322
Total assets	\$ 1,984,411	\$ 2,359,101	\$ 2,191,694

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The Andersons, Inc.

Condensed Consolidated Balance Sheets (continued)

(Unaudited)(In thousands)

September 30,

2016

Liabilities and

equity

Current

liabilities:

Short-term debt \$

(Note 4)

Trade and other
payables 356,931

Customer

prepayments
and deferred 15,725

revenue

Commodity

derivative

liabilities – 59,770

current (Note

5)

Accrued

expenses and
other current 68,465

liabilities

Current

maturities of
long-term debt 51,520

(Note 4)

Total current
liabilities 552,411

Other

long-term 30,525

liabilities

Commodity

derivative

liabilities – 1,954

noncurrent

(Note 5)

Employee

benefit plan 45,260

obligations

Long-term

debt, less

current 395,559

maturities

(Note 4)

178,535

Deferred income taxes	
Total liabilities	1,204,244
Commitments and contingencies (Note 13)	
Shareholders' equity:	
Common shares, without par value (63,000 shares authorized; 29,430, 29,353 and 29,430 shares issued at 9/30/16, 12/31/15 and 9/30/15, respectively)	96
Preferred shares, without par value (1,000 shares authorized; none issued)	—
Additional paid-in-capital	221,326
Treasury shares, at cost (1,195, 1,397 and 1,425 shares at 9/30/16, 12/31/15 and 9/30/15, respectively)	(45,130)
Accumulated other comprehensive loss	(17,305)
Retained earnings	603,556
Total shareholders' equity of The Andersons, Inc.	762,543
Noncontrolling interests	17,624
Total equity	780,167

Total liabilities Tax Fees
and equity

KPMG LLP charged \$55,680 in fiscal year 2010 for tax consulting services related to structuring the Company's international business. KPMG LLP for these services and the budget for these services were pre-approved by the audit committee. KPMG LLP did not charge services in fiscal year 2009.

All Other Fees

KPMG LLP did not bill the Company for any fees for products and services rendered in fiscal years 2010 and 2009 other than those described in the preceding paragraphs.

Pre-approval Policies and Procedures

The audit committee pre-approved all audit, audit-related and permissible non-audit services provided to the Company by KPMG LLP and its member firms and auditors for those purposes. The policy of the committee is to review all engagement letters for accounting firms for non-audit services and to include them into the agreements, but to specifically pre-approve all services to be provided by the firm which performs the annual audit of the Company and its internal control over financial reporting.

Table of Contents**CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS**

The audit committee's charter provides that the audit committee will review and approve any transactions between us and any of our 5% stockholders, or any members of their immediate families, in which the amount involved exceeds the threshold limits established by reviewing a related-party transaction, the audit committee considers the material terms of the transaction, including whether the terms are no less favorable to us than would be obtained from an unaffiliated third party under similar circumstances. Except as specifically noted, the transactions described below were entered into prior to the formation of the audit committee and we are contractually obligated to perform under these agreements prior to the formation of the audit committee.

Grants of Franchise or License Rights

We have licensed or franchised restaurants to companies owned in part by the executive officers, directors and 5% stockholders listed below. The initial franchise fees paid by these companies to us range from 0.0% to 3.5% of restaurant sales.

Restaurant	Name and Ownership	Initial Franchise Fee	Royalty Rate	Fees Paid to Us in Fiscal 2010 (\$ in thousands)
Billings, MT	W. Kent Taylor (55.0%) Scott M. Colosi (2.0%)		3.5%	150.4
Bossier City, LA	Steven L. Ortiz (66.0%)		3.5%	159.7
Brownsville, TX	G.J. Hart (61.23%) Steven L. Ortiz (30.61%)		3.5%	169.2
Everett, MA	W. Kent Taylor (59.0%)		3.5%	204.4
Fargo, ND	G.J. Hart (83.84%) Scott M. Colosi (5.05%)		3.5%	148.1
Longmont, CO	Steven L. Ortiz (47.5%)		3.5%	110.0
McKinney, TX	G.J. Hart (30.0%) Steven L. Ortiz (30.0%) Scott M. Colosi (2.0%)		3.5%	141.3
Melbourne, FL(1)	W. Kent Taylor (34.0%)			92.4
Muncie, IN(2)	W. Kent Taylor (11.48%)		\$50,000 per year	50.0
New Berlin, WI	G.J. Hart (30.0%) Steven L. Ortiz (30.0%) Scott M. Colosi (2.0%)		3.5%	103.8
Omaha, NE	G.J. Hart (68.68%) Scott M. Colosi (10.99%)		3.5%	158.5
Port Arthur, TX	W. Kent Taylor (30.0%) G.J. Hart (30.0%) Steven L. Ortiz (30.5%) Scott M. Colosi (3.0%)		3.5%	164.6
Temple, TX	Steven L. Ortiz (78.0%)		3.5%	124.8
Wichita, KS	W. Kent Taylor (51.1%) Scott M. Colosi (4.0%)		3.5%	226.5

(1) Licensed restaurant which opened in September 1996. In lieu of royalties, the entity pays supervision fees.

