

CARMAX INC
Form DEF 14A
May 13, 2005

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

SCHEDULE 14A

Proxy Statement Pursuant to Section 14(a) of the
Securities Exchange Act of 1934
(Amendment No. __)

Filed by the Registrant ☒ Filed by a Party other than the Registrant ☐

Check the appropriate box:

- ☐ Preliminary Proxy Statement
- ☐ **Confidential, for Use of the Commission Only** (as permitted by Rule 14a-6(e)(2))
- ☒ Definitive Proxy Statement
- ☐ Definitive Additional Materials
- ☐ Soliciting Material Pursuant to §240.14a-12

CARMAX, INC.

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(Name of Registrant as Specified In Its Charter)

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NOTICE OF ANNUAL MEETING OF SHAREHOLDERS

May 13, 2005

To our shareholders:

The 2005 annual meeting of CarMax, Inc. shareholders will be held at The Richmond Marriott West Hotel, 4240 Dominion Boulevard, Glen Allen, Virginia, on Tuesday, June 21, 2005, beginning at 10:00 a.m. Eastern time. At the meeting, the holders of the company's outstanding common stock will be asked to vote on the following matters:

- (1) Election of three directors for terms of three years.
- (2) Ratification of the selection of KPMG LLP as the company's independent auditors.
- (3) Approval of an amendment to the CarMax, Inc. Amended and Restated 2002 Stock Incentive Plan to increase the number of shares of the company's common stock reserved for issuance.
- (4) Approval of an amendment to the CarMax, Inc. Amended and Restated 2002 Non-Employee Directors Stock Incentive Plan to increase the number of shares of the company's common stock reserved for issuance.
- (5) Any other business that may properly come before the meeting or any postponements or adjournments thereof.

Only CarMax, Inc. common stock (NYSE: KMX) shareholders of record at the close of business on April 29, 2005, are entitled to vote at the meeting and any postponements or adjournments of the meeting. All shareholders, even if they plan to attend the annual meeting, are urged to vote their proxy by Internet, by telephone, or by mail.

By order of the board of directors,

Stuart A. Heaton

Vice President, General Counsel,

and Corporate Secretary

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THE PROXY PROCESS

This proxy statement, mailed on or about May 13, 2005, to holders of CarMax, Inc. ("CarMax" or "the company") common stock, is furnished in connection with the solicitation of proxies by the board of directors for use at the 2005 annual meeting of shareholders to be held on June 21, 2005. The proxies also will be effective at any postponements or adjournments of the annual meeting. A copy of the company's annual report for the fiscal year ended February 28, 2005, is being mailed to you with this proxy statement.

Your board of directors encourages you to vote in favor of all the director nominees, in favor of the ratification of the selection of KPMG LLP as the company's independent auditors, in favor of the amendment to the CarMax, Inc. Amended and Restated 2002 Stock Incentive Plan (the "2002 Plan"), and in favor of the amendment to the CarMax, Inc. Amended and Restated 2002 Non-Employee Directors Stock Incentive Plan (the "2002 Directors Plan").

Record Date

All shareholders that owned common stock at the close of business on April 29, 2005, are entitled to vote at the annual meeting. There were 104,463,090 shares of CarMax, Inc. common stock outstanding on that date.

Voting

Registered Holders. If you are a registered holder (i.e., if you hold shares in your name), you may vote in person at the annual meeting or by proxy. For these shares, you have three ways to vote by proxy:

1. Connect to the Internet at www.eproxy.com/kmx/ and follow the instructions.
2. Call 1-800-560-1965 and follow the instructions.
3. Complete the proxy card and return it in the enclosed envelope.

Complete instructions for voting your shares can be found on your proxy card. If you sign and return your proxy card but do not provide voting instructions, your shares will be voted **FOR** the election of director nominees named in the proxy statement, **FOR** the ratification of the selection of the company's independent auditors, **FOR** the approval of the amendment to the 2002 Plan, and **FOR** the approval of the amendment to the 2002 Directors Plan.

If you change your mind on any issue after you vote, you may revoke your proxy at any time before the close of voting at the annual meeting. There are four ways to revoke your proxy:

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1. Connect to the previously referenced website and follow the instructions for revoking a proxy.
2. Call the previously listed 800 number and follow the instructions for revoking a proxy.
3. Write to our corporate secretary at 4900 Cox Road, Glen Allen, Virginia 23060.
4. Vote your shares in person at the annual meeting.

