



## FROM THE OFFICE OF THE CITY MANAGER

---

May 16, 2011

To: The Honorable Mayor and City Council Members

Subject: City Council Member Questions and Responses

---

**From:** Robin Beltramini [mailto:rbeltram@wideopenwest.com]

**Sent:** Friday, May 13, 2011 9:02 PM

**To:** John Szerlag

**Cc:** John M Lamerato; Lori G Bluhm

**Subject:** Questions re May 16 agenda

Library millage proposal: I thought that, although we used .7 mils for the discussion, the direction was to figure out what the rate would be that would provide enough funding for \$2.7M in library funding for 5 years. When I did the math, using your \$2.9 M yield from .7 mils, I found \$4.143 M=1 mil. So, getting an average of \$2.7 M may take as much as .74 mils. If we stretch it to six years. . .not sure what that number would be.

**Response:**

5 years .66 mils, 6 years .68 mils (55 hours per week Library). Refer to the dedicated millage chart which was emailed today, which should have been attached to the agenda item, and is also attached to this document.

Mary Kerwin's road maintenance and snow removal millage: In this millage the full \$4.48 M= 1 mil was used in the language of the resolution. If we would use \$4.48 for the library millage, the gross yield at .7 mils would be somewhere near \$3.136 M, but you came up a yield of \$2.9 M. We need to revise these resolutions for consistency. Then, figure out what the appropriate millage levy will produce, please.

**Response:**

The Library millage resolution should reflect \$3,114,125.

DDA budget: I continue to be concerned that the DDA will run out of money, but I see no movement toward them levying any district millage to try to avoid default.

**Response:**

We are all concerned about the DDA's inability to fund its Debt Service obligation in FY 2013/14. This is because of a decrease in property values in conjunction with a large office vacancy rate. We

are currently working on a strategy to address this issue which will be presented to the DDA this summer. Once the DDA makes a formal recommendation, it will be forwarded to City Council for final disposition.

BRA budget: I found no budget attachment. Please forward.

**Response:**

The BRA budget is attached to this document, and will be added to the online back-up documentation.

Am I right that we are .7 mils below our voter authorized tax levy? Would this yield approximately \$300,000 if levied on 2011 values?

**Response:**

Yes

Minutes of May 9—L-1: The direction to draft language did not include the direction for an August 2 ballot. We discussed August and November with the majority leaning toward August, but August was never made part of the resolution.

**Response:**

See resolution below.

---

**L-1 Council Referrals:**

Proposed Millage Question - Requested by Mayor Schilling  
Resolution #2011-05-098

Moved by Schilling

Seconded by Slater

RESOLVED, That Troy City Council hereby **DIRECTS** the City Attorney to draft ballot language for the City of Troy Public Library Dedicated General Operation Millage Proposal for placement on the **August 2, 2011 Election**, the following ballot question:

**THE CITY COUNCIL WOULD BE AUTHORIZED TO LEVY UP TO 0.7 MILLS WITH THE SUCCESSFUL PASSAGE OF THE FOLLOWING QUESTION:**

*Shall the City of Troy levy new additional millage of up to 0.7 mills against all taxable property for a 5-year period of time, 2011 through 2015, for public library general operating purposes? 0.7 mills are equal to \$0.70 on each \$1,000.00 of taxable value. If approved, the additional millage levied will raise approximately \$2.9 million the first year it is levied. The millage will be levied on the Winter Tax Bill Annually.*

Yes \_\_\_\_\_ No \_\_\_\_\_

Yes: Kerwin, McGinnis, Slater, Schilling, Beltramini

No: Fleming, Howrylak,

Can you tell me what the projections are for State and Federal road monies in the projected 3-yr budget?

**Response:**

State & Federal Funds are delineated in the 3-year budget on page 34. (Attached)

The primary source of federal funds in the Major Road Fund for the 3-year period is for the right-of-way phase of the future widening and reconstruction of Rochester Road, Barclay to Trinway. The participation ratio is approximately 80% federal participation with a corresponding 20% local match by Troy.

Also, will you please include the total savings from concessions for each contract when brought forward? Please give the total for the current negotiated contract and then add the value of all previous concessions.

**Response:**

CONCESSIONS BY EMPLOYEE  
GROUP

Employee Group	Concession Savings
TFSOA	\$130,180
Classified & Exempt	\$918,614
AFSCME	\$495,693
MAP	\$257,986
Total	\$1,802,473

What would a 1.4 mill Library look like?

**Response:**

Please see the attached memo "Troy Public Library Budget Information for City Council".

-----Original Message-----

From: Fleming, Wade [mailto:wade.fleming@proforma.com]  
Sent: Monday, May 16, 2011 9:25 AM  
To: John Szerlag  
Subject: Contracts for AFSCME and MAP--TCOA Status

Can you have the entire contracts for AFSCME and MAP (agenda items I-08 and I-09) scanned and emailed to Council this morning for our review? I know we reviewed and discussed the summaries in our closed session last week but I would like to have the opportunity to see the detail before voting.

**Response:**

The entire revised contracts will not be available yet. We have always worked on the final contract after City Council ratifies the changes, and this can take some time because both the City and the Union review the entire revised document before it becomes final, and often even simple wording changes can create the need for discussion to be sure both sides agree that the intent of the TA is

accurately reflected in the new language of the Agreement. (Note: City Council has never held up a ratification vote in the past pending receipt of the entire contract.) Please find the TA's attached.

Also what is status of TCOA agreement as it is not in the agenda?

**Response:**

As for the TCOA, the City Council was advised in closed session by JL that the tentative agreement with that union will not be brought to Council until the actuarial valuation for the ERIP was received, and further that Council would need 7 days notice of the ERIP before voting on it.

-----Original Message-----

From: mfhowryl@umich.edu [mailto:mfhowryl@umich.edu]

Sent: Monday, May 16, 2011 11:08 AM

To: John Szerlag

Subject: Re: FW: DEDICATED LIBRARY BUDGET.xls

Regarding the draft summary budget for a library with a dedicated millage, please explain where you intend to allocate the following funds that are currently in the budget for the library, as part of the overall city budget:

2012 \$97,550

2013 \$99,500

2014 \$101,000

**Response:**

The scheduled funding could be used to reduce the millage request, reduce the re-appropriation of fund balance amount or add funds to the collection budget. It is City Council's decision.

**From:** Mary Kerwin [mailto:marykerwin5@hotmail.com]

**Sent:** Saturday, May 14, 2011 12:04 AM

**To:** John Szerlag

**Subject:** FW: Library millage questions

Forwarded from a resident

I've been wondering about justifying the cost of a special vote in August.

I think it's clear that, if the millage is destined to fail, Troy would save money by having the vote in August and closing the Library at end of Sept, rather than having the vote in Nov and closing the Lib at end of Dec, since cost of special election would be less than cost of bridge money for 3 more months.

But if the millage is destined to pass, it is not obvious how the ballot timing affects the cost to City. I think clarification on when revenue from new millage would be available to the Library might be helpful. My first 3 questions all seek to clarify how the City would assess the first levy of a successful millage, so the questions are redundant.

1. Will the same number of dollars be collected by the City, whether the millage passes in Aug or in Nov?

**Response:**

Yes

(If levy provides dollars to TPL from election date forward, then August vote would save cost of City's bridge dollars between Aug 2 and Nov 1.)

**Response:**

From FY forward. The bridge money would be recouped by the General Fund.

2.. For how many months and for which months will the first levy of the new millage be the basis for TPL's budget? In other words, when is "bridge" time over?

**Response:**

July 1, 2011 through June 30, 2012. Bridge funds provide 3 months of funding.

3.. Will City prorate the first levy for some part of the current fiscal year, or will first levy be for entire millage?

**Response:**

Entire millage.

4. If the answer to 3. is "entire millage" AND if the funds collected in the first levy are to be spent out by June 30, 2012, could Council decide that all bridge funds used after July 1 2011 would be charged against the revenue collected as result of passing new millage? Seems as if that might feel fair to voters.

**Response:**

Yes

-----Original Message-----

From: mfhowryl@umich.edu [mailto:mfhowryl@umich.edu]

Sent: Monday, May 16, 2011 12:31 PM

To: John Szerlag; Lori G Bluhm

Subject: Questions for tonight's meeting

- I-4) What are the ramifications of the millage question being requested under the authority of Section 6, Article IX of the Michigan Constitution? Specifically, how will this section of the state constitution impact the ballot question, tax limits, future use of the levied taxes, etc.

