# **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

**CURRENT REPORT** 

Pursuant to Section 13 or 15(d) of the **Securities Exchange Act of 1934** 

Date of Report (Date of earliest event reported): November 4, 2010

# ADDUS HOMECARE CORPORATION

(Exact name of registrant as specified in its charter)

Delaware	001-34504	20-5340172
(State or other jurisdiction	(Commission	(IRS Employer
of incorporation)	File Number)	Identification Number)
2401 South Plum Grove Road, Palatine, Illinois (Address of principal executive offices)		60067 (Zip Code)
(Registra	(847) 303-5300 nt's telephone number, including area code)	
(Former name	${f N}/{f A}$ e or former address, if changed since last rep	ort)
(State or other jurisdiction of incorporation)  2401 South Plum Grove Road, Palatine, Illinois (Address of principal executive offices)  (847) 303-5300 (Registrant's telephone number, including area code)  N/A (Former name or former address, if changed since last report)  eck the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following visions:  Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425) Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)		
Written communications pursuant to Rule 425 under the Secu	urities Act (17 CFR 230.425)	
Soliciting material pursuant to Rule 14a-12 under the Exchan	nge Act (17 CFR 240.14a-12)	
Pre-commencement communications pursuant to Rule 14d-2	(b) under the Exchange Act (17 CFR	240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

### Item 2.02. Results of Operations and Financial Condition

On November 4, 2010, Addus HomeCare Corporation issued a press release announcing its earnings for the three and nine month periods ended September 30, 2010. A copy of the press release is furnished as Exhibit 99.1 to this report.

In accordance with General Instruction B.2 of Form 8-K, the information in this Current Report on Form 8-K, including the exhibit, shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, and shall not be incorporated by reference into any registration statement or other document filed under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

### Item 9.01. Financial Statements and Exhibits

(d) Exhibits:

Exhibit No. Description

99.1 Press release of Addus HomeCare Corporation dated November 4, 2010.

### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

# ADDUS HOMECARE CORPORATION

Dated: November 4, 2010	By:
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By: /s/ Francis J. Leonard

Name: Francis J. Leonard

Title: Chief Financial Officer

# **Exhibit Index**

Exhibit No. Description

99.1 Press release of Addus HomeCare Corporation dated November 4, 2010.



**Investor Contact:** 

Amy Glynn / Nick Laudico The Ruth Group

Phone: (646) 536-7023 / 7030 Email: aglynn@theruthgroup.com Email: nlaudico@theruthgroup.com

### Addus HomeCare Reports Third Quarter 2010 Results

### Third Quarter Financial Highlights

- Total net service revenues grew 4.5% to \$69.8 million
- Home & Community segment net service revenues increased 6.4% to \$57.3 million
- Home Health segment net service revenues decreased 3.0% to \$12.5 million
- Net income of \$1.5 million, or \$0.14 per diluted share

Palatine, IL, November 4, 2010 - Addus HomeCare Corporation (Nasdaq: ADUS), a comprehensive provider of home-based social and medical services, announced today its financial results for the three and nine months ended September 30, 2010.

Mark Heaney, President and Chief Executive Officer of Addus HomeCare, stated, "We are disappointed with our performance in the third quarter. While our largest division, Home & Community, performed well, our Home Health business was well below our expectations. However, we expect that Home Health will become a growing contributor due to the investments we've made.

"We remain focused on the Company's accounts receivable collections and continue to make progress. In addition, the CarePro acquisition is proceeding smoothly and the business is performing in line with our expectations," Heaney added.

### Third Quarter Review

Total net service revenues for the quarter ended September 30, 2010 were \$69.8 million, a 4.5% increase compared to \$66.8 million in the prior year quarter. The acquisition of Advantage Health Systems, which we refer to as CarePro, contributed approximately \$2.5 million in revenues in the third quarter.

Third quarter 2010 net income of \$1.5 million, or \$0.14 per diluted share, including \$0.01 per share in acquisition related expenses, was based on 10.7 million diluted shares outstanding. This compares to net income after preferred stock dividends of \$0.9 million, or \$0.40 per diluted share based on 5.2 million diluted shares outstanding, in the prior year period. Net income in the third quarter of 2009 before preferred stock dividends was \$2.1 million.