Beneficial Owners. If your shares are held through a broker or other nominee (i.e., in street name), please follow the instructions found on the voting instruction card sent to you by your broker. Your broker will vote according to your instructions. If you sign and return your voting instruction card, but do not provide voting instructions, your broker may vote your shares **FOR** the election of director nominees named in the proxy statement, **FOR** the ratification of the selection of the company's independent auditors, **FOR** the approval of the amendment to the 2002 Plan, and **FOR** the approval of the amendment to the 2002 Directors Plan. If you do not return your voting instruction card, your broker may vote your shares **FOR** the election of director nominees named in the proxy statement and **FOR** the ratification of the selection of the company's independent auditors because these are routine matters under the rules of the New York Stock Exchange (NYSE); however, your broker will not vote your shares with respect to the approval of the amendment to the 2002 Plan or the approval of the amendment to the 2002 Directors Plan because these proposals are not routine matters under the NYSE rules.

Employee Stock Purchase Plan Participants. If you are a participant in the CarMax, Inc. Amended and Restated 2002 Employee Stock Purchase Plan (the ESPP), you will receive a proxy card on which to provide voting instructions to Computershare Trust Co., Inc. (Computershare), the plan service provider. You have three ways to instruct Computershare to vote your ESPP shares:

1. Connect to the Internet at www.eproxy.com/kmx/ and follow the instructions.
2. Call 1-800-560-1965 and follow the instructions.
3. Complete the proxy card and return it in the enclosed envelope.

Complete instructions can be found on the proxy card included with the proxy statement sent to plan participants. Computershare will vote according to your instructions. If you sign and return your voting proxy card, but do not provide voting instructions, Computershare may vote your shares **FOR** the election of director nominees named in the proxy statement, **FOR**

the ratification of the selection of the company's independent auditors, **FOR** the approval of the amendment to the 2002 Plan, and **FOR** the approval of the amendment to the 2002 Directors Plan. If you do not return your proxy card, Computershare will not vote any of your shares.

Rights. You are entitled to cast one vote for each share of common stock you hold.

Quorum. A majority of the shares outstanding on April 29, 2005, constitutes a quorum for this meeting. Abstentions and shares held by brokers or nominees that are voted on any matter are included in determining a quorum.

Vote Required. The three nominees for director receiving the most votes will be elected. Votes that are withheld and shares held in street name that are not voted in the election of directors will not be included in determining the number of votes cast and, therefore, will have no effect on the election of directors. The vote required for ratification of the selection of the company's independent auditors is described on page 25. The vote required for approval of the amendment to the 2002 Plan is described on page 30. The vote required for approval of the amendment to the 2002 Directors Plan is described on page 33.

Attending the Meeting

Shareholders who plan to attend the meeting may be asked to present a valid picture identification, such as a driver's license or passport. If you hold stock in street name, you must bring a copy of a brokerage statement indicating ownership of CarMax shares. If you are an authorized proxy or if you want to vote in person the shares that you hold in street name, you must present the proper documentation. Cameras, recording devices, and other electronic devices will not be permitted at the meeting.

Solicitation and Tabulation

The company will solicit proxies from our shareholders, and some of our employees may contact shareholders after the initial mail solicitation by telephone, by e-mail, or in person. We have also retained Morrow & Co., Inc. of New York, New York, to assist in the solicitation of proxies for a fee of \$9,000 and reimbursement of expenses. The cost of soliciting proxies will be borne by the company. We will reimburse brokerage firms and other custodians, nominees, and fiduciaries for their reasonable expenses in sending proxy materials to the beneficial owners of stock. Wells Fargo Bank Minnesota, N.A., our transfer agent, will tabulate the proxies and assist with the annual meeting.

Matters Before the 2005 Annual Meeting

Management and the directors are not aware of any matters that may come before the annual meeting other than matters disclosed in this proxy statement. However, if other matters do properly come before the meeting, it is the intention of the persons named on the proxy or voting instructions to vote in accordance with their best judgment.

Proposals for the 2006 Annual Meeting

For a shareholder proposal to be considered for possible inclusion in the 2006 Proxy Statement, the corporate secretary of CarMax must receive it no later than January 13, 2006. CarMax plans to hold its 2006 annual meeting on or about June 20, 2006.

