

## ANNUAL REPORT AND PROXY STATEMENT

# 2002

#### Annual Report to the Shareholders of Getz & Associates, Incorporated and the Results of the Fourth Quarter of the Corporation's Fiscal Year 2002 12738 Saddlemaker Court

Maryland Heights, Missouri 63043-2834

#### **INTRODUCTION**

The 2002 Annual Report to the Shareholders of Getz & Associates, Incorporated, is intended to inform you of the progress of the Corporation over the past year. Although abridged relative to past and future Annual Reports to the Shareholders, the report is organized to present the Corporation's activities and future perspective in a clear and concise manner. Please understand, however, that the Corporation cannot predict the future and forward-looking statements are made with the understanding that influences beyond the Corporation's control may change, either in favor or against the interests of the Corporation. Forward-looking statements are not guarantees but instead provide a perspective of management's expectations of how possible events may affect the Corporation's progress.

The first section of the report consists of a very brief written description of the Corporation's 2002 fiscal year, including a general overview of the Corporation's activities followed by information on the Corporation's investments and retail operations. Following the written description, you will find financial statements and notes to these statements detailing important aspects the numerical presentations do not fully reflect.

The Corporation always appreciates feedback. Should you have any questions on information in this report or about activities not fully described or addressed herein, please direct those inquiries to the Corporation. Additionally, if you would like to see additional information of a specific nature in future reports, these comments will allow the Corporation to do everything possible to fully inform you of our business and objectives.

#### **OVERVIEW OF 2002**

The year 2002 was marked by continuing uncertainty concerning the economy and the timing of any expected recovery. Although predictions of impending economic stability were plentiful, realization of those expectations were few. Throughout, securities markets struggled to gain a solid footing against a backdrop of uncertainty and continuing scandal. Despite these circumstances, the Corporation performed reasonably well in such a challenging environment.

The Corporation's investment portfolio remained largely unchanged throughout 2002. On January 17, 2002, the Corporation sold 400 shares of K-Mart Corporation, representing all of the Corporation's holdings, as K-Mart approached a bankruptcy filing which occurred later in the year. The Corporation recognized a significant \$2,699.46 loss on the sale. The following day, on January 18, 2002, the Corporation sold 100 shares of K-Swiss Corporation, representing half of the Corporation's holdings in the company, on which the Corporation realized a gain of \$2,108.49. The sale was prompted by reservations concerning K-Swiss's acquisition of Royal Elastics Footwear to the extent that the products and marketing strategy of Royal Elastics Footwear conflicted with the stated strategy of K-Swiss' existing products.

Other than the aforementioned sales, adjustments to the Corporation's investment portfolio during 2002 were the result of a number of stock splits which occurred in 2002. On June 6, 2002, AAON, Incorporated, split shares of its common stock on a 3-for-2 basis. As a result, the Corporation received an additional 100 shares of the company's common stock, brining its holdings to 300 shares. On June 24, K-Swiss Corporation split shares of its common stock on a 2-for-1 basis. The Corporation thus received an additional 100 shares of K-Swiss common stock, bringing its holdings to 200 shares. Finally, on July 16, 2002, The Midland Company split shares of its common stock on a 2-for-1 basis. As a result, the Corporation received an additional 225 shares of the company's common stock, resulting in the Corporation's holding 450 common shares of the company.

Meanwhile, the Corporation's retail business faced continuing challenges. A general lack of

interest in the stock market coupled with increased online competition created a very difficult retail environment. Retail sales again fell from the prior year, and the retail unit reported a net operating loss for the first year since operations began.

Despite the retail unit's substandard performance during 2002, the Corporation remains committed to focusing on its regular customers and seeking wholesale orders. In addition, the Corporation believes the retail unit remains a viable long-term enterprise for generating free cash flow for investment, as well as providing other tangible benefits to the Corporation, such as the Corporation's web site and online presence, all of the expenses of which are attributed to the retail unit.

Going forward, I see a number of opportunities for the Corporation which the Corporation hopes to realize in 2003 and beyond. I look forward to reporting on these opportunities in the near future.