Addus HomeCare Reports Third Quarter 2010 Results Page 2

Adjusted earnings before interest, taxes, depreciation, amortization, and stock-based compensation ("Adjusted EBITDA") for the third quarter of 2010 was \$3.9 million, compared to \$5.4 million in the prior year quarter. Contributing to the decrease in adjusted EBITDA in the current quarter was a decrease of \$1.0 million in the Home Health segment due principally to lower starts of care in Integrated Services, \$0.4 million in pre-tax separation costs related to the resignation of the Company's CFO and executive recruitment costs, and \$0.2 million in pre-tax class action litigation costs. Additionally, the Company recorded a pre-tax reduction in management bonuses of approximately \$1.0 million in the third quarter of 2010.

Home & Community segment net service revenues for the third quarter of 2010 were \$57.3 million, a 6.4% increase compared to \$53.9 million in the prior year quarter. The total segment revenue growth of \$3.4 million came from a 2.5% organic growth rate plus \$2.0 million from CarePro operations. Organic revenue growth was driven by the Illinois rate increase and ongoing sales efforts.

Home & Community gross profit margin increased to 25.3% in the third quarter of 2010, compared to 24.9% in the third quarter of 2009. Home & Community operating income, including depreciation and amortization but excluding corporate expenses, was \$5.9 million, or 10.3% of revenue, compared to \$5.4 million, or 10.1% of revenue, in the prior year quarter.

Home Health segment net service revenues for the third quarter of 2010 were \$12.5 million, a 3.0% decrease compared to \$12.9 million in the prior year quarter. Home Health segment revenues include approximately \$0.5 million from CarePro operations. The decrease in revenues was largely the result of lower starts of care in Integrated Services.

Home Health gross profit margin was 45.0% in the third quarter of 2010, compared to 48.2% in the prior year period. Home Health operating income, including depreciation and amortization but excluding corporate expenses, was \$1.1 million, or 8.5% of revenues, compared to \$2.1 million, or 15.9% of revenues, in the prior year quarter. The decline in Home Health operating income was primarily due to lower starts of care in the Integrated Services program, a slight increase in visits per episode and investments related to the expansion of the sales force.

### Nine Month Review

Total net service revenues for the nine months ended September 30, 2010 were \$201.6 million, a 4.1% increase compared to \$193.6 million in the prior year period. The acquisition of CarePro contributed approximately \$2.5 million in revenues.

Net income for the nine months ended September 30, 2010 of \$4.5 million, or \$0.43 per diluted share, including \$0.02 per share in acquisition related expenses, was based on 10.6 million diluted shares outstanding. This compares to net income after preferred stock dividends of \$1.9 million, or \$1.04 per diluted share based on 5.2 million diluted shares outstanding, for the nine months ended September 30, 2009. Net income for the first nine months of 2009 before preferred stock dividends was \$5.4 million.

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Adjusted EBITDA for the nine months ended September 30, 2010 was \$11.9 million, compared to \$14.9 million in the prior year period.

Home & Community segment net service revenues for the first nine months of 2010 were \$164.2 million, a 5.0% increase compared to \$156.4 million in the prior year period. The total segment revenue growth of \$7.8 million was attributable to a 3.7% organic growth rate plus \$2.0 million in revenue from CarePro operations.

Home & Community operating income, including depreciation and amortization but excluding corporate expenses, was \$16.9 million, compared to \$15.8 million in the prior year period.

Home Health segment net service revenues for the nine months ended September 30, 2010 were \$37.5 million, a 0.6% increase compared to \$37.2 million in the prior year period. Home Health segment revenues include approximately \$0.5 million attributable to CarePro operations.

Home Health operating income, including depreciation and amortization but excluding corporate expenses, was \$3.8 million, compared to \$5.6 million in the prior year period.

The information provided in this release includes Adjusted EBITDA, a non-GAAP financial measure, which the Company defines as net income plus depreciation and amortization, net interest expense, income tax expense and stock-based compensation expense. The Company has provided, in the financial statement tables included in this press release, a reconciliation of Adjusted EBITDA to net income, the most directly comparable GAAP measure. Management believes that Adjusted EBITDA is useful to investors, management and others in evaluating the Company's operating performance to provide investors with insight and consistency in the Company's financial reporting and present a basis for comparison of the Company's business operations among periods, and to facilitate comparison with the results of the Company's peers.

