

## ANNUAL FINANCIAL STATEMENTS

2011

## Getz & Associates, Incorporated, and Subsidiaries Consolidated Statement of Income

For the	Vear	Ended	December	· 10·
OF THE	e rear	ъпаеа	December	. 10:

For the Year Ended December 10:										
	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>
OPERATING REVENUES:										
Investment Income:										
Dividend Income:	\$611.57	\$1,036.33	\$743.06	\$811.49	\$1,014.49	\$1,419.33	\$1,686.11	\$2,602.84	\$3,946.01	\$4,663.88
Interest Income:	\$392.71	\$332.41	\$324.05	\$420.95	\$413.62	\$521.59	\$606.12	\$1,056.80	\$1,034.33	\$1,034.84
Total Investment Income:	\$1,004.28	\$1,368.74	\$1,067.11	\$1,232.44	\$1,428.11	\$1,940.92	\$2,292.23	\$3,659.64	\$4,980.34	\$5,698.72
Advisory Revenues:	\$0.00	\$0.00	\$0.00	\$0.00	\$7,559.32	\$38,420.74	\$44,263.60	\$38,351.84	\$46,023.68	\$50,192.06
Retail Revenues:	\$674.20	\$511.50	\$1,331.00	\$305.16	\$446.80	\$0.00	\$37.31	\$0.00	\$0.00	\$0.00
Total Operating Revenues:	\$1,678.48	\$1,880.24	\$2,398.11	\$1,537.60	\$9,434.23	\$40,361.66	\$46,593.14	\$42,011.48	\$51,004.02	\$55,890.78
OPERATING EXPENSES:										
Wages and Compensation:	\$0.00	\$0.00	\$0.00	\$0.00	\$4,500.00	\$26,843.30	\$34,356.38	\$26,669.04	\$32,129.47	\$36,505.47
Banking Fees:	\$0.00	\$0.00	\$0.00	\$0.00	\$219.82	\$1,192.98	\$878.87	\$1,164.78	\$1,141.34	\$1,249.49
Cost of Products Sold:	\$473.49	\$383.60	\$922.48	\$193.95	\$348.95	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Corporate & Regulatory Fees:	\$70.00	\$70.00	\$70.00	\$45.00	\$362.00	\$137.00	\$257.00	\$137.00	\$205.00	\$330.00
Insurance:	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00
Postage & Freight:	\$109.10	\$55.18	\$108.09	\$91.04	\$224.20	\$187.35	\$16.60	\$44.72	\$16.22	\$57.52
General Expenses:	\$271.42	\$191.25	\$449.97	\$307.18	\$591.15	\$2,553.39	\$2,354.35	\$1,955.34	\$1,329.14	\$1,259.23
Other Operating Expenses:	\$0.00	\$2.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Operating Expenses:	\$924.01	\$702.53	\$1,550.54	\$637.17	\$6,446.12	\$31,114.02	\$38,063.20	\$30,170.88	\$35,021.17	\$39,601.71
OTHER INCOME/(EXPENSE):										
Realized Gains/(Losses):	(\$590.97)	\$0.00	\$0.00	\$0.00	\$5,031.79	\$10,303.38	\$3,105.87	\$4,277.93	\$13,911.65	(\$5,995.30)
Interest Income/(Expense):	\$0.00	\$0.00	(\$1.76)	\$0.00	\$0.00	\$351.16	\$674.01	\$439.73	\$167.82	\$87.92
Other Income/(Expense):	\$0.01	\$0.00	\$0.29	\$137.52	\$5.04	\$2.03	\$0.00	(\$1,124.50)	\$0.19	\$12.36
Total Other Income/(Expense):	(\$590.96)	\$0.00	(\$1.47)	\$137.52	\$5,036.83	\$10,656.57	\$3,779.88	\$3,593.16	\$14,079.66	(\$5,895.02)
Income Before Income Taxes:	\$163.51	\$1,177.71	\$846.10	\$1,037.95	\$8,024.94	\$19,904.21	\$12,309.82	\$15,433.76	\$30,062.51	\$10,394.05
Provision for Income Taxes:	\$2.27	(\$22.88)	\$201.76	\$32.11	\$1,205.07	\$3,815.17	\$2,120.93	\$2,635.17	\$5,333.75	\$1,375.30
Net Income:	\$161.24	\$1,200.59	\$644.34	\$1,005.84	\$6,819.87	\$16,089.04	\$10,188.89	\$12,798.59	\$24,728.76	\$9,018.75
Earnings Per Share (Basic):	\$0.04	\$0.30	\$0.16	\$0.22	\$1.30	\$2.89	\$1.83	\$2.22	\$4.29	\$1.57
Earnings Per Share (Diluted):	\$0.04	\$0.30	\$0.16	\$0.22	\$1.30	\$2.89	\$1.83	\$2.22	\$4.29	\$1.57
Shares Outstanding (Basic:)	4,004.1402	4,004.1402	4,004.1402	4,558.1402	5,258.1402	5,558.1402	5,558.1402	5,758.1402	5,761.1402	5,761.1402
Shares Outstanding (Diluted):	4,005.1123	4,006.1561	4,006.7656	4,561.1322	5,261.3189	5,561.3988	5,560.6532	5,761.4767	5,761.1402	5,761.1402
		_								