Sincerely,

Carlton A. Getz, President Getz & Associates, Incorporated

#### **QUARTERLY AND ANNUAL RESULTS**

The Corporation recorded a net profit of \$210.46 for the fourth quarter of 2002 on revenues of \$337.88 and expenses of \$127.42. Revenues were derived from dividends (45.1%), interest income (28.2%), and retail sales (26.6%). Expenses consisted primarily of retail operations (96.0%) and general expenses (3.7%). Revenues from retail operations rose slightly from the previous quarter due to a large order received in the fourth quarter. Dividend and interest income were both essentially flat from the third to the fourth quarter as the Corporation's investment portfolio remained relatively unchanged and interest income was impacted by the low interest rate environment. Retail expenses rose from the third quarter to the fourth quarter due to the increase in retail sales, while general expenses rose due to additional banking fees associated with retail orders. Net retail loss for the fourth quarter was (\$32.29) on revenues of \$90.00 and expenses of \$122.29, resulting in a negative net margin of (35.9%).

For the year 2002, the Corporation reported net income of \$732.22, before extraordinary items, on revenues of \$1,714.22 and expenses of \$962.01, including \$590.97 related to extraordinary losses incurred during 2002.

Revenues for 2002 were primarily derived from retail sales (39.3%), dividends (35.7%), and interest income (22.9%). Interest income fell due to lower average interest rates as the Federal Reserve maintained low rate targets in an attempt to prompt an economic recovery. Dividend income rose from 2001 due to increased dividend payments by companies in which the Corporation held securities. Retail revenues continued to decline as the Corporation received fewer orders and recorded a third year without a wholesale order such as those which benefited results in 1998 and 1999.

Expenses for 2002 consisted almost entirely of retail operations (75.9%) with federal and state income taxes, fees, charitable contributions, and postage costs composing most of the balance. Retail expenses fell from 2001 due to reduced order volume.

For the full year 2002, the Corporation reported a net loss from retail operations of (\$55.99) on revenues of \$674.20 and expenses of \$730.19, reflecting a negative profit margin of (8.3%). This represents the first year since 1997 in which the retail unit has realized a loss on operations. However, the Corporation presently accounts for the full amount of its registration and web-hosting expenses in the retail category, which further increases expenses without a direct impact on revenues.

The Corporation's assets at December 10, 2002, were \$73,970.22, an increase of \$10,438.99, or 16.4%, from \$63,531.23 at December 10, 2001. Assets consisted of the Corporation's investment portfolio (64.8%), cash (34.4%), and retail assets (0.5%), which represent stock and bond certificates in inventory. Assets rose due to capital appreciation of securities in the Corporation's investment portfolio and the sale of more than 413 additional shares of the Common Stock during 2002, resulting in proceeds to the Corporation of \$7,915.25. The value of the Corporation's investment portfolio fell from 2001 to 2002 due to the sale of certain investments partially offset by capital appreciation of remaining investments in the portfolio throughout the year. Cash and accounts increased primarily due to the sale of investments. Retail assets remained relatively stable, continuing to represent a small fraction of the Corporation's total assets.

Liabilities at the end of 2002 stood at \$1,938.25, an increase of \$251.24, or 14.9%, from \$1,687.01 at the end of 2001. Virtually all of the Corporation's liabilities in both periods consisted of deferred tax liabilities, representing future federal income taxes on the net unrealized capital gains in the Corporation's investment portfolio, and the increase from 2001 was due to the continued capital appreciation of the Corporation's investments. The Corporation's accounts payable, which represent short-term and current liabilities, fell from the prior year and represents a positive balance due to payments on the credit account above and beyond those required in the prior period.

Shareholder's equity on December 10, 2002, was \$71,802.26, an increase of \$10,117.34, or 16.4%, from \$61,684.92 at December 10, 2001.