#### **Conference Call**

Addus will report its 2010 third quarter and nine months financial results after the market close on Thursday, November 4, 2010. Management will conduct a conference call to discuss its results at 5 p.m. Eastern time on November 4, 2010. The toll-free number is (866) 314-9013 (international callers should call 617-213-8053), with the passcode: 15474536. A telephonic replay of the conference call will be available through midnight on November 11, 2010, by dialing (888) 286-8010 (international callers should call 617-801-6888) and entering the passcode 70303689.

A live broadcast of Addus HomeCare's conference call will be available under the Investor Relations section of the Company's website, <a href="https://www.addus.com">www.addus.com</a>. An online replay of the conference call will also be available on the Company's website for one month, beginning approximately three hours following the conclusion of the live broadcast.

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#### **About Addus**

Addus is a comprehensive provider of a broad range of social and medical services in the home. Addus' services include personal care and assistance with activities of daily living, skilled nursing and rehabilitative therapies, and adult day care. Addus' consumers are individuals with special needs who are at risk of hospitalization or institutionalization, such as the elderly, chronically ill and disabled. Addus' payor clients include federal, state and local governmental agencies, the Veterans Health Administration, commercial insurers and private individuals.

### **Forward-Looking Statements**

Certain matters discussed in this press release constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements may be identified by words such as "continue," "expect," and similar expressions. Forward-looking statements involve a number of risks and uncertainties that may cause actual results to differ materially from those expressed or implied by such forward-looking statements, including the expected benefits and costs of acquisitions, management plans related to acquisitions, the possibility that expected benefits may not materialize as expected, the failure of a target company's business to perform as expected, Addus HomeCare's inability to successfully implement integration strategies, changes in reimbursement, changes in government regulations, changes in Addus HomeCare's relationships with referral sources, increased competition for Addus HomeCare's services, increased competition for joint venture and acquisition candidates, changes in the interpretation of government regulations, and other risks set forth in the Risk Factors section in Addus HomeCare's Prospectus, filed with the Securities and Exchange Commission on October 29, 2009, in Addus HomeCare's Annual Report on Form 10-K, filed with the Securities and Exchange Commission on March 29, 2010, and in Addus HomeCare's Quarterly Report on Form 10-Q, filed with the Securities and Exchange Commission on August 10, 2010, each of which is available at http://www.sec.gov. Addus HomeCare undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

(Unaudited tables and notes follow)

# ADDUS HOMECARE CORPORATION AND SUBSIDIARIES

### Condensed Consolidated Statements of Income (amounts and shares in thousands, except per share data) (Unaudited)

	For	For the Three Months Ended September 30, 2010 2009		For	For the Nine Months 2010		2009	
Net service revenues	\$	69,842	\$	66,803	\$	201,612	\$	193,608
Cost of service revenues		49,710		47,148		142,924		136,588
Gross profit		20,132		19,655		58,688		57,020
General and administrative expenses		16,277		14,375		46,972		42,358
Depreciation and amortization		1,058		1,234		2,955		3,678
Total operating expenses		17,335		15,609		49,927		46,036
Operating income		2,797		4,046		8,761		10,984
Interest expense, net		855		1,021		2,323		3,189
Income from operations before taxes		1,942		3,025		6,438		7,795
Income tax expense		463		935		1,947		2,409
Net income		1,479		2,090		4,491		5,386
Less: Preferred stock dividends				(1,157)				(3,441)
Net income attributable to common shareholders	\$	1,479	\$	933	\$	4,491	\$	1,945
Income per common share:								
Basic	\$	0.14	\$	0.92	\$	0.43	\$	1.91
Diluted	\$	0.14	\$	0.40	\$	0.43	\$	1.04
Weighted average number of common shares outstanding:								
Basic		10,681		1,019		10,561		1,019
Diluted		10,681		5,162		10,561		5,167

