## UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D. C. 20549 FORM 10-Q

(Mark One)

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

For the quarterly period ended

June 30, 1995

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

0-12001

For the transition period from

to

Commission file number

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1331011 TITE Hamber

St. Joe Paper Company (Exact name of registrant as specified in its charter)

Florida (State or other jurisdiction of incorporation or organization) 59-0432511

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

Suite 400, 1650 Prudential Drive, Jacksonville, Florida 32207 (Address of principal executive offices) (Zip Code)

(904) 396-6600

(Registrant's telephone number, including area code)

None

(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 X NO

#### APPLICABLE ONLY TO CORPORATE ISSUERS:

As of June 30, 1995 there were 30,498,650 shares of common stock, no par value, outstanding.

ST. JOE PAPER COMPANY

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#### ST. JOE PAPER COMPANY CONSOLIDATED BALANCE SHEET (Dollars in thousands)

ASSETS	June 30 December 1995 19 (Unaudited)		
Current Assets:     Cash and cash equivalents     Short-term investments     Accounts receivable     Inventories     Other assets     Total Current Assets	\$ 81,970 69,172 94,687 79,694 22,325 347,848	\$ 71,890 61,156 88,606 57,673 21,677 301,002	
Investment and Other Assets:  Marketable securities Other assets  Total Investments and Other Assets	181,405 48,688 230,093	174,027 50,426 224,453	
Property, Plant and Equipment, Net Total Assets	1,045,828 \$1,623,769	1,026,875 \$1,552,330	
LIABILITIES AND STOCKHOLDERS' EQUITY Current Liabilities:   Accounts payable   Accrued liabilities   Income taxes payable   Long-term debt due within one year   Total Current Liabilities	\$ 43,586 34,442 - 13,135 91,163	\$ 44,804 25,339 7,012 19,672 96,827	
Accrued Casualty Reserves and Other Liabilities Long-Term Debt due After One Year Deferred Income Taxes and Income Tax Credits Minority Interest in Consolidated Subsidiaries	16,271 36,131 229,328 260,578	14,534 37,220 215,311 251,457	
Stockholders' Equity:    Common stock, no par value; 60,000,000 shares    authorized; 30,498,650 shares issued and    outstanding    Retained earnings    Net unrealized gains on debt and marketable    equity securities    Total Stockholders' Equity Total Liabilities and Stockholders' Equity	8,714 932,320 49,264 990,298 \$1,623,769	8,714 887,520 40,747 936,981 \$1,552,330	

See accompanying notes.

### ST. JOE PAPER COMPANY CONSOLIDATED STATEMENT OF INCOME AND RETAINED EARNINGS

(Unaudited)
(Dollars in thousands except per share amounts)

	ended 1995	Months June 30 1994	ended 1995	Months June 30 1994
Net Sales Operating Revenues Net Sales and	\$144,957 56,819	\$113,415 52,471	\$278,018 107,794	\$230,243 103,011
Operating Revenues Cost of Sales Operating Expenses	201,776 107,175 41,860	165,886 100,395 37,252	385,812 205,993 78,446	333,254 198,438 73,735
Cost of Sales and Operating Expenses	149,035	137,647	284,439	272,173
Gross Profit Selling, General and Administrative Expenses	52,741 14,803	28,239 14,266	101,373 30,341	61,081 28,088
Operating Profit	37,938	13,973	71,032	32,993
Other Income (Expense): Dividends Interest income	768 3,890	531 2,329	1,333 7,527	1,065 4,833
Interest expense Gain on sales and other dispositions of property,	(1,328)	(1,005)	(2,714)	(1,968)
plant and equipment Other, net	3,186 2,173 8,689	375 704 2,934	4,001 3,545 13,692	759 1,791 6,480
Income before Income Taxes and Minority Interest	46,627	16,907	84,724	39,473
Provision for Income Taxes Income before Minority Interest	17,150 29,477	6,913 9,994	31,218 53,506	14,816 24,657
Income Applicable to Minority Interest in Consolidated		9,994	33,300	24,037
Subsidiaries Net Income Retained Earnings at	3,141 \$ 26,336	2,367 \$ 7,627	5,656 \$ 47,850	8,870 \$ 15,787
Beginning of Period Dividends	907,509 1,525	858,146 1,525	887,520 3,050	851,511 3,050
Retained Earnings at End of Period	\$932,320	\$864,248	\$932,320	\$864,248
Per Share Data: Dividends Net Income	\$0.05 \$0.86	\$0.05 \$0.25	\$0.10 \$1.57	\$0.10 \$0.52