If you wish to bring any matter, other than nominations of director candidates, before the 2006 annual meeting outside of the proxy statement process, you must notify the corporate secretary in writing no earlier than February 1, 2006, and prior to March 1, 2006. The process for shareholder nomination of directors is described on page 10. Regarding each matter, the notice must contain:

A brief description of the business to be brought before the annual meeting, including the complete text of any resolutions to be presented and the reasons for conducting such business at the meeting.

The name and address of the shareholder proposing such business.

A representation that the shareholder is a shareholder of record at the time of the giving of notice and intends to appear in person or by proxy at the meeting to present the business specified in the notice.

The class and number of shares of company stock owned by the shareholder.

Any interest that the shareholder may have in such business.

If proper notice is not provided prior to March 1, 2006, the chairman of the meeting may exclude the matter and it will not be acted upon at the 2006 meeting. If the chairman does not exclude the matter, the proxies may vote in the manner they believe is appropriate, as the Securities and Exchange Commission (SEC) rules allow.

PROPOSAL ONE ELECTION OF DIRECTORS

The company's board of directors is divided into three classes with staggered three-year terms. W. Robert Grafton, William S. Kellogg, and Austin Ligon have been nominated for reelection to the board for three-year terms expiring at the 2008 annual meeting.

Your proxy will be voted to elect each of the nominees unless you tell us otherwise. If any nominee is not available to serve for reasons such as death or disability your proxy will be voted for a substitute nominee if the board nominates one. Each nominee has consented to being named in this proxy statement and to serve if elected.

The board of directors recommends a vote **FOR** each of the nominees listed below. Information about the nominees and the other directors of the company whose terms of office do not expire this year follows.

Nominees for Election to Three-Year Terms Expiring at the 2008 Annual Meeting

W. ROBERT GRAFTON, 64. Director since 2003.

Retired Managing Partner-Chief Executive, Andersen Worldwide S.C. Andersen Worldwide provided global professional auditing and consulting services through its two service entities, Arthur Andersen and Andersen Consulting. He is a certified public accountant and joined Arthur Andersen in 1963. He was elected a member of the Board of Partners, Andersen Worldwide in 1991 and chairman of the Board of Partners in 1994. He served as Managing Partner-Chief Executive from 1997 through 2000. Mr. Grafton is currently lead director of DiamondRock Hospitality Company. WILLIAM S. KELLOGG, 61. Director since 2003.

Retired Chairman and Chief Executive Officer of Kohl's Corporation, a national chain of apparel and home products department stores. From 1978 to 2003, Kohl's business expanded from five stores in the Milwaukee area to almost 500 stores nationwide through organic growth and acquisitions of other retailers. Mr. Kellogg joined Kohl's in 1967, was chief executive officer from 1978 to 2001, and was chairman of the board from 1978 to 2003. AUSTIN LIGON, 54. Director since 1997.

President and Chief Executive Officer of CarMax. He is a co-founder of CarMax and has been integrally involved in the leadership of the business since its inception. He has been president of CarMax since 1995 and chief executive officer since the separation of the company from its former parent Circuit City Stores, Inc. on October 1, 2002. He was appointed senior vice president of corporate planning at Circuit City in 1991 and became senior vice president-automotive of Circuit City and president of CarMax in 1995. Prior to joining Circuit City in 1990, he was senior vice president of strategic planning for Marriott Hotels and Resorts.

Directors Whose Terms Expire at the 2007 Annual Meeting

KEITH D. BROWNING, 52. Director since 1997.

Executive Vice President and Chief Financial Officer of CarMax, Inc. He joined CarMax in 1996 after spending 14 years at Circuit City. While at Circuit City, he served as controller for the West Coast Division from 1984 to 1987, assistant controller from 1987 to 1990, corporate controller from 1990 to 1996, and vice president from 1992 to 1996. JAMES F. CLINGMAN, JR., 68. Director since 2003.

Retired President and Chief Operating Officer of the H.E. Butt Grocery Company, an independently owned food retailer. He joined H.E. Butt Grocery Company in 1975, was named chief operating officer in 1984 and president in 1995, and retired in 2003. Mr. Clingman is a director of H.E. Butt Grocery Company, Van de Walle Food Manufacturing Company, Ecce Panis, and Discovery Food Company as well as an advisory member of Schnucks Food Company.