### Condensed Consolidated Balance Sheets (Amounts in thousands) (Unaudited)

	Sej	ptember 30, 2010	Decer	mber 31, 2009	
<u>Assets</u>					
Current assets					
Cash	\$	612	\$	518	
Accounts receivable, net		75,712		70,491	
Prepaid expenses and other current assets		8,719		6,937	
Deferred tax assets		6,459		5,700	
Income taxes receivable		93		732	
Total current assets	_	91,595		84,378	
Property and equipment, net		3,151		3,133	
Other assets			'		
Goodwill		63,702		59,482	
Intangible assets, net		14,423		13,082	
Deferred tax assets		64		509	
Other assets		764		731	
Total other assets		78,953		73,804	
Total assets	<u>\$</u>	173,699	\$	161,315	
<u>Liabilities and stockholders' equity</u>					
Current liabilities					
Accounts payable	\$	4,600	\$	3,763	
Accrued expenses		28,871		25,557	
Current maturities of long-term debt		6,369		7,388	
Deferred revenue	<u> </u>	2,108		2,189	
Total current liabilities		41,948		38,897	
Long-term debt, less current maturities		44,152		41,851	
Other long-term liabilities		1,103		_	
Total stockholders' equity	<u>-</u> -	86,496		80,567	
Total liabilities and stockholders' equity	\$	173,699	\$	161,315	

# ADDUS HOMECARE CORPORATION AND SUBSIDIARIES

## Condensed Consolidated Statements of Cash Flows (Amounts in thousands) (Unaudited)

		the Nine Months Ended
	September 30, 2010	September 30, 2009
Net Income	\$ 4,491	1 \$ 5,386
Adjustments to reconcile net income to net cash provided by operating activities		
Depreciation and amortization	2,955	3,678
Deferred income taxes		(249)
Change in fair value of financial instrument	(191	1) (395)
Stock-based compensation	197	7 212
Amortization of debt issuance costs	118	3 530
Provision for doubtful accounts	3,158	3 2,097
Changes in operating assets and liabilities:		
Accounts receivable	(8,379	
Prepaid expenses and other assets	(1,782	
Accounts payable	837	7 862
Accrued expenses	3,426	7,038
Deferred revenue	(81	, , ,
Income taxes	325	93
Net cash provided by operating activities	5,074	1,752
Acquisitions of businesses, net of acquired cash	(5,587	7) (1,717)
Purchases of property and equipment	(524	4) (356)
Net cash used in investing activities	(6,111	(2,073)
Payments on term-loan	_	(4,987)
Net borrowings (repayments) on revolving credit loan	<u> </u>	306
Net borrowings (repayments) on new term loan	5,000	)
Net borrowings (repayments) on new credit facility	(2,500	D) —
Payments on dividend notes	(750	D) —
Net borrowings (repayments) on other notes	(468	3) 1,509
Debt issuance costs	(151	<u> </u>
Net cash provided by (used in) financing activities	1,131	(3,172)
Net change in cash	94	4 (3,493)
Cash at the beginning of period	518	6,113
Cash at the end of the period	\$ 612	\$ 2,620

# Segment Information (Unaudited)

		For the Three Months Ended September 30, 2010				
	Home & Commun	ty Home Health	Corporate	Total		
Net service revenues	\$ 57,3		\$ —	\$ 69,842		
Cost of service revenues	42,83	6,898		49,710		
Gross profit	14,49	99 5,633	_	20,132		
General and administrative expenses	7,8	71 4,415	3,991	16,277		
Depreciation and amortization	7:	_	188	1,058		
Total operating expenses	8,58	33 4,573	4,179	17,335		
Operating income	\$ 5,9	\$ 1,060	\$ (4,179)	\$ 2,797		
	For Home & Commun	or the Three Months End ity Home Health	ed September 30, 2009 Corporate	Total		
Net service revenues	\$ 53,88		\$ —	\$ 66,803		
Cost of service revenues	40,45		<u> </u>	47,148		
Gross profit	13,42	27 6,228	_	19,655		
General and administrative expenses	7,14	19 3,990	3,236	14,375		
Depreciation and amortization	8	188	202	1,234		
Total operating expenses	7,99	93 4,178	3,438	15,609		
Operating income	\$ 5,43	\$ 2,050	\$ (3,438)	\$ 4,046		
	F Home & Commun	or the Nine Months Ende	ed September 30, 2010 Corporate	Total		
Net service revenues			\$ —			
Cost of service revenues	\$ 164,15 122,53	·	<b>5</b> —	\$201,612 142,924		
Gross profit	41,62	· ·	_	58,688		
General and administrative expenses  Depreciation and amortization	22,7° 1,94		11,363 529	46,972		
Total operating expenses	24,77		11,892	2,955 49,927		
	\$ 16,89					
Operating income	\$ 10,00	99 \$ 3,754	<u>\$(11,892)</u>	\$ 8,761		
		au tha Nina Mantha Ende	10 1 20 2000			
			ed September 30, 2009			
	Home & Commun	ty Home Health	<u>Corporate</u>	Total		
Net service revenues	Home & Commun \$ 156,38	Home Health 37 \$ 37,221		\$193,608		
Cost of service revenues	Home & Commun \$ 156,38 117,00	Home Health           37         \$ 37,221           79         19,509	<u>Corporate</u> \$ —	\$193,608 136,588		
	Home & Commun \$ 156,38	Home Health           37         \$ 37,221           79         19,509	<u>Corporate</u>	\$193,608		
Cost of service revenues  Gross profit  General and administrative expenses	Home & Commun  \$ 156,38	Home Health           37         \$ 37,221           79         19,509           08         17,712           22         11,538	<u>Corporate</u> \$ — 9,798	\$193,608 136,588 57,020 42,358		
Cost of service revenues  Gross profit  General and administrative expenses  Depreciation and amortization	Home & Commun  \$ 156,38	Home Health           37         \$ 37,221           29         19,509           08         17,712           22         11,538           11         581	Corporate	\$193,608 136,588 57,020 42,358 3,678		
Cost of service revenues  Gross profit  General and administrative expenses	Home & Commun  \$ 156,38	Home Health           37         \$ 37,221           29         19,509           08         17,712           22         11,538           11         581	<u>Corporate</u> \$ — 9,798	\$193,608 136,588 57,020 42,358		