## Getz & Associates, Incorporated, and Subsidiaries Consolidated Balance Sheet

As of December 10:										
ASSETS:	2002	<u>2003</u>	2004	<u>2005</u>	<u>2006</u>	<u>2007</u>	2008	<u>2009</u>	<u>2010</u>	<u>2011</u>
Current Assets:										
Cash & Cash Equivalents:	\$25,403.94	\$26,394.20	\$27,420.02	\$27,221.91	\$43,297.14	\$59,421.00	\$63,099.34	\$32,793.09	\$67,629.18	\$48,517.65
Accounts Receivable:	\$2.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$8,638.04	\$1,125.00	\$750.00	\$0.00
Inventories:	\$369.18	\$477.98	\$194.00	\$189.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Prepaid Expenses:	\$199.87	\$180.43	\$160.99	\$141.55	\$421.86	\$590.73	\$596.26	\$725.77	\$626.98	\$520.00
Other Current Assets:	\$43.42	\$13.64	\$29.08	\$2.07	\$14.82	\$15.99	\$18.14	\$1.26	\$6.60	\$17.60
Total Current Assets:	\$26,018.91	\$27,066.25	\$27,804.09	\$27,554.53	\$43,733.82	\$60,027.72	\$72,351.78	\$34,645.12	\$69,012.76	\$49,055.25
Investments:										
Investments at Fair Value:	\$47,954.80	\$68,622.50	\$87,098.50	\$119,041.78	\$140,322.87	\$144,608.06	\$81,837.50	\$175,059.00	\$163,524.50	\$180,974.00
Total Investments:	\$47,954.80	\$68,622.50	\$87,098.50	\$119,041.78	\$140,322.87	\$144,608.06	\$81,837.50	\$175,059.00	\$163,524.50	\$180,974.00
Other Assets:										
Intangible Assets:	\$0.00	\$90.00	\$90.00	\$90.00	\$74.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other Assets:	\$0.00	\$0.00	\$0.00	\$0.00	\$2.00	\$152.00	\$150.00	\$150.00	\$179.16	\$179.16
Total Other Assets:	\$0.00	\$90.00	\$90.00	\$90.00	\$76.00	\$152.00	\$150.00	\$150.00	\$179.16	\$179.16
Total Assets:	\$73,973.71	\$95,778.75	\$114,992.59	\$146,686.31	\$184,132.69	\$204,787.78	\$154,339.28	\$209,854.12	\$232,716.42	\$230,208.41
LIABILITIES AND SHAREHOLDERS' EQUITY: Current Liabilities:										
Accounts Payable:	\$0.00	\$0.00	\$0.00	\$0.00	\$4,500.00	\$3,842.40	\$4,101.07	\$3,258.54	\$4,036.94	\$4,318.88
Accrued Liabilities:	\$0.00	\$0.00	\$85.00	\$17.28	\$98.99	\$249.28	\$151.82	\$201.19	\$145.57	\$114.49
Unearned Revenues:	\$241.20	\$177.95	\$186.45	\$72.00	\$52.25	\$4,170.13	\$3,330.38	\$3,661.87	\$4,007.62	\$3,902.05