**Response:**

Due to the City Attorney being in court, she is unable to answer at this time.

- (I-4) If this resolution passes and the question is approved by the electorate, is the City required to levy and collect all 0.7 mills each year for the five year authorization?

**Response:**

Due to the City Attorney being in court, she is unable to answer at this time.

- (I-4) Regarding the spreadsheet sent to council earlier today, please explain the following:
  - What is the reference to 0.66 mills?

**Response:**

.70 mills was discussed at the last Council meeting. When preparing a 5 year budget it is estimated that .66 mills should be sufficient.

- Why does the projection use a 2% decrease in taxable value (and thus revenues)
- between FY 2015 and FY 2016 when all of the projections used in the budget study sessions and all communications from management to date, project an increase in taxable values between FY 2015 and FY 2016?

**Response:**

Upon a closer review, it doesn't appear that the commercial and industrial classes are rebounding as fast as we thought due to vacancies and foreclosures in the industrial class.

- (E-1) What programming was in existence at the library during FY 2011?

**Response:**

The Friends paid for instructors (library staff) to teach a pared-down schedule of computer classes, as well as sessions of the popular "Job Seekers" class.

Please note, however, that instructors were paid by the Friends of the Library, and classes were NOT taught on library time.

The library also offered one session of evening story time when our unpaid intern was available to run this program, so it was not run on a consistent schedule.

- (E-1) How many items are in the library collection?

**Response:**

Approximately 350,000. This includes every volume, including **eBooks**, databases, magazines, print materials, DVDs, etc. Absolutely everything the library owns, both virtual and physical.

- (E-1) Has the City investigated using something other than CLEMIS in the police department? What are the benefits and what are the drawbacks? I see that Sterling Heights is migrating off of CLEMIS onto a New World Systems platform and they expect to have cost savings as well as service improvement. Please advise/comment.

**Response:**

Yes, we have investigated another system.

The CLEMIS system is regional with all of Oakland County Law Enforcement and many agencies from Southeast Michigan as members. CLEMIS offers a networked system that provides multiple technology platforms that integrate the data across platforms. All of the member law enforcement agencies inputted data is shared with other member agencies law enforcement data. The ability to use this data for crime analysis cannot have a price affixed but I will attempt to do so. Currently we pay CLEMIS \$81,763 annually for: Records Management, Computer Aided Dispatch, Mobile Data Computer application, and Lockup Prisoner Booking/Livescan (inkless fingerprinting) module. This also provides our LEIN (Law Enforcement Information Network) connection, Michigan Incident Criminal Reporting mandated by the state, Electronic Citation and Electronic Activity modules, and a few other miscellaneous applications. Recent research by PD IT reveals that if we were to move

away from CLEMIS it would cost us approximately \$558,000 the first year and \$279,000 annually after that. This does not include the staff to support all the applications in-house. At this time there is no advantage to moving away from CLEMIS.

Regarding the final question: I will not speculate about what another police agency did.

- (E-1) Please provide detail for the expected city council expenditures for FY 2011.

**Response:**

See detail attached to this document.

- (E-1) Please provide revenue and expense detail for Jam Fest.

**Response:**

The following is an approximation of Jam Fest costs. A more detailed report under the "Discontinued Services Report to Council" format is forthcoming.

Based on a two year history, because in 2009 we hosted seven nights; in 2010 we hosted four. This reduction was a result of our own budget constraints, as well as the fact that three of the five other departments that had partnered with us were no longer able to because of their own budget issues. Although we had other departments working with us on this event, the Troy Police Department was the host department. As such, we were responsible for planning and administration. In addition, we bore the responsibility for supervision and minimum staffing of the police contingent each night. The other departments would supplement our staffing as they were able.

Event expenses include the rental fees for the Aquatic Center, which included their paid staff; DJ's, bands; on-site activities; door prizes; and concessions.

Event revenues include donations, gate sales, and coupons provided by the middle schools.

In-kind - planning/administration includes booking the facility; booking/coordinating activities; booking entertainment; overseeing insurance issues; recruiting volunteers to assist with chaperoning; publicity; coordinating with the schools; and processing the invoices.

Expenses:	19828.00
Revenues:	<u>6,000.00</u>
Net Expenses:	<u>13,828.00</u>
Troy PD in-kind	
planning/administration costs:	<u>2,600.00</u>
PD staffing	
of the event costs:	<u>8,690.00</u>
<u>Approximate Troy Costs 09 &amp; 10:</u>	<u>\$25,118.00</u>

- (I-5) I see that the street island maintenance budget for the DDA is \$158,000. Are we still performing enhanced maintenance in the DDA?

**Response:**

Yes.

- How does this budget amount compare with the projection for FY 2011?

**Response:**

\$155,250

- How does this budget amount compare with past years?

**Response:**

For 2010 \$140,923.

- Where are the minutes from the DDA meeting when the referenced budget was recommended for approval by the DDA board?

**Response:**

They will be submitted for the next council meeting, and are attached to this document.

- (I-6) Where is the backup information for the budget?

**Response:**

The BRA budget is attached to this document, and will be added to the online back-up documentation.

- Where are the minutes from the BRA meeting when the referenced budget was recommended for approval by the BRA board?

**Response:**

The draft minutes of the May 9, 2011 BRA Special meeting will be submitted to City Council at the next City Council meeting and are also attached to this document.

- (I-7) Where are the minutes from the LDFA meeting when the referenced budget was recommended for approval by the LDFA board?

**Response:**

The draft minutes of the May 10, 2011 LDFA meeting will be submitted to City Council at the next City Council meeting and are also attached to this document.

- (I-7) Please provide a map of the LDFA district. Does the LDFA include the actual roads Big Beaver and John R?

**Response:**

A map has been provided as an attachment to this document.

- (I-7) The budget appears to allocate over \$227,000 to Automation Alley. Where did the actual numbers come from? Will there be any money in the LDFA reserves for future use?

**Response:**

City staff prepared the budget which includes an appropriation of Fund Balance of \$200,000. Given the improvements identified in the development plan the funding available is not near enough to construct the improvements. Yes there will be money in the LDFA fund reserves for future use in the amount of \$16,292.

- (I-7) Please provide audited or reviewed financial statements of Automation Alley.

**Response:**

The Automation Alley financial statements are attached to this document.

- (I-7) Please provide staffing level details for Automation Alley.

**Response:**

A staff listing has been provided as an attachment to this document.

-----Original Message-----

From: mfhowryl@umich.edu [mailto:mfhowryl@umich.edu]

Sent: Monday, May 16, 2011 3:21 PM

To: John Szerlag

Subject: Additional questions for tonight's meeting

John,

I have some additional questions for tonight's meeting:

? I see the option for budget adoption with three months of funding for the library. Please provide revenue and expenditure detail.

**Response:**

Not available at this time.

? What is the City's bond rating with each of the three major bond ratings agencies (Moody's, Standard & Poors, Fitch)?

**Response:**

S&P AAA, Moody's Aa1, Fitch AA+

? With respect to items E-1 and N-6, the memo at N-6 discusses the police department budget comparison for FY 2011 to FY 2012. I would like more detail regarding the reasons for the expenditure increases between FY 2009 and FY 2011. With respect to the current year's estimated amount, total expenditures are expected to be \$26,260,940 vs. actual expenditures of \$24,482,160 in FY 2009. Full-time positions during that period were reduced from 192 to 179.5 and community group funding was cut as well. Please explain the nearly \$1.8 million increase in light of the economic times, community group funding cuts and personnel reductions.

**Response:**

Police staff does not have sufficient time to answer this question at this time.

? With respect to item N-6, page 2 of the memo from Chief Mayer to John Szerlag makes reference to personnel and overtime costs for extreme weather conditions. Is this easily quantifiable? For example, what additional costs did the police department incur during this past winter?

**Response:**

Police staff does not have sufficient time to answer this question at this time.

? As a follow-up to item N-6 on the agenda, please provide YTD property transactions relative to taxable value by property class. Please advise as to the cutoff date of this measurement. Is this something that can easily be provided to city council on a regular basis as a periodic report?