See accompanying notes.

## ST. JOE PAPER COMPANY CONSOLIDATED STATEMENT OF CASH FLOWS (Unaudited)

(Dollars in thousands except per share amounts)

Six Months ended June 30 Cash Flows from Operating Activities: 1995 1994 Net Income \$47,850 \$15,787 Adjustments to reconcile net income to cash provided by operating activities: Depreciation and depletion 31,765 31,095 8,870 Minority interest in income 5,656 Gain on sale of property (759) (4,001)Increase in deferred income taxes 7,472 4,993 Changes in operating assets and liabilities: Accounts receivable (6,081)(6,058)6,690 **Inventories** (22,021)Other assets 1,090 (4,328)Accounts payable, accrued liabilities and casualty reserves 9,622 3,697 Income taxes payable 1,689 (7,012)Cash Provided by Operating Activities 64,340 61,676 Cash Flows from Investing Activities: Purchases of property, plant and equipment (61, 328)(47,506)Purchases of investments: Available for sale (16,401)(721)Held to maturity (77,695)(80, 265)Proceeds from dispositions of assets 14,611 4,529 Maturity and redemption of investments: Available for sale 18,193 1,061 Held to maturity 79,861 60,133 (42,759) Cash Used in Investing Activities (62,769)Cash Flows from Financing Activities: Net change in short-term borrowings (2,339)2,514 Dividends paid to stockholders (3,050)(3,050)Repayment of long-term debt (5,287)(638) Dividends paid to minority interest (825)(860)Cash Used in Financing Activities (2,034)(11,501)Net increase (decrease) in cash and cash equivalents 10,080 (3, 127)Cash and Cash Equivalents at Beginning of Period 71,890 48,304 Cash and Cash Equivalents at End of Period \$81,970 \$45,177 Supplemental Disclosure of Cash Flow Information: Cash paid during the year for: Interest \$ 2,524 \$ 1,871 Income taxes \$26,572 \$10,927 See accompanying notes

## ST. JOE PAPER COMPANY NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (Dollars in thousands)

- 1. In the opinion of the Company, the accompanying unaudited consolidated financial statements contain all adjustments (consisting of only normal recurring accruals) necessary to present fairly the financial position as of June 30, 1995 and December 31, 1994 and the results of operations and cash flows for the three and six month periods ended June 30, 1995 and 1994.
- 2. The results of operations for the three and six month periods ended June 30, 1995 and 1994 are not necessarily indicative of the results that may be expected for the full year.
- 3. Inventories at June 30, 1995 and December 31, 1994:

	June 30 1995	December 31 1994
Manufactured paper products and associated raw materials Materials and supplies	\$ 43,039 26,008	\$ 27,023 25,640
Sugar	10,647 \$ 79,694	5,010 \$ 57,673

4. The Company and its subsidiaries are involved in litigation on a number of matters and are subject to certain claims which arise in the normal course of business, none of which, in the opinion of management, is expected to have a material adverse effect on the Company's consolidated financial position or results of operations.

The Company has retained certain self-insurance risks with respect to losses for third party liability, property damage and group health insurance provided to employees.

The Company is subject to costs arising out of environmental laws and regulations, which include obligations to remove or limit the effects on the environment of the disposal or release of certain wastes or substances at various sites. It is the Company's policy to accrue and charge against earnings environmental cleanup costs when it is probable that a liability has been incurred and an amount is reasonably estimable. As assessments and cleanups proceed, these accruals are reviewed and adjusted, if necessary, as additional information becomes available.