MAJOR GENERAL HUGH G. ROBINSON, (U.S.A., Ret.), 72. Director since 2002.

Chairman and Chief Executive Officer of Granville Construction & Development Co., Inc., a firm that develops and constructs low- and moderate-income residential housing, since 2003. From 1989 to 2003, he was chairman and chief executive officer of the Tetra Group, a construction management and building services firm. He is an advisory board member of TXU Corp. He also is a former chairman and board member of the Federal Reserve Bank of Dallas. He is a retired Major General from the United States Army. He is a director of Aleris International, Inc.

RICHARD L. SHARP, 58. Director since 2002; previously a director from 1997 to 1999.

Chairman of the Board of CarMax and a private investor. He is a co-founder of CarMax. Mr. Sharp joined Circuit City Stores, Inc. as executive vice president in 1982. He was president of Circuit City from 1984 to 1997, chief executive officer from 1986 to 2000, and chairman of the board from 1994 to 2002. He is the chairman of the board of Flextronics International, Ltd. and Scram Technologies, Inc.

THOMAS G. STEMBERG, 56. Director since 2003.

Venture Partner of Highland Capital Partners since 2005 and Chairman Emeritus of the Board of Staples, Inc., an office supply superstore retailer. He is the founder of Staples, Inc. and pioneered the office superstore industry. He was chief executive officer of Staples, Inc. from 1986 to 2002. From 2002 to 2004, Mr. Stemberg served as an executive officer at Staples with the title of Chairman. Mr. Stemberg is a director of PETsMART, Inc., Polycom, Inc., and The NASDAQ Stock Market, Inc.

Directors Whose Terms Expire at the 2006 Annual Meeting

JEFFREY E. GARTEN, 58. Director since 2002.

Dean of the Yale School of Management since 1995. He was the United States Undersecretary of Commerce for International Trade from 1993 to 1995 and previously spent 13 years in investment banking with Lehman Brothers and Blackstone Group. He is a director of Aetna Corporation, Calpine Corporation, and Credit Suisse Asset Management.

BETH A. STEWART, 48. Director since 2002.

Chairman since 1999 and Chief Executive Officer since 2001 of Storetrax.com, an Internet retail real estate listing service company. She has served, since 1992, as president of Stewart Real Estate Capital, a real estate investment company. She was an adjunct professor at Columbia University Graduate School of Business from 1994 to 1996. She previously spent 12 years in investment banking with Goldman, Sachs & Co. She is a director of General Growth Properties, Inc. and Avatar Holdings, Inc.

WILLIAM R. TIEFEL, 71. Director since 2002.

Retired Vice-Chairman of Marriott International, Inc. and Chairman Emeritus of The Ritz-Carlton Hotel Company, L.L.C. since 2002. He joined Marriott Corporation in 1961. He was named president of Marriott Hotels and Resorts in 1989, president of Marriott Lodging in 1993, and vice-chairman of Marriott International and chairman of The Ritz-Carlton Hotel Company in 1998. He is a director of Bulgari Hotels and Resorts.

determining independence under this test.

3. A director who is affiliated with or employed by, or whose immediate family member is affiliated with or employed in a professional capacity by, present or former internal or external auditors of the company is not independent until three years after the end of either the affiliation or the auditing relationship.
4. A director who is employed, or whose immediate family member is employed, as an executive officer of another company where any of the company's present executives serves on that company's compensation committee is not independent until three years after the end of such service or the employment relationship.
5. A director who is an executive officer or an employee, or whose immediate family member is an executive officer, of another company that makes payments to, or receives payments from the company for property or services in an amount which in any single fiscal year exceeds the greater of \$1 million or 2% of such other company's consolidated gross revenues, is not independent until three years after falling below such threshold.

6. A director who serves as an executive officer of a charitable organization that receives contributions from the company in any single fiscal year in excess of the greater of \$1 million or 2% of such charitable organization's consolidated gross revenues is not independent until three years after falling below such threshold.

For purposes of the above categorical standards, the term "immediate family member" includes a person's spouse, parents, children, siblings, mothers and fathers-in-law, sons and daughters-in-law, brothers and sisters-in-law, and anyone (other than domestic employees) who shares such person's home.