**Response:**

See spreadsheet attached. "All Sales after 09 03 01"

c: John M. Lamerato, Assistant City Manager/Finance & Administration  
Mark F. Miller, Acting Assistant City Manager/Economic Development Services  
Lori Grigg Bluhm, City Attorney  
Tonni Bartholomew, City Clerk  
Table

JS/bt\Agenda\2011\05.16.11 – Council Questions and Responses



## CITY COUNCIL AGENDA ITEM

---

May 10, 2011

TO: The Honorable Mayor and City Council Members

FROM: John Szerlag, City Manager  
John M. Lamerato, Assistant City Manager/Finance & Administrative Services  
Mark F. Miller, Director of Economic and Community Development

SUBJECT: Approval of the Troy Brownfield Redevelopment Authority (BRA) Proposed  
Fiscal Year 2011/12 Budget

---

The Troy Brownfield Redevelopment Authority (BRA) recommended approval of their proposed 2011/12 budget at their May 09, 2011 special meeting. City Management recommends that City Council approve the BRA's proposed 2011/12 budget.

**CITY OF TROY  
BROWNFIELD REDEVELOPMENT AUTHORITY  
2011-2012  
PROPOSED BUDGET**

<b>REVENUE</b>	Property Tax	\$7,953
	Appropriation of Fund Balance	25,000
		<u><u>\$32,953</u></u>
 <b>EXPENDITURES</b>	Payment to TCF Bank	\$7,953
	Administrative Services	25,000
		<u><u>\$32,953</u></u>

**CAPTURED TAXABLE VALUE  
2011-2012**

	Base Taxable Value	2011 Taxable Value	2010 Captured Taxable Value
<b>Commercial Real Non-H - TROY</b>	197,940	382,510	184,570
<b>Total Troy</b>	197,940	382,510	184,570
<b>Grand Total</b>	<u><u>197,940</u></u>	<u><u>382,510</u></u>	<u><u>184,570</u></u>

Millage Rates	County	City - Debt	Transpor- tation	State Education	Hold Harm- less	School Operating - 12	ISD	Community College	Total
CR Non T	4.6461	8.9000	0.5900	6.0000	0.0000	18.0000	3.3690	1.5844	43.0895
<b>Captured Tax Yield</b>							<b>Total Captured Taxable Value</b>	<b>Total Captured Mills</b>	<b>Total Captured Taxes</b>
<b>Commercial Real Non-H - TROY</b>							184,570	43.0895	7,953
<b>Total Troy</b>							184,570	43.0895	7,953
<b>Grand Total</b>							<u><u>184,570</u></u>	<u><u>43.0895</u></u>	<u><u>7,953</u></u>

**TENTATIVE AGREEMENT**  
(Through the Mediator)

**2011 Contract Negotiations  
City of Troy and AFSCME**

1. Contract duration shall be for two years, July 1, 2011 through June 30, 2013.
2. Effective upon ratification, current wages and wage scales shall be reduced by 5%. This wage reduction will end at 11:59pm on June 30, 2013.
3. All AFSCME members will continue to take 104 hours per year of furlough time, and their biweekly pay shall be reduced by the number of furlough hours taken during that pay period. The member may choose the dates the furlough time will be served; however 104 hours must be taken between July 1 and June 30 each fiscal year. The mandatory use of furlough time shall not end with the expiration date of the contract. In cases where there are conflicts between furlough time selected and the number of employees that can be permitted off by the Department, the furlough time shall be determined by seniority among the employees involved. It shall be at the discretion of the Division Head to determine how many employees may be gone at any one time on furlough time.

The use of furlough time shall not create overtime; however, employees who are off on furlough time but get called in to work overtime will be paid at the appropriate overtime rate. In the event an AFSCME member is asked by the City to work on a selected furlough day, the member will select furlough time for a later date in the same manner as outlined for vacation in Article 39.

Any leave days for which unemployment compensation is sought shall not be credited as furlough days under this agreement.

4. The health insurance provided for current employees shall be modified to include the following protocols for prescription drugs: mandatory generic, step therapy and prior authorization.
5. The Early Retirement Incentive Plan (ERIP) will be offered to eligible employees as soon as feasible following ratification. Eligible employees in either the Defined Benefit Pension Plan or the Defined Contribution Pension Plan will have the option of selecting between two options: (1) a cash incentive of \$1,000 per complete year of credited service with the City of Troy, or (2) DC conversion to DB. Eligibility requirements will include being within 5 years or less for either age or years of service or a combination of the two. Participating employees must agree to the terms and conditions of the program, and will be required to sign a Voluntary Resignation Agreement and Release of Claims form. The City shall endeavor to complete the ERIP program for the bargaining unit by **September 30, 2011**.
6. Article 16. Layoffs and Recall, paragraph B, shall be modified as follows:

**Seasonal, Temporary (excluding employees hired on a seasonal basis for the summer months, April through October), part-time, and probationary employees (in that order) who perform bargaining unit work shall be laid off first within a division before the layoff of any bargaining unit members within that division. When an employee exercises bumping rights into a division as a result of a layoff as explained above, the seasonal, temporary (excluding employees hired on a seasonal basis for the summer months, April**

through October), part-time, and probationary employees (in that order) who perform bargaining unit work shall be laid off before the layoff of any bargaining unit members within that division.

7. In Article 12. Grievance Procedure, Step 4, the last sentence in the first paragraph shall be replaced with the following:

"The parties will attempt to mutually select an arbitrator prior to the submission of the grievance to the AAA. For purposes of this paragraph, the attempt to mutually select an arbitrator shall not prolong the time for submitting a Demand for Arbitration to the City of Troy."

8. Add the following language to the collective bargaining agreement:

"An emergency financial manager appointed under the local government and school district fiscal accountability may reject, modify, or terminate the collective bargaining agreement as provided in the local government and school district fiscal accountability act. Provisions required by this subsection are prohibited subjects of bargaining under this act."

FOR THE UNION:

FOR THE CITY:

TROY CHAPTER "C" OF LOCAL UNION #574 AFFILIATED WITH MICHIGAN COUNCIL #25 AND CHARTERED BY THE AMERICAN FEDERATION OF STATE, COUNTY, AND MUNICIPAL EMPLOYEES, AFL-CIO

CITY OF TROY OAKLAND COUNTY, MICHIGAN

*Mike Pappas*  
*Jim ...*  
*...*  
*...*

*Jul ...*  
*...*

Date: 4-27-11

Date: 4/27/11

## TENTATIVE AGREEMENT

### 2010 Contract Negotiations City of Troy and MAP

1. Article XXVII. Health Insurance, Sec. 114.F: Upon ratification, cash-in-lieu payments for those opting out of City health insurance shall be \$200.00 per month.
2. Article XXVII. Health Insurance, Sec. 114.A, B: Current health insurance plans shall be modified. All employees shall have these options:
  - (a) BCBS Community Blue Plan 1 (modified).
    - (i) \$10/\$40 drug rider with mandatory generic, prior authorization, step therapy, 2X MOPD
    - (ii) \$30 OV; \$30 COV
    - (iii) \$50 ER, co-pay (waived, if admitted)
    - (iv) \$250/\$500 basic deductible
    - (v) Preventative \$1000 maximum (likely waived by HCRA)
  - (b) Current HMOs, with \$10/\$40 drug rider with mandatory generic, prior authorization, step therapy, 2X MOPD; \$30 OV; \$50 ER co-pay (waived if admitted).
3. Article XXVII. Health Insurance, Sec. 114.E: Employee co-pay for health insurance shall be 3.0% of the total premium cost for medical insurance and shall be paid by means of pretax payroll deduction.
4. Article XXXI. Longevity: Effective January 1, 2011, longevity pay is eliminated.
5. Article XXII. Holidays, Sec. 85 shall be modified effective upon ratification. Payment for 52 hours of holiday leave shall be discontinued. Instead, however, of reducing holiday pay by 52 hours, the City shall prorate the 52 hours of unpaid holiday leave over 26 pay periods each year (2 hours unpaid per pay period) so as to lessen the financial impact of this modification. These unpaid hours will cease effective June 30, 2013.
6. Article XXII. Holidays, Sec. 87 shall be modified effective upon ratification. Credit for holidays for those on a 4/40 schedule shall be 58 hours. 52 hours credit shall be provided for any member covered by ¶87 who is scheduled to work a 5 day, 8 hour schedule.