As of December 10, 2002, the Corporation had 4,004.1402 shares of the Common Stock issued and outstanding to 27 Shareholders in Missouri, Illinois, Kansas, Ohio, Virginia, Wisconsin, Arkansas, Arizona, Nevada, Maryland, and Georgia. The Corporation also had six stock options outstanding, each covering one share of the Common Stock. As of the close of the year, the net asset value per share of the Common Stock exceeded the exercise price of all six options.

#### Profit & Loss Statement Fourth Quarter 2002 - (September 11, 2002 to December 10, 2002)

INCOME:		Qtr. One	Qtr. Two	Qtr. Three	Qtr. Four
	Interest Income:	\$98.43	\$98.96	\$99.84	\$95.44
	Dividend Income:	\$154.75	\$151.94	\$152.44	\$152.44
	Realized Gain (Loss):	(\$590.97)	\$0.00	\$0.00	\$0.00
	Retail Operations:	\$105.75	\$404.70	\$73.75	\$90.00
	Other Income:	\$0.01	\$35.92	\$0.00	\$0.00
TOTAL INCOME:		(\$232.03)	\$691.52	\$326.03	\$337.88
EXPENSES					
	Fees:	\$45.00	\$25.00	\$0.00	\$0.00
	Mailings:	\$30.35	\$8.39	\$9.38	\$0.37
	General Expenses:	\$1.20	\$1.60	\$1.00	\$4.76
	Supplies:	\$2.97	\$0.00	\$5.21	\$0.00
	Taxes (State & Federal):	\$0.00	\$38.00	\$0.00	\$0.00
	Retail Operations:	\$182.51	\$348.94	\$76.45	\$122.29
	Interest:	\$0.00	\$0.00	\$0.00	\$0.00
	Other Expenses:	\$0.00	\$0.00	\$58.78	\$0.00
TOTAL I	EXPENSES:	\$262.03	\$421.93	\$150.82	\$127.42
NET INCOME (EXPENSE):		(\$494.06)	\$269.59	\$175.21	\$210.46
Cash Earnings (Loss) Per Share:		(\$0.14)	\$0.07	\$0.04	\$0.05

### **Portfolio Analysis**

(Includes unrealized gains and losses; as of December 10, 2002.)

Shares		Company	Symbol	Cost	Current	Gain (Loss)	Return
	300	AAON, Incorporated	AAON	\$3,510.95	\$5,775.00	\$2,264.05	64.49%
	150	CBRL Group, Inc.	CBRL	\$4,558.50	\$4,044.00	(\$514.50)	-11.29%
	150	Dillard's Capital Trust I	DDT	\$2,674.50	\$2,730.00	\$55.50	2.08%
	200	Dillard's Dept. Stores	DDS	\$3,799.50	\$3,318.00	(\$481.50)	-12.67%
	400	FPIC Insurance Group	FPIC	\$4,187.00	\$2,840.00	(\$1,347.00)	-32.17%
	200	<b>K-Swiss</b> Corporation	KSWS	\$1,403.50	\$4,645.80	\$3,242.30	231.02%
	450	The Midland Co.	MLAN	\$7,181.06	\$8,334.00	\$1,152.94	16.06%
	200	Owens-Illinois Pref.	OI-A	\$2,612.00	\$5,230.00	\$2,618.00	100.23%
	100	Pulte Corporation	PHM	\$1,320.25	\$4,448.00	\$3,127.75	236.91%
	200	United Capital Corp.	AFP	\$3,015.39	\$6,590.00	\$3,574.61	118.55%
<b>Totals:</b>				\$34,262.65	\$47,954.80	\$13,692.15	39.96%

#### Balance Sheet (Includes Unrealized Gains) (Year ended December 10, 1996, 1997, 1998, 1999, 2000, 2001, and 2002, respectively.)