(2) Licensed restaurant which opened in November 1996.

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We have entered into a preliminary franchise agreement with a company which is 95% owned by W. Kent Taylor to develop a restaurant, the location of which is yet to be determined. The terms of the preliminary franchise agreement provide for no initial franchise fees and royalties of 3.5% of restaurant sales to be paid to us on a monthly basis, less the payment from this franchise restaurant, as none was due. The executive officers will not be granted any additional franchise rights.

The franchise agreements and preliminary franchise agreements that we have entered into with our executive officers, directors and other domestic franchisees, with the exception of the initial franchise agreements that we enter into with our other domestic franchisees, with the exception of the Melbourne, FL and Muncie, IN franchise agreements, are currently \$40,000 and 4.0%, respectively, for our other domestic franchisees. With the exception of the Melbourne, FL and Muncie, IN franchise agreements, the franchise agreements, contractual right, but not the obligation, to acquire the restaurants owned by our executive officers, directors and 5% stockholders based on a formula which is the same as the formula contained in the domestic franchise agreements that we have entered into with other franchisees. A preliminary agreement for a franchise may be terminated if the franchisee does not identify and obtain our approval of its restaurant location, does not obtain our approval of a suitable site for the restaurant or does not demonstrate to us that it has secured necessary capital and financing to operate the restaurant. If a franchise agreement has been entered into, it may be terminated if the franchisee defaults in the performance of any of its obligations under the franchise agreement or fails to meet its obligations to operate the restaurant in strict accordance with our standards and specifications. A franchise agreement may also be terminated if the franchisee becomes insolvent, fails to make its required payments, creates a threat to the public health or safety, ceases to operate the restaurant or misuses the franchise agreement.

Other Related Transactions

The Longview, Texas restaurant, which was acquired by us in connection with the completion of our IPO, leases the land and restaurant building from an entity controlled by Steven L. Ortiz, our Chief Operating Officer. The lease is for 15 years and will terminate in November 2014. The lease calls for three periods of five years each. Rent is approximately \$19,000 per month. The lease can be terminated if the tenant fails to pay the rent on a timely basis, fails to maintain the building or property or becomes insolvent. Total rent payments for 2010 were approximately \$228,000.

The Bossier City, Louisiana restaurant, of which Steven L. Ortiz beneficially owns 66.0% and we own 5.0%, is leased from an entity controlled by Steven L. Ortiz for 15 years and will terminate on March 31, 2020. The lease can be renewed for three additional periods of five years each. Rent is approximately \$19,000 per month and escalates 10% each five years during the term. The lease can be terminated if the tenant fails to pay rent on a timely basis, fails to maintain the building or property or becomes insolvent. The tenant's obligation to pay rent commenced in April 2005 and total rent payments for 2010 were approximately \$228,000. Our board of directors ratified this transaction in February 2005 after considering market rentals of comparable land and building leases and considering our limited liability. Additionally, the audit committee requested that we attempt to purchase the land and building from Mr. Ortiz' entity in the event the lease is terminated.

We entered into real estate lease agreements for franchise restaurants located in Everett, MA, of which W. Kent Taylor beneficially owns 95%, and Fargo, ND, of which Steven L. Ortiz owns 47.5%, and Fargo, ND, of which G.J. Hart owns 83.84% and Scott M. Colosi owns 5.05%, before our grant of the franchise agreements for the restaurants. We have subsequently assigned the leases to the franchisees, but we remain contingently liable if a franchisee defaults under the franchise agreement. The Fargo lease expires in May 2014, the Everett lease expires in February 2018 and the Fargo lease expires in July 2016.

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PROPOSAL 3
ADVISORY VOTE ON EXECUTIVE COMPENSATION

The Board of Directors requests stockholder approval of the compensation of the Company's Named Executive Officers as described in the Compensation Committee Report and Analysis, the Executive Compensation section and the other related executive compensation tables and related discussions in this proxy statement. The outcome of the voting on this proposal is not binding upon the Company; however, the compensation committee, which is responsible for the Company's executive compensation program, values the opinions expressed by stockholders on this proposal and will consider the outcome in its future compensation decisions for Named Executive Officers.

The objective of the compensation committee in setting and evaluating the compensation of our Named Executive Officers is to provide compensation that is competitive with comparable positions in similar industries and which, in total, promotes the profitability of the Company by tying an officer's compensation to the overall performance of the Company. As a result, compensation for the Named Executive Officers is divided into three components: (1) base salary, which provides a secure base of compensation and serves to motivate and retain our Named Executive Officers; (2) an incentive bonus for Named Executive Officers for the success of the Company as measured by growth in the Company's earnings per diluted share, and for the Company's return to that success; and (3) grants of restricted stock units, which offer the Named Executive Officers a financial interest in the long-term success of the Company, consistent with the interests with those of our stockholders.

This structure, along with the culture and values of our Company, allows the Company to attract and retain top talent, while also ensuring a focus on key strategic financial and operational goals. Therefore, the Board requests approval of the compensation packages of our Named Executive Officers.