# ST. JOE PAPER COMPANY NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (Dollars in thousands)

The Company is currently a party to, or involved in, legal proceedings directed at the cleanup of two Superfund sites. The Company has accrued its allocated share of the total estimated cleanup costs for these two sites. Based upon management's evaluation of the other potentially responsible parties, the Company does not expect to incur additional amounts even though the Company has joint and several liability. Other proceedings involving environmental matters such as alleged discharge of oil or waste material into water or soil are pending against the Company.

It is not possible to quantify future environmental costs because many issues relate to actions by third parties or changes in environmental regulation. However, based on information presently available, management believes that the ultimate disposition of currently known matters will not have a material effect on the financial position or liquidity of the Company, but could be material to the results of operation of the Company in any one period. As of June 30, 1995 and December 31, 1994, the aggregate environmental related accruals were \$6.7 million. Environmental liabilities are paid over an extended period and the timing of such payments cannot be predicted with any confidence.

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF THE CONSOLIDATED FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### OVERVIEW

Quarter ended June 30, 1995

Net sales and operating revenues for the quarter were \$201.8 million, a \$35.9 million increase over the same period in 1994 and a \$17.8 million increase over the first quarter of 1995. Cost of sales and operating expenses were \$149.0 million, up from \$137.6 million in 1994 and 135.4 million in the first quarter of 1995. These costs were 73.9% of net sales and operating revenues in 1995 compared to 83.0% in 1994 and 73.6% in the first quarter 1995. Selling, general and administrative expenses rose from \$14.3 million in the second quarter of 1994 to \$14.8 million in 1995, a decrease from the \$15.5 million recorded in the first quarter 1995. As a result of these changes, operating profit during the second quarter of 1995 was \$37.9 million compared to \$14.0 million in the same quarter of 1994 and \$33.1 million in the first quarter of 1995.

Six Months ended June 30, 1995

Net sales and operating revenues for the six months ended June 30, 1995 were \$385.8 million, a \$52.5 million increase over the same period in 1994. Cost of sales and operating expenses were \$284.4 million, up from \$272.2 million. These costs were 73.7% of net sales and operating revenues in 1995 compared to 81.7% in 1994. Selling, general and administrative expenses rose to \$30.3 million in 1995 from \$28.1 million in 1994. Operating profit during the first six months of 1995 was \$71.0 million compared to \$33.0 million 1994.

An analysis of operating results by segment follows:

#### Forest Products

Quarter ended June 30, 1995

	1995	1994	% Increas	е
Net Sales	125,092	93,033	34.5	
Cost of Sales	94,768	85,352	11.0	
Selling, General and Administrative Expe	nses 7,609	7,319	4.0	
Operating Profit	22,715	362	6174.9	

	1995	1994	% Increase
Net Sales	240,340	177,533	35.4
Cost of Sales	181,265	167,840	8.0
Selling, General and Administrative Ex	penses 15,670	14,697	6.6
Operating Profit (Loss)	43,405	(5,004)	967.4

The containerboard market began to demonstrate some softness following the price increase April 1, 1995. Average selling price for the Company's linerboard rose from \$374 per ton in the second quarter of 1994 to \$565 per ton in 1995, a 51% increase. Net sales to outside customers by the Company's paper mill increased 49% in the second quarter of 1995 compared to the same period last year on a volume increase of 2%. The Company's container revenues were 25% higher in 1995 than the second quarter of 1994 on a volume decrease of 8.3%. Timber sales to outside customers decreased 24% on a volume decline of 22% as more of the Company's timber production was required by the mill. The Company increased its timber purchases from outside suppliers to meet the mill requirements which, together with the decreased timber sales, resulted in a \$1.4 million decrease in operating profit from the timber operations. Mill production of mottle white linerboard rose by 51% and this was a major factor in a 15% increase in production cost per ton.