Taxes Payable:	\$0.00	\$0.00	\$0.00	\$59.59	\$890.45	\$5,136.98	\$3,109.51	\$2,146.25	\$3,638.73	\$2,331.86
Other Current Liabilities:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Current Liabilities:	\$241.20	\$177.95	\$271.45	\$148.87	\$5,541.69	\$13,398.79	\$10,692.78	\$9,267.85	\$11,828.86	\$10,667.28
Long-Term Debt (Less Current Portion):	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Deferred Income Tax Liabilities:	\$2,025.40	\$5,125.55	\$7,905.95	\$10,151.30	\$10,822.72	\$8,861.32	\$176.11	\$5,970.19	\$5,302.96	\$3,743.69
Other Long-Term Liabilities:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Liabilities:	\$2,266.60	\$5,303.50	\$8,177.40	\$10,300.17	\$16,364.41	\$22,260.11	\$10,868.89	\$15,238.04	\$17,131.82	\$14,410.97
Shareholders' Equity:  Common Stock - no par value; 30,000 shares authorized, shares issued and oustanding										
at end of period as indicated below	\$44,023.73	\$44,023.73	\$44,023.73	\$59,829.37	\$80,612.37	\$90,377.37	\$90,377.37	\$95,841.37	\$95,892.07	\$95,892.07
Retained Earnings:	\$16,026.63	\$17,227.22	\$17,871.56	\$18,877.40	\$25,697.27	\$41,786.31	\$51,975.20	\$64,773.79	\$89,502.55	\$98,521.30
Accumulated Other Comprehensive Income:	\$11,656.75	\$29,224.30	\$44,919.90	\$57,679.37	\$61,458.64	\$50,363.99	\$1,117.82	\$34,000.92	\$30,189.98	\$21,384.07
Total Shareholders' Equity:	\$71,707.11	\$90,475.25	\$106,815.19	\$136,386.14	\$167,768.28	\$182,527.67	\$143,470.39	\$194,616.08	\$215,584.60	\$215,797.44
<b>Total Liabilities and Equity:</b>	\$73,973.71	\$95,778.75	\$114,992.59	\$146,686.31	\$184,132.69	\$204,787.78	\$154,339.28	\$209,854.12	\$232,716.42	\$230,208.41
Shareholder's Data:										
Number of Shares Issued and Outstanding:	4,004.1402	4,004.1402	4,004.1402	4,558.1402	5,258.1402	5,558.1402	5,558.1402	5,758.1402	5,761.1402	\$5,761.1402
Net Asset Value Per Share:	\$17.90	\$22.59	\$26.67	\$29.92	\$31.90	\$32.83	\$25.81	\$33.79	\$37.42	\$37.45
Net Gain (Loss) Per Share:	\$0.73	\$4.69	\$4.08	\$3.25	\$1.98	\$0.93	(\$7.03)	\$7.99	\$3.62	\$0.04
Percentage Net Change:	4.2%	26.2%	18.1%	12.2%	6.6%	2.9%	-21.4%	30.9%	10.7%	0.1%
Number of Shareholders:	27	27	26	26	26	26	26	26	26	26