Recommendation

THE BOARD OF DIRECTORS RECOMMENDS THAT STOCKHOLDERS VOTE "FOR" THE EXECUTIVE COMPENSATION PROPOSAL AS DESCRIBED IN THE PROXY STATEMENT.

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PROPOSAL 4
ADVISORY VOTE ON FREQUENCY OF ADVISORY VOTE ON EXECUTIVE COMPENSATION

This Proposal 4 provides stockholders the opportunity to cast an advisory vote on how frequently they would like to cast advisory "say-on-pay" vote). Under this Proposal 4, stockholders may vote to conduct a say-on-pay vote every year, every two years or every three years. The outcome of the voting on this proposal is not binding upon the Company; however, the Board values the opinions expressed by stockholders.

As stated above, the compensation program for the Named Executive Officers is closely tied to the long-term achievement of the Company's objectives. Of the three key components of executive compensation, two are directly impacted by the Company's financial success over time. This structure aligns our officers' interests with those of our stockholders and keeps their focus on long-term business development, as well as on long-term brand building. This structure is complemented by the fact that the employment agreements of our Named Executive Officers have historically been mutually beneficial.

Based on these considerations, we feel that our stockholders can most meaningfully evaluate the compensation offered to our Named Executive Officers based on their performance relative to the performance of the Company over a period of three years. Evaluating these items annually, or even bi-annually, could result in a focus on and/or reacting to short-term results which could, in effect, cause an excessive shift in focus toward short-term goals, as opposed to a focus on long-term brand building as well as near-term results. We believe having the opportunity to vote once every three years will allow our stockholders to accurately assess the success or failure of our compensation strategies in light of Company performance for the relevant time period.

In addition, the compensation committee believes that an advisory vote on this issue once every three years will provide the committee with sufficient time to thoughtfully consider any concerns raised by the stockholders, to develop a response to those concerns and to implement change plans if necessary. Therefore, the Board recommends approval of a frequency of "every three years" for the say-on-pay vote.

Recommendation

THE BOARD OF DIRECTORS RECOMMENDS THAT STOCKHOLDERS SELECT "EVERY THREE YEARS" AS THE FREQUENCY OF SAY ON PAY VOTES WILL BE CONDUCTED.

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COMPENSATION DISCUSSION AND ANALYSIS

Compensation Overview and Philosophy

We entered into new employment agreements with G.J. Hart, Scott M. Colosi, W. Kent Taylor, Steven L. Ortiz and Sheila C. Brown on January 14, 2008, which were effective as of December 26, 2007. On February 18, 2010, we amended those employment agreements to extend employment from January 7, 2011 until January 7, 2012 at the same annual base salary and annual base incentive bonus amount (the "Agreements"). Below, we refer to the employment agreements, as they have been amended, as the Employment Agreements.

Each officer's Employment Agreement establishes a base salary which is to remain constant throughout the term of the agreement. Each officer's Employment Agreement also establishes an incentive bonus amount based on the achievement of defined goals to be established annually by the compensation committee. For Mr. Taylor's employment agreement, the amount of the annual base incentive bonus may be increased 5% each year through the term, provided there is an appropriate increase in the goals to be achieved each year, as determined by the compensation committee. Except with respect to Mr. Taylor, each officer's Employment Agreement provides for the grant of restricted stock units, the conditional right to receive shares of our common stock, and the officer's agreement not to compete with us during the term of his or her employment and for a period of two years following his or her termination of employment is terminated without cause following a change in control, in which case the officer has agreed not to compete with us through the officer's severance payments.

The underlying philosophy reflected in the Employment Agreements was to provide the Named Executive Officers with a compensation package that would promote the profitability of the Company and which was a pragmatic response to external market conditions; that is, compensation that is competitive with positions in similar industries, including the casual dining sector of the restaurant industry, but which is reasonable and in the best interests of the Company. That the overall design of the compensation packages, along with the culture and values of our Company, allows us to attract and retain the Named Executive Officers focused on both long-term business development and short-term financial growth.

To assist them in the determination of the compensation packages under the Employment Agreements, in 2007 the compensation committee engaged a consulting firm to provide services. Mercer was asked to gather actual data for positions the same as or similar to those of the Named Executive Officers. The compensation committee requested that data be presented for the following companies: Applebee's International; Benihana; BJ's Restaurant & Brewery; California Pizza Kitchen; Cheesecake Factory; Bob Evans Farms; IHOP; Morton's Restaurant; O'Charley's; Panera Bread; Rare Hospitality; Ruby Tuesday; Gourmet Burgers; Ruby Tuesday; and Ruth's Chris Steak House. These companies were selected on the basis of their size, complexity, and position in the restaurant industry relative to the Company.

The compensation committee did not strive to target any specified percentile of any element of the peer companies' compensation. The compensation committee applied the business judgment of the committee members to design compensation packages for the Named Executive Officers based on the data presented below taking into account all surrounding facts and circumstances.