These employees shall have the option of reducing their holiday banked time by 52 hours or prorate the 52 hours as unpaid time over 26 pay periods each year (2 hours unpaid per pay period). Employees shall make their irrevocable choice between these two options known to the Finance Department within 7 calendar days after the ratification of this Agreement by both the City and the Union. Any employee with less than 52 hours remaining in their holiday pay bank as of final ratification, or who fails to notify the

Finance Department of their choice within 7 calendar days, shall be placed on the 2 hours unpaid per pay period option. This loss of holiday time or unpaid hours will cease effective June 30, 2013.

7. Early Retirement Incentive Plan with option of cash incentive of \$1,000 per year of service or DC to DB conversion. Eligibility requirement within 5 years or less for either age or years of service or a combination of the two. To be offered when feasible as soon as possible after ratification.
8. Article XXXVI. Tuition Reimbursement: Effective upon ratification, tuition reimbursement is eliminated.
9. Article XVII. Job and Shift Preference, Sec. 67: Modify current language as follows:

Effective upon ratification, employees shall work the shift/job for which they are hired, or to which they are currently assigned. Police Service Aides assigned to Communications or Lock-up will have one opportunity to select their long-term assignment for the bump beginning in September 2011 and shall remain in their regular long term assignment subject to the following conditions:

- A. Employees who have completed their probationary period in the Police Service Aide classification shall have two or more shift selections within their assignment per calendar year, as determined by the department. Shift selection shall be by seniority.
- B. Employees who wish to select Communications as their long-term assignment in the initial sign up period may do so only if they have not failed communication training or retraining in the past.
- C. Employees who have completed their probationary period in other classifications covered by this contract may, in the event there is a vacancy in their classification for another job, apply to transfer to such vacancy prior to the Employer hiring a new person for such job.
- D. When there is a vacancy in Communications or Lock-up, Police Service Aides in Communications or Lock-up may apply. The vacancy shall be filled by the most senior Police Service Aide who applies, subject to successful completion of the training period. However, Police Service Aides may transfer to Communications or Lock-up who are trained and qualified in both assignments and are able to find a Police Service Aide who is also trained and qualified in both assignments who agrees to trade assignments.

Employees trained and qualified in both sections shall be allowed to work overtime in both sections per current contract language.

An employee's qualification to work in LO or Communication shall be determined by successful completion of the LTO/CTO checklist as assessed by a LTO or CTO who is working under the supervision of a Communication Supervisor or Lock-up Supervisor.

Employees will be permitted to maintain eligibility to work either assignment, as long as it does not create overtime.

- E. Should the City discontinue operations in either the Lock-up or Communication Section of the Department, employees in the affected section shall be permitted to bump less senior employees in the unaffected section. Employees so transferred must successfully complete the CTO or LTO program if, in the discretion of the City, such training is necessary and be able to competently perform the duties of the position to which they are transferred within a reasonable period of time not to exceed sixteen (16) weeks.

10. Add to Article II. Recognition, Sec. 4 (3<sup>rd</sup> ¶):

Notwithstanding the foregoing, the City may supplement the full-time work-force with up to 15,000 hours of part-time employment annually in District B. These part-time employees may work any combination of hours. The City may only use these part-time employees during periods of time the City provides dispatch or lock-up services to communities in addition to Troy and Clawson. If and only if such communities are added under this provision, full-time minimum staffing levels for the Communications Section shall not be reduced below levels in effect on November 17, 2010 and full-time bargaining unit minimum staffing levels for the Lock-up Section shall be two full-time employees at all times.

11. Article XXV, Section 108 Personal Business Time:

A. Status Quo

B. Modify current language to read:

B. Requests for personal business time shall be granted if submitted 36 hours in advance for blocks of time equivalent to a full work day. Personal time may be granted for less than a full work day if it does not cause overtime.

C. Requests for personal business time will not be granted under the following conditions:

1. Clerical Service District Employees: on days where the granting of such request places the department below the required work strength as determined by the Department Director.
2. Police Service District Employees: on designated holidays or from December 23 to December 31 or on days when a recognized

departmental function occurs (as defined by the Police Chief, such as a department member's wedding), if the granting of such request places the shift below minimum strength it shall not be granted unless an employee volunteers to work the shift at the appropriate overtime rate.

C. Status quo, but re-letter to "D"

12. Article XVI. Layoffs and Recall:

Clerk's office (only) may have part-time employees while full-time employees are laid off so long as part-time positions are offered to laid off full-time employees first.

Paragraphs in 64 (c) eliminated

13. Article XXXII. Retirement:

Effective upon ratification, bargaining unit employees participating in the City's DB Pension Plan shall contribute 4.5 % of pretax payroll towards funding of the Plan. Effective upon ratification, the City's contribution to the Defined Contribution Plan shall be reduced from 12%, 11% and 10% to 9%, 8% and 7% respectively.

14. Contract expires on June 30, 2013.

FOR THE UNION:

Ronald E. Palmigiano  
Jasper Mose  
Dreyon S. Lewis

Date: 4/28/11

FOR THE CITY:

John S. [Signature]  
Cecy E. Sears  
Capt. Colleen A. Matt

Date: 4/28/11

**Troy Public Library**  
**Budget Information for City Council**

<u>TPL's current operating budget</u>	+	<u>TPL's Collection Budget</u>	=	<u>TPL's total budget</u>
<b>\$2,260,000</b>		<b>\$425,000</b>		<b>\$2,685,000</b>

- Includes budget for 70 staff
  - 6 full-time
  - 64 part-time
  - **CURRENT CONDITIONS:**
    - 5 full-time
    - 55 part-time
- **TPL is open 55 hours per week**
- TPL has full membership in Suburban Library Cooperative
- TPL receives state aid and all benefits deriving from it
  - Group discounts up to 40% on materials purchases
  - Access to MelCat (statewide interlibrary loan program)
- Public Internet stations are available
- No programming
- Computer classes funded by Friends

<u>Proposed operating budget</u>	+	<u>Proposed Collection Budget</u>	=	<u>Total proposed budget</u>
<b>\$1,200,000</b>		<b>\$400,000*</b>		<b>\$1,600,000</b>

- 23 staff members
  - 2 full-time
  - 21 part-time
- **TPL would be open 15 hours per week with extremely limited services**
  - No holds, no interlibrary loans
  - No outreach service to seniors
  - No programs
  - No computer support
    - **Services limited to check out, basic reference, limited phone service**
- Membership in SLC through at least September 30, 2011
- No reciprocity with many area libraries
- Would need to apply for a waiver (if available) for State Aid
  - Waiver will not be available until October 1, at the earliest

\* need to keep due to loss of discounts/purchase of additional electronic resources

### **Library Director's Concerns:**

- I do not believe that \$87,500 in fines will be collected. That figure is too high—it is half of what the library has budgeted for fines/fees for the current year, when the library is open 55 hours per week.
- The proposed waiver for hours of operation, if approved, will not be in effect until Oct. 1, 2011.
- Friends' ability to generate revenue is limited by the library's shortened schedule.
- The target amount of \$1.6 million does not allow for the purchase of self-checkouts.
- Due to the limitation and/or cessation of borrowing privileges at other libraries, TPL will be the only library available to Troy residents.
  - It will be difficult to handle the demand of a potential 50,000+ cardholders with 23 staff members.
  - The potential is there that the library's current amount of business and foot traffic, now done in 55 hours per week, will have to be done in 15 hours per week.
- Staff turnover will be an issue in those working conditions.
- If 2-4 staff members leave, the library will not be able to be open 15 hours per week.
- If the director or the other full-time staff member leaves, it will be difficult to replace that person, and the remaining full-time staff member has no flexibility in terms of sick time, vacation, furlough, etc.