In its annual review of director independence, with the assistance of the Nominating and Governance Committee, the board of directors evaluated the applicable commercial, industrial, banking, consulting, legal, accounting, charitable, familial, and other relationships of each director and their respective immediate family members with the company and its subsidiaries. In April 2005, the board of directors affirmatively determined, in its business judgment, that the following directors satisfy the company's independence guidelines and the NYSE listing standards: James F. Clingman, Jr., Jeffrey E. Garten, W. Robert Grafton, William S. Kellogg, Major General Hugh G. Robinson, Thomas G. Stemberg, Beth A. Stewart, and William R. Tiefel. Austin Ligon and Keith D. Browning did not qualify as independent directors because they are executive officers of the company. Richard L. Sharp did not qualify as an independent director because, within the past three years, he has served as an employee of Circuit City Stores, Inc. ("Circuit City"), the company's parent until October 1, 2002.

Executive Sessions

Executive sessions where nonmanagement directors meet on an informal basis are scheduled periodically. The company's corporate governance guidelines provide that the nonmanagement directors may designate a director to preside at executive sessions on an annual basis. Mr. Sharp has been designated to serve as presiding director for executive sessions through the date of the 2005 annual meeting of shareholders. The company's nonmanagement directors met in executive session three times in fiscal 2005.

Board and Committee Meeting Attendance

The board of directors met four times in fiscal 2005. Each director attended 75% or more of the total aggregate number of meetings of the board and of the committees on which he or she served.

Annual Meeting Attendance

The company requires members of the board of directors to attend the annual meeting of shareholders. All of the directors attended the 2004 annual meeting of shareholders, with Mr. Stemberg attending telephonically.

The board and the Nominating and Governance Committee believe that the board should be comprised of directors with varied, complementary backgrounds and that directors should, at a minimum, have business or other relevant expertise that may be useful to the company. The board and Nominating and Governance Committee also believe that directors should possess the highest personal and professional ethics and should be willing and able to devote the requisite amount of time to company business.

CORPORATE GOVERNANCE CONTINUED

When considering nominees for director, the Nominating and Governance Committee takes into account a number of factors, including the following:

Size of the existing board.

Character, judgment, skill, education, relevant business experience, integrity, reputation, and other personal attributes or special talents.

Independence from management, extent of existing commitments to other businesses, and potential conflicts of interest with other pursuits.

Financial and accounting background, to enable the committee to determine whether the nominee would be considered an audit committee financial expert or financially literate under the applicable rules of the NYSE and the SEC.

Whether the potential nominee is subject to a disqualifying factor as described in the company's corporate governance guidelines.

Process for Shareholder Nomination of Directors

The Nominating and Governance Committee will consider nominees for director suggested by shareholders applying the previously described criteria and considering the additional information referred to below. Under the company's Bylaws, a shareholder wishing to nominate a director at a shareholders meeting must deliver written notice to the company's corporate secretary of the intention to make such a nomination. The notice must be received no later than (1) 120 days in advance of an annual meeting of shareholders or (2) the close of business on the seventh day following the date on which notice of a special meeting for the election of directors is first given to shareholders.

A shareholder's notice of a proposed director nominee should be sent to our corporate secretary at CarMax, Inc. 4900 Cox Road, Glen Allen, Virginia 23060, and must include:

The shareholder's name and address.

Each nominee's name and address.

A statement that the shareholder is a holder of record entitled to vote at such meeting.

A statement that the shareholder intends to appear in person or by proxy at the meeting to nominate the person(s) specified in the notice.

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A description of all arrangements or understandings between the shareholder and each nominee and any other person concerning the nomination.

Other information about the nominee that would be included in a proxy statement soliciting proxies for the election of directors.

The consent of each nominee to serve as a director of the company if so elected.

These requirements are more fully described in Section 2.3 of the Bylaws, a copy of which will be provided, without charge, to any shareholder upon written request to the corporate secretary.

Process for Shareholder Communication with Directors

Any shareholder wishing to contact the board of directors or any individual director may write to Richard L. Sharp, chairman of the board, with a courtesy copy to Stuart A. Heaton, corporate secretary, at CarMax, Inc., 4900 Cox Road, Glen Allen, Virginia 23060. Shareholders may also contact Mr. Sharp and Mr. Heaton via e-mail at chairman@carmax.com.