Table of Contents**Elements of Compensation**

Base Salary

Base salaries for our Named Executive Officers are designed to provide a secure base of compensation which will be effective in n executives. The actual amounts paid to each Named Executive Officer during the fiscal year 2010 are more fully described in "Executive

Each officer's Employment Agreement established an annual salary as shown in the table below which is to remain constant through

	Annual Salary (\$)
G.J. Hart President, Chief Executive Officer	600,000
Scott M. Colosi Chief Financial Officer	300,000
W. Kent Taylor Chairman	300,000
Steven L. Ortiz Chief Operating Officer	460,000
Sheila C. Brown General Counsel, Corporate Secretary	225,000
Incentive Bonus	

Incentive bonuses are designed to reward our Named Executive Officers for the success of the Company, as measured by growth in share ("EPS"), and for each officer's individual contribution to that success. It is our belief that a significant amount of each officer's performance of the Company.

Each year, the compensation committee establishes a new annual target for the Named Executive Officers under the existing incentive February 2010, an EPS target of \$0.705 to \$0.735 was approved. The annual target represented management's estimate of EPS for the fiscal year growth of five to ten percent over the actual results achieved during fiscal year 2009. Management's estimate was primarily driven by the environment and the impact on the restaurant industry and the Company, offset by anticipated food cost deflation. Depending on the level each year, the bonus may be reduced to a minimum of \$0 or increased to a maximum of two times the base amount. The base, minimum each officer are shown in the table below. Each \$0.005 change from the EPS target results in an increase or decrease of 7% to the base bonus specified. For example, if we achieved \$0.74 of EPS, the bonus payable would have been 107% of the base bonus amount. Conversely, if payable would have been 93% of the base bonus amount. The annual target can be adjusted for acquisitions or divestitures, accounting events as noted by the compensation committee. No such adjustments were made to the 2010 annual target, and in February 2011, the compensation to the officers at 191% of the base amount, based on actual EPS achieved during fiscal year 2010. The actual amounts earned by each Named Executive Officer year 2010 are more fully described in "Executive Compensation."

We pay bonuses on a quarterly basis, based upon achievement of quarterly targets that equal, in the aggregate, the annual target.

Table of Contents**Executive Incentive Compensation for the Fiscal Year 2010**

Name	Base Bonus \$	Minimum Bonus \$	Maximum Bonus \$
G.J. Hart	600,000		1,200,000
Scott M. Colosi	250,000		500,000
W. Kent Taylor	200,000		400,000
Steven L. Ortiz	400,000		800,000
Sheila C. Brown	100,000		200,000
Stock Awards			

Prior to fiscal year 2008, we had historically granted stock options to approximately 1,000 employees, including our Named Executive Officers. Under our 2004 Equity Incentive Plan, the exercise price of stock options is the closing price of our stock on the trading day immediately preceding the date of grant. It was our practice to grant options quarterly on the day that follows the third full trading day after the public release of the Company's earnings.

Beginning with fiscal year 2008, we have awarded restricted stock units in lieu of stock options to those employees who had been granted stock options. Each restricted stock unit represents the conditional right to receive one share of our common stock upon satisfaction of the vesting requirements. It was our practice of granting these awards quarterly on the day that follows the third full trading day after the public release of the Company's earnings.

Except with respect to Mr. Taylor's employment agreement, the Employment Agreements provide for the granting of restricted stock units, like stock options, offer the Named Executive Officers a financial interest in the Company and align their interests with those of the Company. Unlike stock options, the value of a restricted stock unit is dependent upon the price of our common stock on the date of vesting. Therefore, a restricted stock unit is more motivating to improve the Company's performance in the hope that the performance will be reflected by the stock price. Restricted stock units are granted to Named Executive Officers as they vest over a period of time. The number of restricted stock units granted to each officer reflects each officer's contribution to the success of the Company. The number of restricted stock units granted in 2008 are shown in the table below. Each officer is granted units each January 7 over a four-year period. Mr. Taylor requested that he not be granted any restricted stock units, and the compensation committee

	Restricted Stock Units granted pursuant to 2008 Employment Agreements
G.J. Hart	240,000
Scott M. Colosi	125,000
W. Kent Taylor	
Steven L. Ortiz	175,000
Sheila C. Brown	75,000

There were no grants of stock awards to the Named Executive Officers during fiscal year 2010. Except with respect to Mr. Taylor's employment agreement, the Employment Agreements provide for the granting of restricted stock units, like stock options, offer the Named Executive Officers a financial interest in the Company and align their interests with those of the Company. Amendments provided for a grant to

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each officer of restricted stock units in the amounts set forth below on January 8, 2011, which stock will vest on January 7, 2013.