CITY OF TROY  
DEDICATED MILLAGE - LIBRARY OPERATIONS  
5 - YEAR BUDGET

<u>REVENUE</u>	2011/12	2012/13	2013/14	2014/15	2015/16	TOTAL
TAXES (.66 MILLS)	\$ 2,843,000	\$ 2,644,000	\$ 2,512,000	\$ 2,387,000	\$ 2,339,000	\$ 12,725,000
COUNTY - LIBRARY PENAL FINES	100,000	102,000	102,000	102,000	102,000	508,000
NON-RESIDENT LIBRARY CARDS	15,000	15,000	15,000	15,000	15,000	75,000
NON-RESIDENT INTERNET	3,000	3,000	3,000	3,000	3,000	15,000
LIBRARY FINES	100,000	101,000	101,000	101,000	101,000	504,000
LIBRARY VENDING	3,000	3,000	3,000	3,000	3,000	15,000
LIBRARY AUDIO VISUAL RENTALS	14,000	14,000	14,000	14,000	14,000	70,000
LIBRARY BOOK RENTALS	1,000	1,000	1,000	1,000	1,000	5,000
DUPLICATING COPIES	20,000	20,000	20,000	20,000	20,000	100,000
	<u>\$ 3,099,000</u>	<u>\$ 2,903,000</u>	<u>\$ 2,771,000</u>	<u>\$ 2,646,000</u>	<u>\$ 2,598,000</u>	<u>\$ 14,017,000</u>
TAXES (.70 MILLS)	\$ 3,016,000	\$ 2,804,000	\$ 2,664,000	\$ 2,531,000	\$ 2,480,000	\$ 13,495,000
						\$ 770,000
<u>EXPENDITURES</u>						
PERSONAL SERVICES	\$ 1,492,600	\$ 1,515,000	\$ 1,538,000	\$ 1,561,000	\$ 1,584,300	\$ 7,690,900
SUPPLIES	58,000	60,000	62,000	64,000	66,000	310,000
OTHER SERVICE CHARGES	709,070	730,030	752,000	775,000	798,000	3,764,100
CAPITAL OUTLAY	425,000	437,000	450,000	463,000	477,000	2,252,000
	<u>\$ 2,684,670</u>	<u>\$ 2,742,030</u>	<u>\$ 2,802,000</u>	<u>\$ 2,863,000</u>	<u>\$ 2,925,300</u>	<u>\$ 14,017,000</u>
TV	4,308,000	4,006,400	3,806,000	3,616,000	3,543,500	
		-7.00%	-5.00%	-5.00%	-2.00%	



2011/12 -  
2013/14  
Budget

**CAPITAL PROJECTS FUND  
REVENUE AND EXPENDITURES**

Description	2010 Actual	2011 Projected	2011 Budget	2012 Budget	2013 Budget	2014 Budget
<b>Revenues</b>						
Taxes	\$7,957,902	\$7,182,000	\$7,190,000	\$6,591,000	\$6,120,000	\$5,189,000
Federal Grants	-	600,000	921,100	1,146,100	800,000	1,200,000
State Grants	3,055,711	1,043,000	9,787,500	9,587,500	-	-
Contributions - Local	-	300,500	200,000	200,000	200,000	200,000
Charges for Services	571,390	473,000	272,000	288,000	288,000	288,000
Fines and Forfeitures	-	20,000	209,000	220,000	220,000	220,000
Interest and Rents	231,531	127,200	207,200	127,200	127,200	130,000
Other Revenue	399,148	56,000	-	-	-	-
Bond Proceeds	61,816	-	-	-	-	-
Operating Transfers In	2,000,000	1,000,000	12,594,190	6,868,110	3,241,691	1,746,459
<b>Total - Revenue</b>	<b>\$14,277,498</b>	<b>\$10,801,700</b>	<b>\$31,380,990</b>	<b>\$25,027,910</b>	<b>\$10,996,891</b>	<b>\$8,973,459</b>
<b>Expenditures</b>						
<b>Council &amp; Executive Administration</b>						
<b>748 Community Affairs</b>						
7978 General Equipment	\$-	\$60,000	\$100,000	\$50,000	\$50,000	\$-
<b>Total - 748 Community Affairs</b>	<b>\$-</b>	<b>\$60,000</b>	<b>\$100,000</b>	<b>\$50,000</b>	<b>\$50,000</b>	<b>\$-</b>
<b>Total - Council &amp; Executive Administration</b>	<b>\$-</b>	<b>\$60,000</b>	<b>\$100,000</b>	<b>\$50,000</b>	<b>\$50,000</b>	<b>\$-</b>
<b>Drains</b>						
<b>516 Drains</b>						
7989 Public Works Construction	\$146,272	\$300,000	\$315,000	\$2,335,000	\$250,000	\$200,000
7991 Principal	191,351	196,590	196,590	201,170	206,776	211,746
7995 Interest	83,532	79,500	79,500	74,360	69,068	63,663
7998 Other Fees	18	20	50	50	50	50
<b>Total - 516 Drains</b>	<b>\$421,173</b>	<b>\$576,110</b>	<b>\$591,140</b>	<b>\$2,610,580</b>	<b>\$525,894</b>	<b>\$475,459</b>
<b>Engineering</b>						
<b>442 Engineering</b>						
7978 General Equipment	\$17,453	\$-	\$-	\$-	\$-	\$-
<b>Total - 442 Engineering</b>	<b>\$17,453</b>	<b>\$-</b>	<b>\$-</b>	<b>\$-</b>	<b>\$-</b>	<b>\$-</b>
<b>Fire</b>						
<b>337 Fire Administration</b>						
7978 General Equipment	\$36,033	\$19,000	\$19,000	\$-	\$20,000	\$20,000
<b>Total - 337 Fire Administration</b>	<b>\$36,033</b>	<b>\$19,000</b>	<b>\$19,000</b>	<b>\$-</b>	<b>\$20,000</b>	<b>\$20,000</b>

A meeting of the Downtown Development Authority was held on Wednesday, April 20, 2011 in the Lower Level Conference room, City Hall, 500 W. Big Beaver, Troy, Michigan. Kiriluk called the meeting to order at 7:30 AM.

**Present:** Michele Hodges  
Larry Keisling  
William Kennis  
Alan Kiriluk  
P. Terry Knight  
Dan MacLeish  
Ernest Reschke  
Douglas Schroeder  
G. Thomas York  
Stuart Frankel

**Absent:** David Hay  
Louise Schilling  
Harvey Weiss

**Also Present:** John Szerlag  
John Lamerato  
Mark Miller  
Lori Bluhm  
Nino Licari  
Brent Savidant  
Monica Ireland  
Tim McLean

**Minutes**

---

**Resolution: DD-11- 05**

Moved by: Kennis  
Seconded by: Hodges

RESOLVED, That the Minutes of the March 16, 2011 regular meeting be approved.

Yeas: 10  
Absent: Hay, Schilling, Weiss

**Old Business**

---

None

**New Business**

---

A. Fiscal Year 2011-12 Annual Budget

John Lamerato gave a presentation of the budget. There was discussion about the 2 mills that the DDA has power to levy within the district along with extending the life of the DDA.

**Resolution: DD-11- 06**

Moved by: York

Seconded by: Kennis

RESOLVED, That the board approve the Fiscal Year 2011-12 Annual Budget.

Yeas: 10

Absent: Hay, Schilling, Weiss

**Public Comment**

---

None

**Member Comment**

---

None

This meeting was adjourned at 8:13 AM.

Next Meeting: May 18, 2011 at 7:30 AM in the Lower Level Conference Room, City Hall.

A meeting of the **Joint Local Development Finance Authority – Troy Subcommittee (LDFA)** was held on Tuesday, May 11, 2011 at 3:00 p.m., at City Hall in the Council Board Room. Szerlag called the meeting to order at 3:06 p.m.

**PRESENT:** Stephanie Bergeron  
Dan Hunter, County Representative, Non-voting  
Mike Kidder  
Maureen McGinnis (alternate)  
Dane Slater (alternate)  
John Szerlag, City Manager

**ABSENT:** Robin Beltramini, Chair  
Mike Adamczyk

**ALSO PRESENT:** Mark Miller, Director of Economic and Community Development  
Brent Savidant, Planning Director

### Minutes

#### ***Resolution # LD-2011-05-001***

Moved by Bergeron  
Seconded by McGinnis

RESOLVED, That the minutes of April 26, 2010 be approved.

Yeas: All - 5  
Nays: 0  
Absent:

### Old Business

None

### New Business – Approval of the Automation Alley Foundation Membership

#### ***Resolution #LD-2011-05-002***

Moved by Bergeron  
Seconded by McGinnis

RESOLVED, That the Board recommends approval of the Automation Alley Foundation Membership.

Yeas: All – 5  
Nays: 0  
Absent:

**New Business – Approval of the 2011/12 Budget**

---

***Resolution #LD-2011-05-003***

Moved by Slater  
Seconded by Kidder

RESOLVED, That the Board recommends approval of the 2011/12 Budget and adopts the Budget upon City Council’s approval.