At the direction of the board of directors, each communication will be screened by Mr. Sharp and Mr. Heaton. After screening, if appropriate, the communication will be forwarded, if addressed to an individual director, to that director. If the communication is unrelated to a shareholder issue, it will be forwarded to the appropriate department within the company for further handling.

SHARE OWNERSHIP TABLE

The following table includes information about the company's common stock beneficially owned as of February 28, 2005, by:

The company's CEO and the four other most highly compensated officers.

Each director and/or nominee for director.

All directors and executive officers of the company as a group.

Each person who is known by the company to beneficially own more than five percent of the outstanding shares of CarMax, Inc. common stock.

Unless otherwise noted, each shareholder has sole voting power and investment power with respect to securities shown in the table below.

	CarMax, Inc. Option Shares that May Be Acquired Within 60 Days after February 28, 2005	Shares of CarMax, Inc. Common Stock Beneficially Owned as of February 28, 2005 ⁽¹⁾	Percent of Class
Named Executive Officers			
Austin Ligon**	540,000	1,782,782 ⁽²⁾⁽³⁾	1.7%
Thomas J. Folliard	285,000	478,990 ⁽⁴⁾	*
Keith D. Browning**	225,000	447,541	*
Michael K. Dolan	303,750	432,013	*
Joseph S. Kunkel	228,250	263,359 ⁽⁵⁾	*
Directors/Director Nominees			
James F. Clingman, Jr.	870	1,653	*
Jeffrey E. Garten	4,782	6,311	*
W. Robert Grafton	959	4,776	*
William S. Kellogg	959	84,593 ⁽⁶⁾⁽⁷⁾	*
Hugh G. Robinson	2,870	5,033	*
Richard L. Sharp	4,782	201,490	*
Thomas G. Stemberg	870	10,093	*
Beth A. Stewart	4,782	160,382 ⁽⁸⁾⁽⁹⁾	*
William R. Tiefel	4,782	16,311	*
All directors and executive officers as a group (15 persons)	1,632,656	3,920,327	3.8%
Beneficial Owners of More Than 5%			
PRIMECAP Management Company	N/A	8,486,670 ⁽¹⁰⁾	8.1%

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225 South Lake Ave., #400
Pasadena, CA 91101

Capital Research and Management

Company

N/A

8,345,500₍₁₁₎

8.0%

333 South Hope Street

Los Angeles, CA 90071

Lee S. Ainslie III,

Maverick Capital Management, LLC

N/A

6,363,100₍₁₂₎

6.1%

300 Crescent Court, 18th Floor

Dallas, TX 75201

John W. Bristol & Co., Inc.

N/A

5,215,968₍₁₃₎

5.0%

48 Wall Street

New York, NY 10005

The company's officers, directors, and persons who beneficially own more than 10% of the company's common stock are required to report their common stock transactions to the SEC on Forms 3, 4, and 5 and provide copies of such forms to the company. Regulations also require the company to identify in this proxy statement any person subject to this requirement who failed to file any such report on a timely basis. As a matter of practice, members of our staff assist our executive officers and directors in preparing and filing these forms. Based solely on our review of the reports we have received or written representations that no other reports were required, we believe that all officers, directors, and beneficial owners of more than 10% of the company's common stock complied with the filing requirements applicable to them with respect to transactions during the fiscal year ended February 28, 2005, except for Hugh G. Robinson, director, who filed a late report concerning cancellation of certain stock options; Beth A. Stewart, director, who filed a late report concerning certain stock options granted to her husband as a director of Circuit City, the company's former parent company; and Stuart A. Heaton, vice president, secretary and general counsel, who filed a late report concerning the acquisition of certain change-of-control stock appreciation rights (SARs).

COMPENSATION AND PERSONNEL COMMITTEE REPORT

The committee is composed entirely of outside independent directors. The committee is responsible for the review, evaluation, and administration of the company's executive compensation program.

The committee is responsible for implementing an executive compensation program that:

Supports and reinforces the company's key operating and strategic goals.

Aligns the company's and shareholders' financial interests.

Attracts, retains, and motivates senior management talent by not only offering competitive pay opportunities, but also emphasizing the relationship between performance and pay.

The executive compensation program is administered with the goal of providing total compensation that is competitive, motivates the highest performance level possible, and maximizes total shareholder return.