Number of Shareholders:

#### Assets CASH & ACCOUNTS: 1996 1997 1998 1999 2000 2001 2002 Cash On Hand: \$11.90 \$4.01 \$75.26 \$172.16 \$50.19 \$21.51 \$11.71 Corporate Checking: \$1.023.97 \$1.900.43 \$1.472.66 \$362.42 \$383.11 \$113.89 \$2.028.45 \$10,511.74 Cash Reserves: \$2,399.85 \$2,402.63 \$4,294.33 \$6,327.70 \$11,479.98 \$22,069.04 Retail Cash & Accounts: \$0.00 \$0.00 \$722.92 \$269.53 \$576.99 \$1,181.55 \$1,302.74 Cash Equivalents: \$0.00 \$0.00 \$0.00 \$8.50 \$0.00 \$2.50 \$2.50 Other Cash & Accounts: \$0.00 \$357.50 \$0.00 \$0.00 \$0.00 \$0.00 \$0.00 \$4,664.57 CASH & ACCOUNTS: \$3,435.72 \$6,565.17 \$7,140.31 \$11,522.03 \$12,799.43 \$25,414.44 **INVESTMENTS** Available For Sale: \$10,106.33 \$13,055.16 \$21,346.63 \$30,867.22 \$35,356.26 \$50.348.75 \$47,954.80 \$30,867.22 TOTAL INVESTMENTS: \$10,106.33 \$13,055.16 \$21,346.63 \$35,356.26 \$50,348.75 \$47,954.80 OTHER ASSETS Cash Equivalent: \$9.60 \$13.80 \$31.41 \$25.99 \$14.73 \$16.87 \$31.93 Retail Division Assets: \$0.00 \$44.10 \$406.60 \$270.26 \$283.38 \$331.18 \$369.18 Prepaid Expense: \$0.00 \$0.00 \$199.87 \$0.00 \$35.00 \$0.00 \$35.00 Other Assets: \$100.00 \$110.00 \$100.00 \$0.00 \$0.00 \$0.00 \$0.00 TOTAL OTHER ASSETS: \$119.60 \$157.90 \$538.01 \$331.25 \$298.11 \$383.05 \$600.98 \$17,877.63 \$28,449.81 \$38,338.78 \$47,176.40 \$73,970.22 \$13,661.65 \$63,531.23 Assets: **Liabilities & Equity CURRENT LIABILITIES:** Accounts Pavable: \$0.00 \$1.090.32 \$46.70 \$14.95 \$170.34 \$25.60 (\$11.49) Unearned Revenues: \$0.00 \$0.00 \$153.38 \$31.00 \$155.50 \$133.70 \$241.20 TOTAL CURRENT LIABILITIES: \$0.00 \$1.090.32 \$200.08 \$201.34 \$170.45 \$159.30 \$229.71 LONG-TERM LIABILITIES: \$102.30 Long-Term Debt: \$78.26 \$53.36 \$31.34 \$4.78 \$0.00 \$0.00 TOTAL LONG-TERM LIABILITIES: \$102.30 \$78.26 \$53.36 \$31.34 \$4.78 \$0.00 \$0.00 **DEFERRED LIABILITIES:** Deferred Taxes: \$0.00 \$0.00 \$0.00 \$638.18 \$1.272.27 \$1.687.01 \$1,938.25 TOTAL DEFERRED LIABILITIES: \$0.00 \$0.00 \$0.00 \$638.18 \$1,272.27 \$1.687.01 \$1,938.25 EQUITY: Shareholder's Equity: \$13,559.35 \$16,709.05 \$28,196.37 \$37,467.92 \$45,728.90 \$61,684.92 \$71,802.26 TOTAL EQUITY: \$61,684.92 \$13,559.35 \$16,709.05 \$28,196.37 \$37,467.92 \$45,728.90 \$71,802.26 \$28,449.81 Total Liabilities & Equity: \$13,661.65 \$17,877.63 \$38,338.78 \$47,176.40 \$63,531.23 \$73,970.22 **Shareholder's Data:** 1996 1997 1998 1999 2000 2001 2002 Number of Shares Outstanding: 1615.4459 1731.9715 2380.6516 3109.4773 3209.4773 3590.3796 4004.1402 Net Asset Value Per Share: \$17.18 \$17.93 \$8.39 \$9.64 \$11.84 \$12.04 \$14.24 Net Gain (Loss) Per Share: \$2.89 \$1.25 \$2.20 \$0.21 \$2.20 \$2.93 \$0.75 1.7% Percentage Net Change: 52.5% 14.9% 22.8% 18.3% 20.6% 4.4%

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#### Profit and Loss Statement (Year ended December 10, 1996, 1997, 1998, 1999, 2000, 2001, and 2002, respectively.)