Yeas: All – 5  
Nays: 0  
Absent:

**Election of Officers**

---

***Resolution #LD-2011-05-004***

Moved by Szerlag  
Seconded by Slater

RESOLVED, That the following elections be approved:

Robin Beltramini, Chairperson  
Mark F. Miller, Secretary Treasurer

Yeas: All – 5  
Nays: 0  
Absent:

**Public Comment**

---

None

The meeting adjourned at 3:18 p.m.

**Next Meeting: July 25, 2011**

CITY OF TROY

# Budget Worksheet Report

Account Number	Description	2010 Actual Amount	2011 Amended Budget	2011 Actual Amount	2011 Estimated Amount	2012 Final	% Change
<b>Fund</b>	<b>101</b>	<b>GENERAL FUND</b>					
<b>Expenses</b>							
<b>Department</b>	<b>102</b>	<b>Council</b>					
<u>PERSONAL SERVICES</u>							
7702	Personal Service	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
7703	Elected and Appointed	\$14,700.00	\$14,700.00	\$11,025.00	\$14,700.00	\$14,700.00	0%
7715	FICA	\$1,124.55	\$1,125.00	\$843.43	\$1,125.00	\$1,125.00	0%
7717	Workers Comp and	\$174.81	\$18.00	\$13.23	\$17.00	\$17.00	-6%
7718	Sick Pay Allowance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
7719	Hospital and Life Insurance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
7720	Vacation	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
7722	Retirement	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
<u>Total: PERSONAL SERVICES</u>		\$15,999.36	\$15,843.00	\$11,881.66	\$15,842.00	\$15,842.00	0%
<u>SUPPLIES</u>							
7728	Office Supplies	\$2,474.93	\$3,000.00	\$828.22	\$2,000.00	\$2,000.00	-33%
7730	Postage	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
<u>Total: SUPPLIES</u>		\$2,474.93	\$3,000.00	\$828.22	\$2,000.00	\$2,000.00	-33%
<u>OTHER SERVICE CHARGES</u>							
7920.040	Public Utilities Telephone	\$3,373.03	\$3,750.00	\$3,232.08	\$3,400.00	\$3,500.00	-7%
7955.105	Miscellaneous Insurance Other	\$285.76	\$300.00	\$290.20	\$300.00	\$300.00	0%
7958	Membership & Dues	\$29,517.00	\$31,000.00	\$16,573.00	\$29,500.00	\$30,000.00	-3%
7960.110	Education & Training General	\$3,737.54	\$6,000.00	\$2,719.24	\$4,500.00	\$6,000.00	0%
7962	Other	\$507.67	\$500.00	\$377.38	\$500.00	\$500.00	0%
<u>Total: OTHER SERVICE CHARGES</u>		\$37,421.00	\$41,550.00	\$23,191.90	\$38,200.00	\$40,300.00	-3%
<u>CAPITAL OUTLAY</u>							
7980.010	Office Equipment Office	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
<u>Total: CAPITAL OUTLAY</u>		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	+++
<b>Department Total: Council</b>		<b>\$55,895.29</b>	<b>\$60,393.00</b>	<b>\$35,901.78</b>	<b>\$56,042.00</b>	<b>\$58,142.00</b>	<b>-4%</b>

## Draft Minutes Brownfield Redevelopment Authority Regular Meeting of May 9, 2011

---

The meeting was called to order at 3:05p.m. at Troy City Hall, Council Boardroom by Chairman Bruce Wilberding.

Members Present: Bruce Wilberding  
Donald Schenk  
Robert Swartz  
Joseph Vassallo

Members Absent:

Also Present: Mark F. Miller, Secretary/Treasurer  
Brent Savidant, Acting Planning Director

### **APPROVAL OF MINUTES**

Resolution # BRA 2011-05-01

Moved by Bassallo

Seconded by Swartz

RESOLVED, that the BRA approve the minutes of May 13, 2010 special meeting.

Yeas: 4  
Nays: 0  
Absent: 0

### **OLD BUSINESS**

### **NEW BUSINESS**

#### **A. 2011/12 Budget**

Resolution # BRA 2011-05-02

Moved by Vassallo

Seconded by Schenk

RESOLVED, that the BRA approve the 2010/11 Budget.

Yeas: 4  
Nays: 0  
Absent: 0

**B. Election of Officers (Chairperson, Vice-Chairperson and Secretary/Treasurer)**

Resolution # BRA 2011-05-03

Moved by Schenk

Seconded by Swartz

RESOLVED, that the following be elected:

Chairperson	Bruce Wilberding
Vice-Chairperson	Art Costonika
Secretary/Treasurer	Mark F. Miller

Yeas: 4

Nays: 0

Absent: 0

**C. Regular Meeting Schedule for 2011**

Resolution # BRA 2011-05-04

Moved by Vassallo

Seconded by Wilberding

RESOLVED, that the attached meeting schedule for 2011 be adopted.

Yeas: 4

Nays: 0

Absent: 0

**BOARD MEMBER COMMENT**

**PUBLIC COMMENT**

Meeting was adjourned at 3:21p.m.

**The next meeting scheduled is October 18, 2011.**



## **Association Staff Management**

### **Ken Rogers**

*Executive Director*

rogersk@automationalley.com

**Brief:** responsible for overall management of the organization

BIO

### **Thomas Anderson, Ph.D.**

*Senior Director, Entrepreneurism*

andersont@automationalley.com

**Brief:** oversees organization with Executive Director and assists technology-related start-up organizations

BIO

### **Maryann Daddow**

*Director, Finance*

daddowm@automationalley.com

**Brief:** responsible for monthly and annual financial reporting

BIO

### **Charles DeVries**

*Senior Director, Business Development*

devriesc@automationalley.com

**Brief:** responsible for governmental affairs, business development, public relations and communications

BIO

### **Andrea Duncan**

*Director, Member Services and Marketing*

duncana@automationalley.com

**Brief:** oversees Automation Alley's member activities, committees, education-focused initiatives, IT management, Web site development and marketing initiatives

BIO

### **Noel Nevshehir**

*Director, International Business Services*

nevshehirn@automationalley.com

**Brief:** manages activities relating to trade missions, export readiness consulting, and business attraction

BIO

**Daniel Raubinger**

*Director, Defense and Manufacturing*

raubingerd@automationalley.com

**Brief:** manages day-to-day operations of the Diminishing Manufacturing Sources and Material Shortages program and all manufacturing initiatives

BIO

**Staff**

**Sharon Blumeno**

*Senior Business Development Executive*

blumenos@automationalley.com

**Brief:** recruits and welcomes new members to the Alley

**Cheryl Buscemi**

*Manager, Member Experience and Events*

buscemic@automationalley.com

**Brief:** works in attracting and retaining Automation Alley members, oversees Automation Alley events

**Jacqueline Cardella**

*Government Affairs Staff Assistant*

cardellaj@automationalley.com

**Brief:** assists with government affairs activities

**Jennifer Chinn**

*Events and Promotions Coordinator*

chinnj@automationalley.com

**Brief:** plans and promotes all Automation Alley events

**Claudia DiMercurio**

*Executive Office Administrator*

dimercurioc@automationalley.com

**Brief:** assists Executive Director, manages Board of Directors and oversees building maintenance and security

**Karol Friedman**

*IT Career Pathways Employment Coordinator*

friedmank@automationalley.com

**Brief:** develops employment opportunities for IT Career Pathways Program graduates

**Eriola Grabocka**

*Supervisor, Member Experience*

grabockae@automationalley.com

**Brief:** processes member applications and requests; answers Automation Alley's Resource Center hotline and email account

**Alysla Green**

*Manager, Talent Development*

greena@automationalley.com

**Brief:** administers Automation Alley programming and oversees workforce development initiatives

**Kim Krutsch**

*Administrative Assistant*

krutschk@automationalley.com

**Brief:** assists with administrative projects and serves as the Alley's receptionist

**Kelly Kozlowski**

*Business Accelerator Client Coordinator and Communications Officer*

kozlowskik@automationalley.com

**Brief:** works with Automation Alley's seed funded companies and entrepreneurs, develops and manages all media relations efforts

**Lisa Lasser**

*Supervisor, International Business*

lasserl@automationalley.com

**Brief:** manages the day-to-day activities associated international business services, including international trade and business investment activities

**John Shirk**

*Accountant and HR Manager*

shirkj@automationalley.com

**Brief:** performs a wide range of accounting-related activities and is responsible for all human resource-related issues