	Restricted Stock Units granted pursuant to Amendments
G.J. Hart	80,000
Scott M. Colosi	41,667
W. Kent Taylor	
Steven L. Ortiz	58,333
Sheila C. Brown	25,000

Separation and Change in Control Arrangements

The Employment Agreements provide that, except in the event of a change in control, no severance will be paid to Messrs. Hart, T employment, but each is entitled to receive a crisp \$100 bill if his employment is terminated by us without cause before the end of the t in control, the Employment Agreements with Mr. Colosi and Ms. Brown provide that if we terminate either of their employment without and if the officer signs a release of all claims against us, we will pay a severance payment equal to the officer's base salary for a period o incentive bonus earned by the officer during the last four full fiscal quarters immediately preceding the fiscal quarter in which the termi component of the severance payments is subject to deductions and withholdings and is to be paid to the officers in periodic installments payroll practices. The bonus component of the severance payments to the officers is to be paid on the same date as the payment would h employment not been terminated.

The Employment Agreements with each of the officers also provide that if the officer's employment is terminated other than for ca if the officer resigns for good reason following a change in control because he or she is required to move, the Company's successor does agreement, or the officer's duties, pay or total benefits are reduced, such officer will receive severance payments in an amount equal to t bonus for a period which is the longer of through the end of the term of the agreement or one year. In addition, the officer's unvested sto any, will become vested as of the date of termination. The payments and acceleration of vesting of the stock options or other stock awar signing a full release of claims against us. The salary component of the severance payments is subject to deductions and withholdings a periodic installments in accordance with our normal payroll practices. The bonus component of the severance payments to the officers i payment would have been made had his or her employment not been terminated.

The estimated amounts that would have been payable to a Named Executive Officer under these arrangements are more fully descr Control and Change of Responsibility Payments."

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COMPENSATION COMMITTEE REPORT

The compensation committee has reviewed and discussed the Compensation Discussion and Analysis required by Item 402(b) of Regulation S-K. Based on such review and discussions, the compensation committee recommended to the Board that the Compensation Discussion and Analysis be included in the Compensation Discussion and Analysis section of the Company's Annual Report on Form 10-K for the year ended December 28, 2010.

All members of the compensation committee concur in this report.

James F. Parker, Chair
Martin T. Hart
Gregory N. Moore
James R. Ramsey
James R. Zarley

COMPENSATION COMMITTEE INTERLOCKS AND INSIDER PARTICIPATION

The compensation committee of the Board is comprised of Messrs. Martin Hart, Moore, Parker, Ramsey and Zarley, each a non-executive officer. None of our executive officers serve on the compensation committee or board of directors of any other company of which any member of our board of directors is an executive officer.

Table of Contents**EXECUTIVE COMPENSATION**

The following table sets forth the total compensation paid or accrued for the fiscal years 2010, 2009 and 2008 for G.J. Hart, our President, Scott M. Colosi, our Chief Financial Officer, and each of our three other most highly compensated executive officers, each of whom were in the fiscal year 2010.

Summary Compensation Table

Name and Principal Position (a)	Year (b)	Salary (\$) (c)	Bonus \$(1) (d)	Grant Date Fair Value of Stock Awards \$(2) (e)	Non-equity Incentive Plan Compensation (\$) (f)	Total (g)
G.J. Hart President, Chief Executive Officer	2010	600,000			1,142,400	1,742,400
	2009	600,000			1,200,000	1,800,000
	2008	600,000		2,344,800	324,000	3,268,800
Scott M. Colosi Chief Financial Officer	2010	300,000	200		476,000	776,000
	2009	300,000	200		500,000	800,000
	2008	300,000	200	1,221,250	135,000	1,856,250
W. Kent Taylor Chairman of the Company	2010	300,000			380,800	680,800
	2009	300,000			400,000	700,000
	2009	300,000			108,000	408,000
Steven L. Ortiz Chief Operating Officer	2010	460,000			761,600	1,221,600
	2009	460,000			800,000	1,260,000
	2008	460,000	200	1,709,750	216,000	2,385,750
Sheila C. Brown General Counsel, Corporate Secretary	2010	225,000	200		190,400	415,400
	2009	225,000	200		200,000	425,000
	2008	225,000	200	732,750	54,000	991,750

(1)

This column represents holiday bonus awards paid to the Named Executive Officers for the fiscal years ended December 28, 2009 and December 30, 2008.

(2)

For restricted stock units, fair value is equal to the closing price of the Company's common stock on the trading day immediately preceding the grant date, which was \$9.77. No option awards were granted during the period of time covered by this table.

The Company cautions that the amounts reported in the Summary Compensation Table for these awards may not represent the value that the Named Executive Officers will actually realize from the awards. Whether, and to what extent, a Named Executive Officer realizes value will depend on the Company's operating performance, stock price fluctuations and the Named Executive Officer's continued service with the Company. Additional information regarding stock and option awards is reflected in the "Grants of Plan-Based Awards Table" and the "Outstanding Equity Awards at Fiscal Year End Table."

Grants of Plan-Based Awards in Fiscal Year 2010

There were no grants of stock awards to the Named Executive Officers during fiscal year 2010.