INCOME:	1996	1997	1998	1999	2000	2001	2002
Interest Income:	\$61.34	\$119.95	\$184.50	\$223.28	\$900.30	\$679.88	\$392.71
Dividend Income:	\$100.35	\$189.90	\$224.20	\$236.13	\$167.08	\$597.25	\$611.57
Extraordinary Gain (Loss):	\$1,593.96	\$70.99	\$73.92	(\$689.92)	\$7,190.89	\$4,250.76	(\$590.97)
Retail Operations:	\$32.00	\$1,223.30	\$6,881.21	\$6,163.17	\$1,733.08	\$1,377.71	\$674.20
Other Income:	\$0.00	\$0.00	\$13.26	\$17.33	\$2.01	\$5.32	\$35.74
TOTAL INCOME:	\$1,787.65	\$1,604.14	\$7,377.09	\$5,949.99	\$9,993.36	\$6,910.92	\$1,123.25
EXPENSES:							
Fees:	\$152.00	\$70.00	\$70.00	\$170.00	\$70.00	\$90.00	\$70.00
Mailings:	\$36.75	\$36.55	\$32.42	\$41.64	\$38.98	\$54.41	\$48.49
General Expenses:	\$5.05	\$19.35	\$53.90	\$68.18	\$42.32	\$63.57	\$8.56
Supplies:	\$25.92	\$0.78	\$87.51	\$70.27	\$28.46	\$83.30	\$7.99
Taxes (State & Federal):	\$100.00	\$242.15	\$402.45	\$298.43	\$1,813.11	\$305.00	\$38.00
Retail Operations:	\$28.03	\$1,072.92	\$4,212.68	\$5,218.16	\$1,663.06	\$1,347.63	\$730.19
Interest:				\$1.59	\$8.13	\$0.02	\$0.00
Other Expenses:	\$0.00	\$23.00	\$32.60	\$0.00	\$88.26	\$49.06	\$58.78
TOTAL EXPENSES:	\$347.75	\$1,464.75	\$4,891.56	\$5,868.27	\$3,752.32	\$1,992.99	\$962.01

### PROFIT (LOSS):

Before Extraordinary Items:	(\$64.89)	\$79.12	\$2,415.64	\$737.04	\$354.80	\$854.77	\$732.22
After Extraordinary Items:	\$1,439.90	\$139.39	\$2,485.53	\$81.72	\$6,241.04	\$4,917.93	\$161.24
Cash Earnings (Loss) Per Share:	\$0.89	\$0.08	\$1.04	\$0.03	\$1.94	\$1.37	\$0.04

#### **Profit & Loss Statement**

Annual Report - World Wide Stamp Company

(Year ended December 10, 1997, 1998, 1999, 2000, 2001, and 2002, respectively.)