## Getz & Associates, Incorporated, and Subsidiaries Consolidated Statement of Cash Flows

For the Year Ended Decemb	For the	Year En	ided Dece	ember 10:
---------------------------	---------	---------	-----------	-----------

	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>
Cash Flows from Operating Activities:										
Net Income:	\$161.24	\$1,200.59	\$644.34	\$1,005.84	\$6,819.87	\$16,089.04	\$10,188.89	\$12,798.59	\$24,728.76	\$9,018.75
Plus: Depreciation and Amortization:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$74.00	\$0.00	\$0.00	\$0.00	\$0.00
Reconciliation to Net Cash Provided by Operating Activities:										
(Increase)/Decrease in Accounts Receivable:	\$0.00	\$2.50	\$0.00	\$0.00	\$0.00	\$0.00	(\$8,638.04)	\$7,513.04	\$375.00	\$750.00
(Increase)/Decrease in Inventories:	(\$38.00)	(\$108.80)	\$283.98	\$5.00	\$189.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
(Increase)/Decrease in Prepaid Expenses:	(\$164.87)	\$19.44	\$19.44	\$19.44	(\$280.31)	(\$168.87)	(\$5.53)	(\$129.51)	\$98.79	\$106.98
(Increase)/Decrease in Other Current Assets:	(\$26.55)	\$29.78	(\$15.44)	\$27.01	(\$12.75)	(\$1.17)	(\$2.15)	\$16.88	(\$5.34)	(\$11.00)
Increase/(Decrease) in Accounts Payable:	\$0.00	\$0.00	\$0.00	\$0.00	\$4,500.00	(\$657.60)	\$258.67	(\$842.53)	\$778.40	\$281.94
Increase/(Decrease) in Accrued Liabilities:	(\$25.60)	\$0.00	\$85.00	(\$67.72)	\$81.71	\$150.29	(\$97.46)	\$49.37	(\$55.62)	(\$31.08)
Increase/(Decrease) in Unearned Revenues:	\$107.50	(\$63.25)	\$8.50	(\$114.45)	(\$19.75)	\$4,117.88	(\$839.75)	\$331.49	\$345.75	(\$105.57)
Increase/(Decrease) in Taxes Payable:	\$0.00	\$0.00	\$0.00	\$59.59	\$830.86	\$4,246.53	(\$2,027.47)	(\$963.26)	\$1,492.48	(\$1,306.87)
Increase/(Decrease) in Other Current Liabilities:	(\$1.96)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Plus/(Less) Realized Loss/(Gain) on Investments:	\$590.97	\$0.00	\$0.00	\$0.00	(\$5,031.79)	(\$10,303.38)	(\$3,105.87)	(\$4,277.93)	(\$13,911.65)	\$5,995.30
Net Non-Cash (Income)/Expense:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Net Cash Provided by/(Used in) Operating Activities:	\$602.73	\$1,080.26	\$1,025.82	\$934.71	\$7,076.84	\$13,546.72	(\$4,268.71)	\$14,496.14	\$13,846.57	\$14,698.45
Cash Flows from Investing Activities:										
Purchase of Investments:	\$0.00	\$0.00	\$0.00	(\$16,938.46)	(\$25,188.40)	(\$21,567.43)	(\$51,885.21)	(\$63,662.36)	(\$29,069.86)	(\$47,193.61)
Proceeds from Sale or Redemption of Investments:	\$4,097.03	\$0.00	\$0.00	\$0.00	\$13,389.79	\$14,529.57	\$59,830.26	\$13,395.97	\$50,037.84	\$13,383.63
Purchase of Plant, Property, and Equipment, Net of Sales:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Investment in Other and Intangible Assets:	\$0.00	(\$90.00)	\$0.00	\$0.00	\$14.00	(\$150.00)	\$2.00	\$0.00	(\$29.16)	\$0.00
· ·										
Net Cash Provided by/(Used in) Investing Activities:	\$4,097.03	(\$90.00)	\$0.00	(\$16,938.46)	(\$11,784.61)	(\$7,187.86)	\$7,947.05	(\$50,266.39)	\$20,938.82	(\$33,809.98)
Cash Flows from Financing Activities:										
Proceeds from/(Repayments of) Long-Term Debt (net):	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Proceeds from Issuance of Shares of Common Stock:	\$7,915.25	\$0.00	\$0.00	\$15,805.64	\$20,783.00	\$9,765.00	\$0.00	\$5,464.00	\$50.70	\$0.00
Net Cash Provided by/(Used in) Financing Activities:	\$7,915.25	\$0.00	\$0.00	\$15,805.64	\$20,783.00	\$9,765.00	\$0.00	\$5,464.00	\$50.70	\$0.00
Net Increase/(Decrease) in Cash:	\$12,615.01	\$990.26	\$1,025.82	(\$198.11)	\$16,075.23	\$16,123.86	\$3,678.34	(\$30,306.25)	\$34,836.09	(\$19,111.53)
Cash at Beginning of Year:	\$12,788.93	\$25,403.94	\$26,394.20	\$27,420.02	\$27,221.91	\$43,297.14	\$59,421.00	\$63,099.34	\$32,793.09	\$67,629.18
Cash at End of Year:	\$25,403.94	\$26,394.20	\$27,420.02	\$27,221.91	\$43,297.14	\$59,421.00	\$63,099.34	\$32,793.09	\$67,629.18	\$48,517.65

Getz & Associates, Incorporated, and Subsidiaries Portfolio Analysis

(Includes unrealized gains and losses; as of December 10, 2011.)

