



GETZ & ASSOCIATES
INCORPORATED

ANNUAL FINANCIAL
STATEMENTS

2011

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

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 Statement of Cash Flows**

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>
<u>Cash Flows from Operating Activities:</u>										
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
<u>Cash Flows from Investing Activities:</u>										
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)
<u>Cash Flows from Financing Activities:</u>										
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.)

<u>Shares</u>	<u>Company</u>	<u>Symbol</u>	<u>Cost</u>	<u>Current</u>	<u>Gain (Loss)</u>	<u>Cumulative Return</u>
200	Abbott Laboratories	ABT	\$9,403.97	\$10,914.00	\$1,510.03	16.06%
300	Bar Harbor Bankshares	BHB	\$7,710.96	\$8,781.00	\$1,070.04	13.88%
150	Dillard's Capital Trust I	DDT	\$2,674.50	\$3,651.00	\$976.50	36.51%
200	Exelis, Inc.	XLS	\$2,462.74	\$1,752.00	(\$710.74)	-28.86%
300	Hewlett Packard Corporation	HPQ	\$13,050.68	\$8,370.00	(\$4,680.68)	-35.87%
100	ITT Corporation	ITT	\$2,029.32	\$1,994.00	(\$35.32)	-1.74%
500	Medtronic, Inc.	MDT	\$17,019.75	\$17,960.00	\$940.25	5.52%
1,000	Metlife Corp Preferred Series "B"	METprB	\$16,869.95	\$25,220.00	\$8,350.05	49.50%
200	Norfolk Southern Corporation	NSC	\$6,295.95	\$14,758.00	\$8,462.05	134.40%
500	Petmeds Express, Inc.	PETS	\$7,859.84	\$4,880.00	(\$2,979.84)	-37.91%
500	RPM International	RPM	\$9,999.94	\$11,890.00	\$1,890.06	18.90%
500	SLM Corporation Senior Notes	JSM	\$7,474.94	\$9,405.00	\$1,930.06	25.82%
1,250	Supervalu, Inc.	SVU	\$11,196.66	\$9,350.00	(\$1,846.66)	-16.49%
300	Target Corporation	TGT	\$14,708.08	\$16,050.00	\$1,341.92	9.12%
200	Walgreens Company	WAG	\$7,005.63	\$6,844.00	(\$161.63)	-2.31%
750	Western Digital Corporation	WDC	\$13,978.41	\$24,285.00	\$10,306.59	73.73%
200	Xylem, Inc.	XYL	\$6,104.92	\$4,870.00	(\$1,234.92)	-20.23%
Totals:			<u>\$155,846.24</u>	<u>\$180,974.00</u>	<u>\$25,127.76</u>	<u>16.12%</u>