INCOME: Catalog Income: Stamp Sales: Scripophily Sales: Postage Charges: TOTAL INCOME:	1997 \$50.00 \$73.05 \$1,052.75 \$47.50 \$1,223.30	1998 \$70.00 \$117.32 \$6,190.39 \$493.34 \$6,871.05	1999 \$0.00 \$5,803.84 \$359.33 \$6,163.17	2000 \$0.00 \$1,581.83 \$151.25 \$1,733.08	2001 (\$10.00) \$0.00 \$1,314.46 \$73.25 \$1,377.71	2002 \$0.00 \$633.70 \$40.50 \$674.20
EXPENSES:						
Advertising:	\$83.45	\$85.50	\$121.75	\$147.00	\$2.90	\$2.20
Mailings/Freight:	\$72.15	\$287.25	\$205.03	\$105.45	\$71.39	\$60.61
Goods:	\$814.31	\$3,587.34	\$4,572.31	\$1,167.88	\$1,039.60	\$473.49
Insurance:	\$11.90	\$91.45	\$47.70	\$9.75	\$17.30	\$4.40
Internet Access:	\$12.00	\$12.00	\$226.60	\$214.40	\$214.40	\$189.49
Printing:	\$73.20	\$72.95	\$0.00	\$0.00	\$0.00	\$0.00
Refunds:	\$18.75	\$12.00	\$0.00	\$0.00	\$0.00	\$0.00
Other:	(\$40.20)	\$76.19	\$44.77	\$18.58	\$2.04	\$0.00
TOTAL EXPENSES:	\$1,045.56	\$4,224.68	\$5,218.16	\$1,663.06	\$1,347.63	\$730.19
TOTAL PROFIT (LOSS):	\$177.74	\$2,646.37	\$945.01	\$70.02	\$30.08	(\$55.99)
Profit Percent of Sales:	14.5%	38.5%	15.3%	4.0%	2.2%	-8.3%
Sales Percent of Total Income:	79.8%	94.1%	92.8%	61.8%	51.8%	39.3%
Expenses Percent of Total Expense:	71.4%	86.4%	88.9%	44.3%	67.6%	75.9%

#### Notes to the Financial Statements

#### Profit and Loss Statement

**NOTE 1:** Other Income. Other income consists of various items such as tax refunds, tax grants, refund refusals by retail customers, service credits, and reimbursements/recoveries for costs associated with returned inventory. Questions as to the specific composition of this category for any year may be directed to the Corporation.

**NOTE 2:** General Expenses. General expenses consist of expenses for services necessary for the conduct of the Corporation's daily business. Examples of such expenses are photocopying and banking fees. Questions as to the specific composition of this category for any year may be directed to the Corporation.

**NOTE 3:** Supplies. Supplies are those materials purchased for the Corporation that are tangible goods. Examples of supplies include envelopes, paper, proxy cards, corporate stock certificates, checks, etc. Questions as to the specific composition of this category for any year may be directed to the Corporation.

**NOTE 4:** Interest. Interest expense is associated with long-term liabilities as well as certain accounts payable. Interest was paid in the years 1996, 1997, and 1998, but was accounted for under general expenses in 1996 and under other expenses in 1997 and 1998. The Corporation began accounting for interest separately on the profit and loss statement in 1999.

**NOTE 5:** Other Expenses. Other expenses consist of items that do not fit into any other category listed on the profit and loss statement, including the Corporation's annual charitable contributions and charges for retail customer account balances of which the Corporation is doubtful of future collection. In 1997 and 1998, retail returns or refunds were accounted for under this category although in 1999 returns or refunds were deducted directly from the total retail sales of the Corporation. In 1997 and 1998, interest payments related to liabilities were reported under other expenses. Questions as to the specific composition of this category for any year may be directed to the Corporation.

#### Balance Sheet

**NOTE 6:** Corporate Checking. As of December 10, 2002, there were no unusual items outstanding which are reflected in the corporate checking account. During 2001, the Corporation favorably resolved its dispute with Franklin Templeton Investments, a mutual fund management company, with the receipt of \$4.04 in past dividends paid to but not distributed to the Corporation. Additionally, the Corporation received \$42.00 in retail goods credits with one of its supplier in lieu of receiving a reissued check for a refund lost in the mail.

**NOTE 7:** Retail Cash & Accounts. Retail cash and accounts reflect the sum of all cash accounts related to the Corporation's retail operations. During 2001, the Corporation resolved a dispute with a customer concerning \$53.25 in which a payment by a customer was returned by the Corporation's bank as uncollectible. The customer agreed to return the certificate in question, which the Corporation has received, and the Corporation elected not to pursue reimbursement for expenses associated with resolution of this matter.

**NOTE 8:** Other Assets. Other assets include illiquid items such as envelopes, folders, binders, corporate stock certificates, and other materials that would be difficult to convert into cash. For the purpose of other assets, these materials have been assigned a value of zero for this reason.