### Key Statistical and Financial Data (Unaudited)

	F	For the Three Months Ended September 30, 2010 2009			F	or the Nine Months	Ended Septe	ember 30, 2009
General:								
Adjusted EBITDA (in thousands) (1)	\$	3,924	\$	5,350	\$	11,913	\$	14,874
States served at period end	Ψ	3,324	Ψ	5,550	Ψ	19	Ψ	16
Locations at period end						134		120
Employees at period end						13,861		12,567
Home & Community								
Average weekly census		21,335		20,236		20,725		20,176
Billable hours (in thousands)		3,371		3,248		9,795		9,600
Billable hours per business day		51,867		50,750		51,017		50,262
Revenues per billable hour	\$	17.00	\$	16.59	\$	16.76	\$	16.29
Home Health								
Average weekly census:								
Medicare		1,434		1,451		1,485		1,439
Non-Medicare		1,504		1,579		1,523		1,550
Medicare admissions (2)		1,960		1,995		6,190		5,797
Medicare revenues per episode completed	\$	2,646	\$	2,514	\$	2,587	\$	2,517
Percentage of Revenues by Payor:								
State, local or other governmental		81%		81%		80%		82%
Medicare		11%		12%		12%		12%
Other		8%		7%		8%		6%

<sup>(1)</sup> We define Adjusted EBITDA as earnings before interest, taxes, depreciation, amortization, and stock-based compensation expense. Adjusted EBITDA is a performance measure used by management that is not calculated in accordance with generally accepted accounting principles in the United States (GAAP). It should not be considered in isolation or as a substitute for net income, operating income or any other measure of financial performance calculated in accordance with GAAP.

<sup>(2)</sup> Medicare admissions represents the aggregate number of new cases approved for Medicare services during a specified period.

Adjusted EBITDA (1) (Unaudited)	 For the Three Months Ended September 30, 2010 2009		For the Nine Months 2010		s Ended September 30, 2009		
Reconciliation of Adjusted EBITDA to Net Income:							
Net income	\$ 1,479	\$	2,090	\$	4,491	\$	5,386
Net interest expense	855		1,021		2,323		3,189
Income tax expense	463		935		1,947		2,409
Depreciation and amortization	1,058		1,234		2,955		3,678
Stock-based compensation expense	 69		70		197		212
Adjusted EBITDA	\$ 3,924	\$	5,350	\$	11,913	\$	14,874

(1) We define Adjusted EBITDA as earnings before interest, taxes, depreciation, amortization, and stock-based compensation expense. Adjusted EBITDA is a performance measure used by management that is not calculated in accordance with generally accepted accounting principles in the United States (GAAP). It should not be considered in isolation or as a substitute for net income, operating income or any other measure of financial performance calculated in accordance with GAAP.