g ,		,			
					Cumulative
Company	<u>Symbol</u>	Cost	Current	Gain (Loss)	<u>Return</u>
Abbott Laboratories	ABT	\$9,403.97	\$10,914.00	\$1,510.03	16.06%
Bar Harbor Bankshares	BHB	\$7,710.96	\$8,781.00	\$1,070.04	13.88%
Dillard's Capital Trust I	DDT	\$2,674.50	\$3,651.00	\$976.50	36.51%
Exelis, Inc.	XLS	\$2,462.74	\$1,752.00	(\$710.74)	-28.86%
Hewlett Packard Corporation	HPQ	\$13,050.68	\$8,370.00	(\$4,680.68)	-35.87%
ITT Corporation	ITT	\$2,029.32	\$1,994.00	(\$35.32)	-1.74%
Medtronic, Inc.	MDT	\$17,019.75	\$17,960.00	\$940.25	5.52%
Metlife Corp Preferred Series "B"	METprB	\$16,869.95	\$25,220.00	\$8,350.05	49.50%
Norfolk Southern Corporation	NSC	\$6,295.95	\$14,758.00	\$8,462.05	134.40%
Petmeds Express, Inc.	PETS	\$7,859.84	\$4,880.00	(\$2,979.84)	-37.91%
RPM International	RPM	\$9,999.94	\$11,890.00	\$1,890.06	18.90%
SLM Corporation Senior Notes	JSM	\$7,474.94	\$9,405.00	\$1,930.06	25.82%
Supervalu, Inc.	SVU	\$11,196.66	\$9,350.00	(\$1,846.66)	-16.49%
Target Corporation	TGT	\$14,708.08	\$16,050.00	\$1,341.92	9.12%
Walgreens Company	WAG	\$7,005.63	\$6,844.00	(\$161.63)	-2.31%
Western Digital Corporation	WDC	\$13,978.41	\$24,285.00	\$10,306.59	73.73%
Xylem, Inc.	XYL	\$6,104.92	\$4,870.00	(\$1,234.92)	-20.23%
		\$155,846.24	\$180,974.00	\$25,127.76	16.12%
	Abbott Laboratories Bar Harbor Bankshares Dillard's Capital Trust I Exelis, Inc. Hewlett Packard Corporation ITT Corporation Medtronic, Inc. Metlife Corp Preferred Series "B" Norfolk Southern Corporation Petmeds Express, Inc. RPM International SLM Corporation Senior Notes Supervalu, Inc. Target Corporation Walgreens Company Western Digital Corporation	Abbott Laboratories Bar Harbor Bankshares Bilb Dillard's Capital Trust I Exelis, Inc. Hewlett Packard Corporation ITT Medtronic, Inc. Metlife Corp Preferred Series "B" Norfolk Southern Corporation Petmeds Express, Inc. RPM International SLM Corporation Senior Notes Supervalu, Inc. Target Corporation Walgreens Company Western Digital Corporation WITT METPD METPT METPTB NETPB NSC PETS RPM SUPETS SVU Target Corporation WAG Western Digital Corporation WDC	Abbott Laboratories Bar Harbor Bankshares Bills	Abbott Laboratories         ABT         \$9,403.97         \$10,914.00           Bar Harbor Bankshares         BHB         \$7,710.96         \$8,781.00           Dillard's Capital Trust I         DDT         \$2,674.50         \$3,651.00           Exelis, Inc.         XLS         \$2,462.74         \$1,752.00           Hewlett Packard Corporation         HPQ         \$13,050.68         \$8,370.00           ITT Corporation         ITT         \$2,029.32         \$1,994.00           Medtronic, Inc.         MDT         \$17,019.75         \$17,960.00           Metlife Corp Preferred Series "B"         METprB         \$16,869.95         \$25,220.00           Norfolk Southern Corporation         NSC         \$6,295.95         \$14,758.00           Petmeds Express, Inc.         PETS         \$7,859.84         \$4,880.00           RPM International         RPM         \$9,999.94         \$11,890.00           SLM Corporation Senior Notes         JSM         \$7,474.94         \$9,405.00           Supervalu, Inc.         SVU         \$11,196.66         \$9,350.00           Target Corporation         TGT         \$14,708.08         \$16,050.00           Walgreens Company         WAG         \$7,005.63         \$6,844.00           Western Digital C	Abbott Laboratories         ABT         \$9,403.97         \$10,914.00         \$1,510.03           Bar Harbor Bankshares         BHB         \$7,710.96         \$8,781.00         \$1,070.04           Dillard's Capital Trust I         DDT         \$2,674.50         \$3,651.00         \$976.50           Exelis, Inc.         XLS         \$2,462.74         \$1,752.00         (\$710.74)           Hewlett Packard Corporation         HPQ         \$13,050.68         \$8,370.00         (\$4,680.68)           ITT Corporation         ITT         \$2,029.32         \$1,994.00         (\$35.32)           Medtronic, Inc.         MDT         \$17,019.75         \$17,960.00         \$940.25           Metlife Corp Preferred Series "B"         METprB         \$16,869.95         \$25,220.00         \$8,350.05           Norfolk Southern Corporation         NSC         \$6,295.95         \$14,758.00         \$8,462.05           Petmeds Express, Inc.         PETS         \$7,859.84         \$4,880.00         \$2,979.84           RPM International         RPM         \$9,999.94         \$11,890.00         \$1,890.06           SLM Corporation Senior Notes         JSM         \$7,474.94         \$9,405.00         \$1,390.06           Supervalu, Inc.         SVU         \$11,196.66         \$9,