**NOTE 9:** Prepaid Expense. Prepaid expense reflects the value of goods and services for which the Corporation has paid prior to receipt of performance of the goods or services. As of December 10, 2002, the Corporation's prepaid expense reflected prepaid amounts for web site hosting services and domain name registration. The Corporation generally pays for web site hosting services semi-annually and charges web site hosting expenses to income on a monthly basis. In 2002, the Corporation registered its domain name, <u>www.getzassoc.com</u>, through 2012, and prepaid the related registration expenses. The Corporation

charges domain name registration expenses to income on an annual basis.

**NOTE 10:** Accounts Payable. Accounts Payable, also known as short-term liabilities (debt with a term of repayment of less than one year), include credit account debt owed by the Corporation and current liabilities that may be paid at any time. The Corporation's credit account is held through the Bank of America and carries a maximum credit amount of three thousand dollars (\$3,000.00). The Corporation in prior years maintained a line of credit with an interested person of the Corporation. During 2001, the Corporation. Under the terms of this agreement, the Corporation was able to borrow at any time up to two thousand dollars (\$2,000.00) at an interest rate of three and three quarters percent (3.75%) per annum. The interest payable was pro-rated for any portion of the year over which any credit remained outstanding, payable on December 1 of each year or on such date as the entire amount of the liability is retired by the Corporation. The Corporation did not utilize any credit available under this agreement during 2001. Further details on this agreement may be found in Note 14 to the financial statements, below.

**NOTE 11:** Long-Term Debt. Long-term debt is any liability with a term of repayment exceeding one year. The Corporation did not have any long-term debt outstanding during 2002. The Corporation's entire long-term debt was outstanding to an interested person of the Corporation. In accordance with Internal Revenue Service rules, the balance of this amount was payable in monthly installments over a five (5) year period from the date the debt was recorded on the Corporation's books. The liability carried an interest rate of three and one half percent (3.5%) per annum. The entire remaining balance of the Corporation's long-term debt was repaid during the first quarter of 2001. Further details on this agreement may be found in Note 14 to the financial statements, below.

**NOTE 12:** Deferred Tax Liabilities. Deferred tax liabilities consist of projected federal income taxes on capital gains for which the Corporation would be liable upon the sale of its investment portfolio and state sales taxes collected from customers and not yet remitted to the State of Missouri. The amount recorded for this item in 2000 included the Corporation's estimated 2000 income taxes accrued but not yet paid to the State of Missouri. The Corporation generally does not account for income taxes on retail or investment income when received; however, at any given point in time, this amount does not exceed one quarter percent (0.25%) of the net asset value per share of the Common Stock.

**NOTE 13:** Method of Accounting. The Corporation uses the accrual method of accounting, which recognizes income and expenses on the date the income is received or the expense is incurred. The Corporation's accounting methods do not adhere to all standards of GAAP (Generally Accepted Accounting Principles). However, the Corporation believes that its method of accounting is sufficient for the Corporation's purposes and fully and accurately reflects the accounts, activities, and financial results of the Corporation. Questions concerning the Corporation's accounting methods may be directed to the Corporation.

**NOTE 14:** Interested Persons. The Corporation has in prior years maintained various relationships with interested individuals of the Corporation. During 2001, the Corporation canceled its standing line of credit agreement with a certain interested individual. Prior to the cancellation of the agreement during 2001, the Corporation had a standing line of credit agreement with Mr. Carlton A. Getz, an acting director, executive officer, and Shareholder of the Corporation, which allowed the Corporation to borrow up to two thousand dollars (\$2,000.00) from Mr. Getz at an interest rate of three and three quarters percent (3.75%) per annum. In addition, the Corporation made its final payment on its long-term debt during the first quarter of 2001. The Corporation's entire outstanding long-term debt was owed to Mr. Getz. The long-term debt was extended to the Corporation in order to cover expenses related to the formation of the Corporation. The Corporation may periodically sign or enter into other such agreements with Mr. Getz from time to time, as it has in the past and has found those agreements to be beneficial both to the Corporation and the Shareholders.