Table of Contents**Outstanding Equity Awards**

The following table presents information with respect to outstanding stock option and stock awards as of December 28, 2010 by the

Outstanding Equity Awards at Fiscal Year End Table

Name (a)	Option Awards			Option Expiration Date(1) (e)	Stock Awards	
	Number of Securities Underlying Options Unexercised Exercisable (#) (b)	Number of Securities Underlying Options Unexercised (#) (c)	Exercise Price (\$) (d)		Number of Shares or Units of Stock That Have Not Vested (#)(2) (f)	Market Value of Shares or Units of Stock That Have Not Vested (\$)(3) (g)
G.J. Hart	175,000		8.75	10/08/2014(i)	120,000(i)	2,077,200
Scott M. Colosi	35		3.45	09/09/2012(ii)	62,500(ii)	1,081,875
	35		3.45	09/09/2012(iii)		
	35		3.45	09/09/2012(iv)		
	3,480		3.45	09/09/2012(ii)		
	18,750		8.75	10/08/2014(v)		
	95,000		8.75	10/08/2014(vi)		
W. Kent Taylor			NA	NA		NA
Steven L. Ortiz	7,402		8.75	10/04/2014(vii)	87,500(iii)	1,514,625
	28,160		8.75	10/04/2014(vii)		
	57,000		8.75	10/08/2014(viii)		
	57,000		8.75	10/08/2014(v)		
	171,000		8.75	10/08/2014(vi)		
Sheila C. Brown			NA	NA	37,500(iv)	649,125

(1) The option vesting dates are as follows:

- (i) 10/08/2007
- (ii) 09/09/2006
- (iii) 09/09/2007
- (iv) 09/09/2008
- (v) 10/08/2006
- (vi) 10/08/2007

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(vii) 10/04/2005

(viii) 10/08/2005

See the "Compensation Discussion and Analysis" for the conditions of accelerated vesting upon termination of employment o

(2)

The vesting schedule is as follows:

(i) 60,000 shares on each of January 7, 2011 and January 7, 2012

(ii) 31,250 shares on each of January 7, 2011 and January 7, 2012

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- (iii) 43,750 shares on each of January 7, 2011 and January 7, 2012
- (iv) 18,750 shares on each of January 7, 2011 and January 7, 2012
See the Compensation Discussion and Analysis for the conditions of accelerated vesting upon termination of employment or
- (3) Market value was computed using the Company's closing stock price on December 28, 2010 of \$17.31 per share.

Option Exercises

The following table presents information with respect to stock options exercised during the fiscal year ended December 28, 2010 b

Option Exercises and Stock Vested Table

Name (a)	Option Awards		Stock Awards	
	Number of Shares Acquired on Exercise (#) (b)	Value Realized on Exercise \$(1) (c)	Number of Shares Acquired on Vesting (#) (d)	Value Realized on Vesting \$(2) (e)
G.J. Hart	205,448	986,614	60,000	669,000
Scott M. Colosi	221,415	2,586,426	31,250	348,438
W. Kent Taylor		NA		NA
Steven L. Ortiz		NA	43,750	487,812
Sheila C. Brown	114,264	425,191	18,750	209,063

- (1) The value realized upon exercise of options represents the difference between the market value of the underlying securities at the time of exercise and the exercise price of the options.
- (2) The value realized upon vesting of restricted stock units represents the market value of the underlying shares on the vesting date.

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Termination, Change of Control and Change of Responsibility Payments

The following table lists the estimated amounts payable to a Named Executive Officer if his or her employment had been terminated or a change of control on December 28, 2010, the last day of our fiscal year, provided that each officer signed a full release of all claims against the company.

Termination Payments Table

Name (a)	Estimated Payments \$(1) (b)	Estimated Value of Newly Vested Stock Awards \$(2) (c)	Total \$((d)
G.J. Hart	100	2,077,200	2,077,300
Scott M. Colosi	397,945	1,081,875	1,479,820
W. Kent Taylor	100	NA	100
Steven L. Ortiz	100	1,514,625	1,514,725
Sheila C. Brown	210,959	649,125	860,084

(1)

Messrs. Hart, Taylor and Ortiz were each entitled to a crisp \$100 bill upon the termination of their employment without cause. If Mr. Hart had been terminated under those circumstances, he would have received the amount of his annual base salary then in effect (\$500,000) plus the bonus he earned (\$500,000) during the four quarters preceding the fourth quarter of the fiscal year 2010. If the employment of Mr. Taylor had been terminated under those circumstances, he would have received the amount of his annual base salary then in effect (\$225,000) for 180 days plus the bonus he earned (\$200,000) during the four quarters preceding the fourth quarter of the fiscal year 2010.

(2)

Except with respect to Mr. Taylor, who has no restricted stock units, each officer's restricted stock units would have become vested upon the termination of his or her employment without cause. The amounts shown in this column represent the value of the restricted stock units and common stock on December 28, 2010, which was \$17.31. The number of restricted stock units which would have vested on the termination of employment is shown in the "Equity Awards." None of the Named Executive Officers had unvested stock options as of December 28, 2010.