**Amy Young**

*Member Experience Representative*

younga@automationalley.com

**Brief:** works in attracting and retaining Automation Alley members

**Defense Consultants**

**John Bedz**

*Consultant (defense/automotive)*

bedzj@automationalley.com

**Brief:** assists with U.S. Army consulting and is providing strategic analysis of the Small Business Innovation Research (SBIR) program

**Anthony Castillo**

*U.S. Army TARDEC DMSMS Project Leader*

castilloa@automationalley.com

**Brief:** assists with the Diminishing Manufacturing Sources and Material Shortages program

**Stewart Rescoe**

*DMSMS Analyst*

rescoes@automationalley.com

**Brief:** assists with the Diminishing Manufacturing Sources and Material Shortages program

**Anil Sanne**

*U.S. Army TARDEC DMSMS Project Leader*

sannea@automationalley.com

**Brief:** assists with the Diminishing Manufacturing Sources and Material Shortages program

**Anne Walter**

*DMSMS Office Manager/Executive Assistant*

waltera@automationalley.com

**Brief:** supports the Diminishing Manufacturing Sources and Material Shortages program

**Thomas Whinihan**

*U.S. Army TARDEC DMSMS Project Engineer*

whiniant@automationalley.com

**Brief:** assists with the Diminishing Manufacturing Sources and Material Shortages program

**Kyle Wojan**

*U.S. Army TARDEC DMSMS Project Engineer*

wojank@automationalley.com

**Brief:** assists with the Diminishing Manufacturing Sources and Material Shortages program

**Apprentices and Interns**

**Raphael Henderson**

*Graphics & Content Intern*

hendersonr@automationalley.com

**Brief:** assists with graphic design and Web content management

**Faysal Houtait**

*Public Affairs Intern*

houtaitf@automationalley.com

**Brief:** assists with public affairs activities

**Genna Piscopo**

*Communications Intern*

piscopog@automationalley.com

**Brief:** assists with all written communications and events

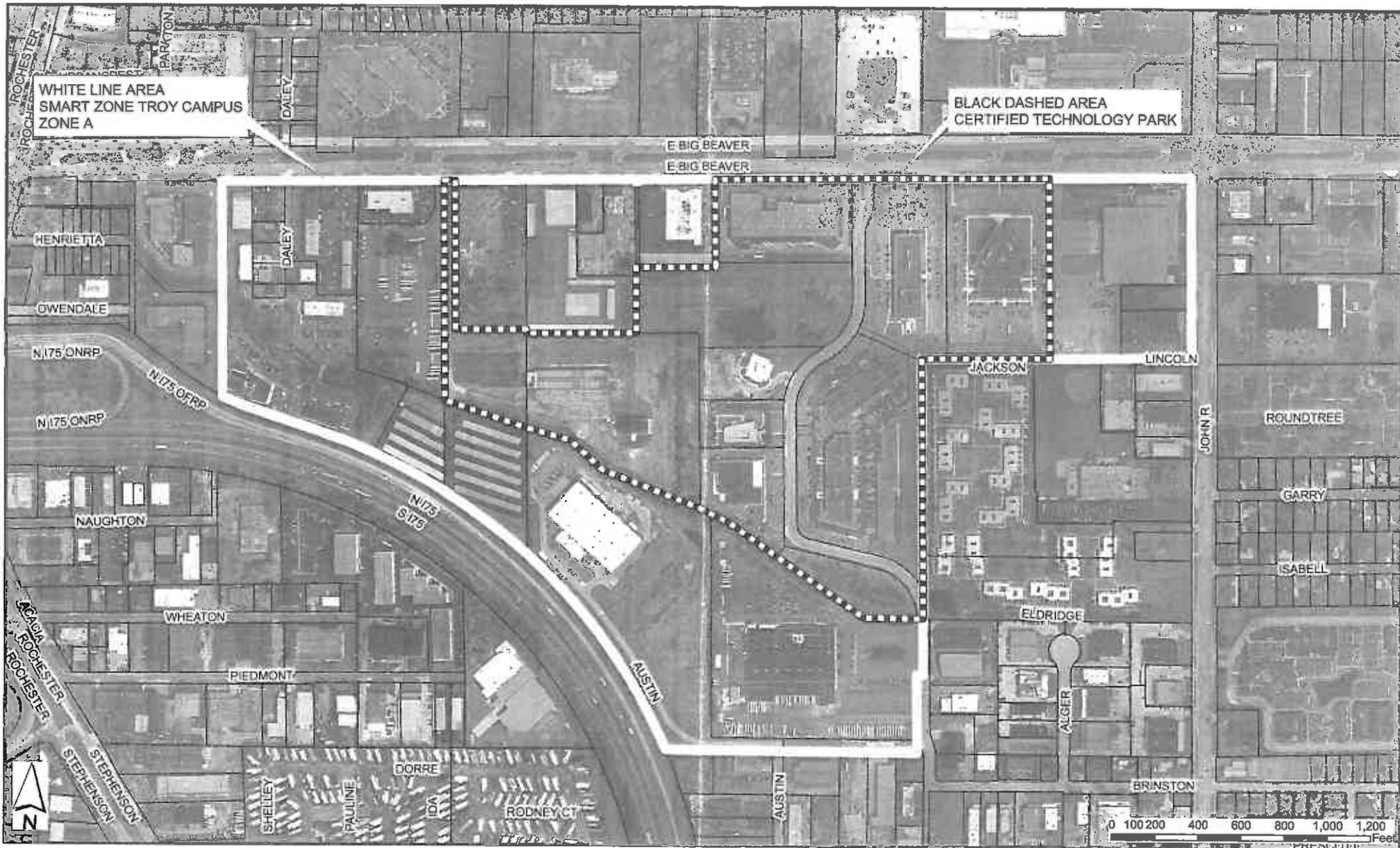
**John Wolf-Meyer**

*International Business Services Apprentice*

wolfmeyerj@automationalley.com

**Brief:** assists with international business activities

# SMART ZONE TROY CAMPUS ZONE A



**AUTOMATION ALLEY**  
Troy, Michigan

**FINANCIAL STATEMENTS**

**For the Years Ended**  
**August 31, 2010 and 2009**

**AUTOMATION ALLEY**  
Troy, Michigan

**FINANCIAL STATEMENTS**

**For the Years Ended**  
**August 31, 2010 and 2009**

# AUTOMATION ALLEY

## TABLE OF CONTENTS

---

	<u>Page</u>
<b>Independent Auditors' Report</b>	1
<b>Financial Statements for the Years Ended August 31, 2010 and 2009</b>	
Statements of Financial Position	2
Statements of Activities	3
Statements of Cash Flows	4
Notes to Financial Statements	5-21

December 28, 2010

Board of Directors  
Automation Alley  
Troy, Michigan

We have audited the accompanying statements of financial position of *Automation Alley* (the "Organization") as of August 31, 2010 and 2009, and the related statements of activities and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Audit Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of *Automation Alley* as of August 31, 2010 and 2009, and the changes in its net assets and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued under separate cover our report dated December 28, 2010, on our consideration of *Automation Alley's* internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on the Organization's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.



# AUTOMATION ALLEY

## STATEMENTS OF FINANCIAL POSITION

ASSETS	August 31	
	2010	2009
<b>Current assets</b>		
Cash and cash equivalents	\$ 1,377,290	\$ 1,670,002
Grants receivable	466,564	1,747
Memberships receivable	125,250	130,500
Prepaid expenses and other	153,552	233,726
<b>Total current assets</b>	<b>2,122,656</b>	<b>2,035,975</b>
Net property and equipment	2,542,587	2,633,121
Seed fund investments	3,383,196	3,068,202
Deposit	100,000	100,000
Closing costs, net	3,000	1,946
<b>Total assets</b>	<b>\$ 8,151,439</b>	<b>\$ 7,839,244</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Current liabilities</b>		
Accounts payable	\$ 490,930	55,017
Current portion of mortgage payable	213,819	1,206,239
Accrued expenses	60,479	57,628
Event deposits	19,222	57,731
Deferred grant revenues	408,305	1,123,531
Deferred membership dues	647,112	601,925
<b>Total current liabilities</b>	<b>1,839,867</b>	<b>3,102,071</b>
Mortgage payable, net of current portion	967,454	-
<b>Total liabilities</b>	<b>2,807,321</b>	<b>3,102,071</b>
<b>Net assets</b>		
Unrestricted	1,325,522	1,331,946
Temporarily restricted	4,018,596	3,405,227
<b>Total net assets</b>	<b>5,344,118</b>	<b>4,737,173</b>
<b>Total liabilities and net assets</b>	<b>\$ 8,151,439</b>	<b>\$ 7,839,244</b>

The accompanying notes are an integral part of these financial statements.