Executive Compensation Philosophy

The company targets total compensation opportunities that are competitive with executives of similar responsibility at other retailers. Company performance dictates whether executives can earn above or below that level. The committee believes that the use of company-wide performance in setting goals promotes a unified vision for senior management and creates common motivation among the executives. Short- and long-term incentive opportunities are tied to the company's financial achievements and stock price performance.

Executive Compensation Program

The company's executive compensation program consists of three key elements:

Base salary.

Annual incentives.

Long-term incentives.

In general, the company's policy is to preserve full deductibility of executive compensation. However, notwithstanding this general policy, the committee has the authority to authorize payments or equity grants that may not be fully deductible, if it believes the arrangements are in the best interests of both the company and its shareholders.

COMPENSATION AND PERSONNEL COMMITTEE

Hugh G. Robinson, *Chairman*

James F. Clingman, Jr.

W. Robert Grafton

William S. Kellogg

Beth A. Stewart

William R. Tiefel

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Austin Ligon			396,250	348,750	\$ 9,675,294	\$ 4,423,631
Thomas J. Folliard			217,500	162,500	\$ 5,478,575	\$ 1,985,363
Keith D. Browning			157,500	162,500	\$ 3,733,250	\$ 1,985,363
Michael K. Dolan	25,000	\$ 299,825	245,000	140,000	\$ 6,252,613	\$ 1,728,488
Joseph S. Kunkel	40,000	\$ 645,220	170,750	138,750	\$ 4,189,701	\$ 1,693,519

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number of shares that would have been outstanding at the time of the public offering if Circuit City Stores' retained interest had been represented as actual shares outstanding.

FY 2000		FY 1999		FY 1998		FY 1997		FY 1996	
Shares	Avg. Price	Shares	Avg. Price	Shares	Avg. Price	Shares	Avg. Price	Shares	Avg. Price
4,380	\$ 1.77	4,822	\$ 1.49	4,769	\$ 0.51	4,278	\$ 0.22	3,518	\$ 0.22
1,132	\$ 5.89	205	\$ 8.63	413	\$ 13.04	961	\$ 1.68	796	\$ 0.22
(2,027)	\$ 0.22	(543)	\$ 0.22	(273)	\$ 0.22				
(161)	\$ 6.94	(104)	\$ 10.54	(87)	\$ 6.36	(470)	\$ 0.27	(36)	\$ 0.22
3,324	\$ 3.87	4,380	\$ 1.77	4,822	\$ 1.49	4,769	\$ 0.51	4,278	\$ 0.22
1,203	\$ 2.54	1,566	\$ 0.96	762	\$ 0.37				
101,054*		98,556*		97,644*		97,300*		97,300*	
1,132		205		413		961		796	
1.1%		0.2%		0.4%		1.0%		0.8%	
295				65		720			
				15.7%		74.9%			

26.1%

3.3%

4.4%

4.9%

4.9%

4.4%

1,160

2,253

2,435

2,520

1,800

34.9%

51.4%

50.5%

52.8%

42.1%

restoration plan, as described on page 21, was \$425,000 in 2005. The benefits shown above have not been limited by these caps.

In the event that there is a change in control of CarMax or a sale of its assets (as those terms are defined in the

independence.

Relying on these reviews and discussions, the committee recommended to the board of directors that the audited consolidated financial statements be included in the company's Annual Report on Form 10-K for the fiscal year ended February 28, 2005, for filing with the SEC.

AUDIT COMMITTEE

W. Robert Grafton, *Chairman*

James F. Clingman, Jr.

Hugh G. Robinson

Beth A. Stewart

The committee is also expressly authorized to make an award under the plan conditioned upon the surrender for cancellation of an existing incentive award.

Awards Issued under the 2002 Plan

As of February 28, 2005, the company has made incentive awards amounting to 8,272,550 shares of common stock reserved for issuance under the 2002 Plan. As a result, 1,727,450 shares of common stock remain available for incentive awards under the 2002 Plan. This amount includes shares that have been forfeited or otherwise terminated without issuance of shares. On February 28, 2005, the closing price for a share of common stock on the NYSE was \$33.00.

the optionee's termination of employment because of death or disability.

If the option so provides, an optionee exercising an option may pay the purchase price: in cash; by delivering

that are not voted on this proposal are not considered votes cast.

The board of directors recommends that the shareholders vote **FOR** Proposal Three.