#### Transportation

Quarter ended June 30, 1995

			/0 Increase
	1995	1994	(Decrease)
Net Sales	48,759	44,792	8.9
Cost of Sales	36,757	32,638	12.6
Selling, General and Administrative Expenses	4,967	4,082	21.7
Operating Profit	7,035	8,072	(12.9)
Six Months ended June 30, 1995			
			% Increase
	1995	1994	(Decrease)
Net Sales	91,936	87,928	4.6
Cost of Sales	68,424	64,420	6.2
Selling, General and Administrative Expenses	9,291	8,442	10.1
Operating Profit	14,221	15,066	(5.6)

% Increase

The composition of revenues and expenses in the Transportation segment changed significantly in the second quarter of 1995. Florida East Coast Industries (FECI) acquired an 80% interest in International Transit, Inc. (ITI), a common motor carrier with 1994 annual operating revenues in excess of \$21 million and, on April 1, 1995, the Florida East Coast Railway Company (FEC) commenced haulage agreements with a connecting rail carrier regarding the connecting carrier's intermodal traffic to and from FEC's south Florida intermodal terminals and enabling FEC to move intermodal freight to and from a terminal established by FEC at Macon, Georgia. Operating results for the transportation segment for the second quarter included ITI's revenues and expenses which accounted for most of the increases in operating revenues, operating expenses and selling, general and administrative expenses.

#### Sugar

Quarter ended June 30, 1995

			% Increase
	1995	1994	(Decrease)
Net Sales	11,531	14,647	(21.3)
Cost of Sales	7,925	11,565	(31.5)
Selling, General and Administrative Expenses	537	776	(30.8)
Operating Profit	3,069	2,306	33.1
Six Months ended June 30, 1995			
			% Increase
	1995	1994	(Decrease)
Net Sales	23,866	28,017	(14.8)
Cost of Sales	16,291	22,374	(27.2)
Selling, General and Administrative Expenses	2,007	1,835	9.4
Operating Profit	5,568	3,808	46.2
	-,	-,	

The sugar segment experienced a 27.8% volume reduction in the second quarter of 1995 compared to 1994. The selling price rose 8.9%. Increased productivity drove down the cost per ton of sugar by 13.2%. The segment produced 28.3% more sugar in 1995 than 1994 with an 18.4% increase in the amount of cane ground and an 8.5% increase in the yield. Selling, general and administrative expenses were up by \$ 0.2 million.

#### Communications

Quarter ended June 30, 1995

		% Increase
1995	1994	(Decrease)
8,060	7,679	5.0
5,103	4,614	10.6
1,079	1,102	(2.1)
1,878	1,963	(4.3)
		% Increase
1995	1994	(Decrease)
15,859	15,083	5.1
10,023	9,315	7.6
2,227	2,153	3.4
3,609	3,615	(0.2)
	8,060 5,103 1,079 1,878 1995 15,859 10,023 2,227	8,060 7,679 5,103 4,614 1,079 1,102 1,878 1,963  1995 1994 15,859 15,083 10,023 9,315 2,227 2,153

Operating revenues increased in 1995 compared to 1994 largely due to mandated adjustments in the interstate access charge pooling process. All three local exchange companies began their cable maintenance earlier in 1995 than 1994 resulting in increased operating expenses.

#### Real Estate

Quarter ended June 30, 1995

	1995	1994	% Increase
Net Sales	8,559	6,216	37.7
Cost of Sales	4,679	4,464	4.8
Selling, General and Administrative Expenses	640	482	32.8
Operating Profit	3,240	1,270	155.1
Six Months ended June 30, 1995			
			% Increase
	1995	1994	(Decrease)
Net Sales	14,570	25,698	(43.3)
Cost of Sales	9,137	9,170	(0.4)
Selling, General and Administrative Expenses	1,204	1,020	18.0
Operating Profit	4,229	15,508	(72.7)

In 1994, a single realty property sale of \$11.3 million was made by Gran Central, Florida East Coast Industries, Inc. real estate subsidiary, to the State of Florida which was not repeated in 1995. Rent and other income increased by \$1.2 million in the second quarter of 1995 compared to the same period in 1994. Cost of sales increased 4.8% in the second quarter compared to the same period in 1994. Selling, general and administrative expenses increased by \$0.2 million.