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The following table lists the estimated amounts payable to a Named Executive Officer if his or her employment had been terminated of control, or if any of the officers had resigned his or her position for good reason following a change of control, on December 28, 2010 provided that each officer signed a full release of all claims against us.

Change in Control, Change in Responsibilities Payments Table

Name (a)	Estimated Payments \$(1) (b)	Estimated Value of Newly Vested Stock Awards \$(2) (c)	Total \$((d)
G.J. Hart	1,211,538	2,077,200	3,288,738
Scott M. Colosi	555,769	1,081,875	1,637,644
W. Kent Taylor	505,769	NA	505,769
Steven L. Ortiz	868,846	1,514,625	2,383,471
Sheila C. Brown	329,327	649,125	978,452

(1)

If the employment of any of the officers had been terminated without cause following a change of control, or if any of the officers had resigned his or her position for good reason following a change of control, the officer would have received the amount of his or her then current base salary through the end of the term of the officer's employment agreement, but not less than one year. Had an officer's employment been so terminated, the officer would have continued to receive payment through January 7, 2012.

The table below details the estimated payment for each officer.

Name (a)	Salary \$((b)	Bonus \$((c)	Total Estimated Payments \$((d)
G.J. Hart	611,538	600,000	1,211,538
Scott M. Colosi	305,769	250,000	555,769
W. Kent Taylor	305,769	200,000	505,769
Steven L. Ortiz	468,846	400,000	868,846
Sheila C. Brown	229,327	100,000	329,327

(2)

Except with respect to Mr. Taylor, who has no restricted stock units, each officer's restricted stock units would have become exercisable at the termination of his or her employment without cause following a change of control, or if any of the officers had resigned his or her position for good reason following a change of control. The amounts shown in this column represent the value of the restricted stock units at the closing of the company on December 28, 2010, which was \$17.31. The number of restricted stock units which would have vested on that date are shown in the table below. None of the Named Executive Officers had unvested stock options as of December 28, 2010.

Table of Contents**STOCK OWNERSHIP INFORMATION**

The following table sets forth as of December 28, 2010 certain information with respect to the beneficial ownership of the Company by the Executive Officer, the Chief Financial Officer and the other three executive officers of the Company who earned the highest total compensation (the "Named Executive Officers"), (ii) each director or nominee for director of the Company, (iii) all directors and executive officers of the Company other than management stockholders known by the Company to be the owner of 5% or more of the Company's common stock. The Company has 12,500,000 shares of common stock outstanding. In the table below, the voting percentages reflect all the shares common stock outstanding as of December 28, 2010.

Name	Common Stock(1)	
	Common Stock Ownership(2)	Percent
Directors, Nominees and Named Executive Officers:		
W. Kent Taylor(3)(4)	8,200,008	11.35%
G.J. Hart	289,032	*
Martin T. Hart(5)	213,008	*
Gregory N. Moore	64,722	*
James F. Parker	73,560	*
James R. Ramsey	73,368	*
James R. Zarley	62,500	*
Steven L. Ortiz	595,628	*
Scott M. Colosi	203,045	*
Sheila C. Brown	68,048	*
Directors, Nominees and All Executive Officers as a Group (10 Persons)	9,842,919	13.45%
Other 5% Beneficial Owners**		
Capital Research Global Investors 333 South Hope Street Los Angeles, California 90071	4,672,200(6)	6.47%
Prudential Financial, Inc 751 Broad Street Newark, New Jersey 07102-3777	4,331,890(7)	6.00%
Blackrock, Inc. 40 East 52nd Street New York, New York 10022	4,156,333(8)	5.76%

*

Represents beneficial ownership of less than 1.0% of the outstanding shares of class.

**

This information is based on stock ownership reports on Schedule 13G filed by each of these stockholders with the SEC as of

(1)

Based upon information furnished to the Company by the named persons and information contained in filings with the SEC. U is deemed to beneficially own shares over which the person has or shares voting or investment power or has the right to acquire within 60 days, and such shares are deemed to be outstanding for the purpose of computing the percentage beneficially owned by such person. "Common Stock Ownership" includes (a) stock held in joint tenancy, (b) stock owned as tenants in common, (c) stock

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held by spouse or other members of the reporting person's household and (d) stock in which the reporting person either has or exercises control, even though the reporting person disclaims any beneficial interest in such stock.

(2)

The following table lists the shares to which each named person has the right to acquire beneficial ownership within 60 days of the exercise of stock options or the vesting of restricted stock units granted pursuant to our equity incentive plan:

Name	Shares which may be acquired within 60 days pursuant to stock awards
W. Kent Taylor	
G.J. Hart	235,000
Martin T. Hart	47,500
Gregory N. Moore	47,500
James F. Parker	47,500
James R. Ramsey	20,834
James R. Zarley	47,500
Steven L. Ortiz	364,312
Scott M. Colosi	148,585
Sheila C. Brown	18,750
Directors, Nominees and All Executive Officers as a Group (10 Persons)	977,481

(3)

Mr. Taylor's address is c/o Texas Roadhouse, Inc., 6040 Dutchmans Lane, Suite 200, Louisville, Kentucky 40205.