Other Income increased \$5.8 million in the second quarter of 1995 compared to 1994. Interest income increased by \$1.5 million reflecting increased investment and higher rates. Gain on sales and other dispositions of property, plant and equipment increased \$2.8 million due to the sale of an unused facility in Wilmington, Delaware. Other income, net rose by \$1.4 million primarily due to the sale of material from the Company's linerboard mill.

Net Income increased \$18.7 million (245.3%) during the second quarter of 1995 from the same period in 1994. Earnings per share increased \$0.61 to \$0.86.

#### Financial Position

The Company's financial position remains strong. Current assets rose to \$347.8 million, an \$46.8 million increase from year end. Current liabilities dropped by \$5.6 million causing the current ratio to rise from 3.1 to 1at year end to 3.8 to 1 at the end of the second quarter.

The Company increased its investment in marketable securities by \$7.4 million over year end. Net property, plant and equipment increased by \$18.9 million, largely in FECI. Deferred income taxes grew by \$14.0 million, due to the tax effect of an increase in the unrealized gains on debt and marketable equity securities and a decrease in alternative minimum tax credits.

Stockholders' equity at March 31, 1995 was \$32.47 per share, an increase of \$1.75 from December 31, 1994.

#### PART II - OTHER INFORMATION

#### Item 1. Legal Proceedings

No change from Form 10-K for the year ended December 31, 1994  $\,$ 

#### Item 5. Other Information

On May 9, 1995, the Board of Directors passed the resolution amending the Company's bylaws shown in exhibit 3(ii) regarding indemnification of officers and directors

#### **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 thereunto duly authorized.

- St. Joe Paper Company (Registrant)
- J. M. Jones, Jr. Vice President and CFO
  - D. M. Groos Comptroller

August 14, 1995 Date

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#### RESOLUTIONS OF THE BOARD OF DIRECTORS ST. JOE PAPER COMPANY

WHEREAS, pursuant to Article XI of the Articles of Incorporation of the corporation, the directors of the corporation, subject to the By-laws adopted by stockholders, if any, may amend the By-laws of the corporation.

WHEREAS, the board of directors believes it in the best interests of the corporation to clarify the rights to indemnification of officers and directors, as well as make advancement of legal expenses to such person mandatory, subject to conditions imposed by law,

NOW THEREFORE, BE IT RESOLVED, that the By-laws of the corporation be, and they hereby are, amended by deleting paragraph 9 of Article III thereof in its entirety and substituting the following new paragraph 9 of Article III:

The corporation shall indemnify every person (and his executors, administrators or heirs) who was or is a party or is or was threatened to be made a party to any action, suit, or proceeding, whether civil, criminal, administrative or investigative, by reason of the fact that he is or was a director or officer of the corporation, or who, while being such a director or officer of the corporation, is or was serving at the request of the corporation as a director, officer, employee, agent or trustee of another corporation, partnership, joint venture, trust, employee benefit plan, or other enterprise, against expenses (including counsel fees), judgments, fines and amounts paid in settlement actually and reasonably incurred by him in connection with such action, suit or proceeding, to the full extent permitted by applicable law, including Section 607.0850 of the Florida Business Corporation Act. Such indemnification shall include advances of expenses in advance of final disposition of such action, suit or proceeding, subject to compliance with the provisions of Section 607.0850(6) of the Florida Business Corporation Act requiring the director or officer to provide an undertaking to repay any advance as provided therein.

FURTHER RESOLVED, that the secretary of this corporation is hereby directed to insert a copy of such amendment to the By-laws in the minute book of this corporation.