(4)

100,000 shares are pledged to a bank.

(5)

165,508 shares are pledged to a bank.

(6)

As reported on the Schedule 13G filed by Capital Research Group Investors with the SEC on February 10, 2011, it has sole voting and dispositive power with respect to these shares.

(7)

As reported on the Schedule 13G filed by Prudential Financial, Inc. with the SEC on February 8, 2011, it has sole voting and dispositive power with respect to 434,625 shares, shared voting power with respect to 1,871,826 shares, and shared dispositive power with respect to 3,897,265 shares. Prudential Financial, Inc. indirectly owns 100% of the equity interests of Jennison Associates LLC, which filed a Schedule 13G with the SEC on February 10, 2011. Jennison Associates LLC does not file jointly with Prudential Financial, Inc., and as such, shares included in the Schedule 13G filed by Prudential Financial, Inc. should not be included in the shares reported on the Schedule 13G filed by Prudential Financial, Inc. Jennison Associates LLC has sole voting and dispositive power with respect to 3,961,455 shares and shared dispositive power with respect to 4,077,944 shares.

(8)

As reported on the Schedule 13G filed by Blackrock, Inc. with the SEC on February 9, 2011, it has sole voting and dispositive power with respect to these shares.

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STOCKHOLDER PROPOSALS

Under Rule 14a-8 promulgated under the Securities Exchange Act of 1934 ("Exchange Act"), stockholders may present proposals for consideration at the next annual meeting of its stockholders by submitting their proposals to the Company in a timely manner with Rule 14a-8.

The Company's by-laws, a copy of which is available on the Company's website, www.texasroadhouse.com, require stockholders to submit proposals for consideration by stockholders at the 2012 Annual Meeting, other than stockholder proposals that are included in the proxy statement, to the principal executive offices of the Company on or before December 10, 2011. This notice must include a description of the business to be presented at the meeting, the name and address of the stockholder proposing such business and of the beneficial owner, if any, on whose behalf the business is being proposed, and the number of shares of the Company which are beneficially owned by the stockholder and such other beneficial owner and any material interest of such other beneficial owner in such business. Similar requirements are set forth in the Company's by-laws with respect to stockholders desiring to be elected as director. Exchange Act rules permit management to vote proxies in its discretion in certain cases if the stockholder does not vote in certain other cases notwithstanding the stockholder's compliance with these deadlines. If a stockholder submitting a matter to be raised at the meeting or a candidate for election as director desires that such matter or candidate be included in the Company's proxy statement, such proposal must be submitted to the Company no later than December 10, 2011.

The rules of the SEC set forth standards for what stockholder proposals the Company is required to include in a proxy statement for

STOCKHOLDERS' COMMUNICATIONS WITH THE BOARD

Stockholders that want to communicate in writing with the Board, or specified directors individually, may send proposed communications to the Secretary, Sheila C. Brown, at 6040 Dutchmans Lane, Suite 200, Louisville, Kentucky 40205. The proposed communication will be reviewed by the General Counsel. If the communication is appropriate and serves to advance or improve the Company or its performance, contains no material false or misleading information, is not unreasonable in length, and is directly applicable to the business of the Company, it is expected that the communication will receive presentation to the Board or appropriate director(s).

SECTION 16(a) BENEFICIAL OWNERSHIP REPORTING COMPLIANCE

Section 16(a) of the Exchange Act requires the Company's directors and officers, and persons who beneficially own more than 10% of the Company's equity securities, to file with the SEC initial reports of stock ownership and reports of changes in stock ownership and to provide copies of such filed forms. Based solely on its review of such copies or written representations from reporting persons, the Company believes that the Company is in compliance with the requirements of Section 16(a) on a basis during the fiscal year ended December 28, 2010.

FORM 10-K

The Company's Annual Report on Form 10-K for the fiscal year ended December 28, 2010, accompanies this proxy statement. The Annual Report does not form any part of the material for solicitation of proxies.

Any stockholder who wishes to obtain, without charge, a copy of the Company's Annual Report on Form 10-K for the fiscal year ended December 28, 2010, which includes financial statements, and is required to be filed with the SEC, may access it at www.texasroadhouse.com in the Internet or by a written request to Sheila C. Brown, Corporate Secretary, Texas Roadhouse, Inc., 6040 Dutchmans Lane, Suite 200, Louisville, KY 40205.

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OTHER BUSINESS

The Board is not aware of any other matters to be presented at the Annual Meeting other than those set forth herein and routine ma meeting. If any other matters should properly come before the Annual Meeting or any adjournment or postponement thereof, the person substitutes, intend to vote on such matters in accordance with their best judgment.

By Order of the Board of Directors,

Sheila C. Brown
Corporate Secretary

Louisville, Kentucky
April 8, 2011

Please vote your shares through any of the methods described on the proxy card as promptly as possible, whether or not you plan person. If you do attend the Annual Meeting, you may still vote in person, since the proxy may be revoked at any time before its exercise the proxy to the Company's Corporate Secretary.