# AUTOMATION ALLEY

## STATEMENTS OF ACTIVITIES

	Year Ended August 31, 2010		
	Unrestricted	Temporarily Restricted	Total
<b>Membership operations</b>			
<b>Public support and revenue</b>			
Membership dues	\$ 1,294,612	\$ -	\$ 1,294,612
Government grants and contracts	2,982,162	-	2,982,162
Events	236,870	-	236,870
Contributed services	474,608	-	474,608
Trade mission revenue	63,199	-	63,199
Sponsorships	-	-	-
<b>Total public support and revenue</b>	<b>5,051,451</b>	<b>-</b>	<b>5,051,451</b>
<b>Other revenue</b>			
Interest income	8,364	-	8,364
Other revenue	131,030	-	131,030
<b>Total other revenue</b>	<b>139,394</b>	<b>-</b>	<b>139,394</b>
Net assets released from restrictions	-	-	-
<b>Total public support and other revenue</b>	<b>5,190,845</b>	<b>-</b>	<b>5,190,845</b>
<b>Expenses</b>			
Program services	3,826,256	-	3,826,256
General and administrative	1,047,738	-	1,047,738
Events	323,275	-	323,275
<b>Total expenses</b>	<b>5,197,269</b>	<b>-</b>	<b>5,197,269</b>
<b>Net loss from membership operations</b>	<b>(6,424)</b>	<b>-</b>	<b>(6,424)</b>
<b>Seed fund revenue and expenses</b>			
Grant revenues	-	815,000	815,000
Dividend and interest income from investments	-	90,509	90,509
Release of restrictions due to impairment and other losses	292,140	(292,140)	-
Loss on investments	(292,140)	-	(292,140)
<b>Net seed fund revenue and expenses</b>	<b>-</b>	<b>613,369</b>	<b>613,369</b>
<b>Change in net assets</b>	<b>(6,424)</b>	<b>613,369</b>	<b>606,945</b>
Net assets, beginning of year	1,331,946	3,405,227	4,737,173
<b>Net assets, end of year</b>	<b>\$ 1,325,522</b>	<b>\$ 4,018,596</b>	<b>\$ 5,344,118</b>

Year Ended August 31, 2009

Unrestricted	Temporarily Restricted	Total
\$ 1,348,962	\$ -	\$ 1,348,962
1,499,349	-	1,499,349
290,634	-	290,634
477,313	-	477,313
104,727	-	104,727
48,607	-	48,607
<b>3,769,592</b>	<b>-</b>	<b>3,769,592</b>
15,799	-	15,799
216,978	-	216,978
<b>232,777</b>	<b>-</b>	<b>232,777</b>
28,802	(28,802)	-
<b>4,031,171</b>	<b>(28,802)</b>	<b>4,002,369</b>
2,532,735	-	2,532,735
1,156,511	-	1,156,511
417,302	-	417,302
<b>4,106,548</b>	<b>-</b>	<b>4,106,548</b>
<b>(75,377)</b>	<b>(28,802)</b>	<b>(104,179)</b>
-	1,275,000	1,275,000
-	33,797	33,797
1,074,390	(1,074,390)	-
(1,074,390)	-	(1,074,390)
-	<b>234,407</b>	<b>234,407</b>
<b>(75,377)</b>	<b>205,605</b>	<b>130,228</b>
1,407,323	3,199,622	4,606,945
<b>\$ 1,331,946</b>	<b>\$ 3,405,227</b>	<b>\$ 4,737,173</b>

**AUTOMATION ALLEY**  
**STATEMENTS OF CASH FLOWS**

	<b>Year Ended August 31</b>	
	<b>2010</b>	<b>2009</b>
<b>Cash flows from operating activities</b>		
Change in net assets	\$ 606,945	\$ 130,228
Adjustments to reconcile change in net assets to net cash used in operating activities		
Depreciation and amortization	189,486	179,898
Loss on disposal of assets	-	1,071
Loss on seed fund investments	292,140	1,074,390
Interest income on seed fund investments	(42,134)	(15,000)
Changes in operating assets and liabilities which (used) provided cash		
Grants receivable	(464,817)	313,492
Memberships receivable	5,250	(2,914)
Prepaid expenses and other	80,174	6,399
Accounts payable	435,913	(228,956)
Accrued expenses	2,851	25,006
Event deposits	(38,509)	(77,439)
Deferred grant revenue	(715,226)	892,262
Deferred membership dues	45,187	(163,711)
<b>Net cash provided by operating activities</b>	<b>397,260</b>	<b>2,134,726</b>
<b>Cash flows from investing activities</b>		
Acquisition of seed fund equity investments	-	(175,000)
Issuance of seed fund notes receivable	(815,000)	(1,100,000)
Collection of seed fund notes receivable	250,000	100,000
Purchases of property and equipment	(97,006)	(113,975)
Proceeds from sales of property and equipment	-	53,900
<b>Net cash used in investing activities</b>	<b>(662,006)</b>	<b>(1,235,075)</b>
<b>Cash flows used in financing activities</b>		
Repayments of long-term debt	(24,966)	(25,507)
Debt issuance costs	(3,000)	-
<b>Net cash used in financing activities</b>	<b>(27,966)</b>	<b>(25,507)</b>
<b>Net (decrease) increase in cash and cash equivalents</b>	<b>(292,712)</b>	<b>874,144</b>
Cash and cash equivalents, beginning of year	1,670,002	795,858
<b>Cash and cash equivalents, end of year</b>	<b>\$ 1,377,290</b>	<b>\$ 1,670,002</b>

The accompanying notes are an integral part of these financial statements.

# AUTOMATION ALLEY

## NOTES TO FINANCIAL STATEMENTS

---

### 1. NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

#### Nature of Activities

Automation Alley (the "Organization") is a regionally focused technology organization integrating business, education and government to strengthen southeastern Michigan's economy. The purpose of the Organization is to act as a catalyst to enhance the image of southeastern Michigan and to help its members grow their businesses. The Organization provides products and services that stimulate and highlight the technological excellence and diversity of the regional economy. Membership is made up of technologically diverse, progressive businesses, educational institutions and government entities within an eight county area and the City of Detroit.

The Automation Alley Consortium (the "Consortium") was established in May 1998 to develop programs to support members in their efforts to attract world-class, high technology workers to southeastern Michigan. Working with government agencies, the Consortium is working to turn southeastern Michigan into an internationally recognized innovation center.

#### Concentrations

Approximately 59% and 46% in 2010 and 2009, respectively, of the Organization's public support and revenue is currently provided from grants and contracts received from the State of Michigan, United States Department of Defense and United States Department of Transportation. In addition, the Organization's memberships and related dues revenue are concentrated in business entities and individuals located principally in Southeastern Michigan.

#### Cash and Cash Equivalents

Cash and cash equivalents consist of demand deposits in banks and cash on hand. For the purpose of the statement of cash flows, the Organization considers all unrestricted highly liquid investments purchased with original maturities of three months or less to be cash equivalents. The Organization has, at times throughout the year, bank balances that exceed federally insured limits. The Organization has not experienced any losses on such accounts, and management believes the Organization is not exposed to any unusual interest rate or credit risk on cash and cash equivalents. Cash of \$450,000 and \$200,000 is restricted for seed fund investments at August 31, 2010 and 2009, respectively.

#### Revenue Recognition, including Deferred Revenue

The Organization accounts for its public support and revenues in accordance with the FASB Accounting Standards Codification (ASC) 958-605, *Not-for-Profit Entities: Revenue Recognition*. Public support and revenues generally fall into the following categories:

## AUTOMATION ALLEY

### NOTES TO FINANCIAL STATEMENTS

---

#### *Membership Dues*

Revenues from memberships qualify as “exchange transactions” in accordance with ASC 958-605. Membership dues, which typically are one year in duration, are initially recorded as deferred revenue in the statement of financial position and recognized ratably over the membership year. The membership year begins in the month the related dues are paid and expires over a 12-month period. Membership dues for renewals that are received prior to expiration of the existing membership are recorded as deferred revenue on the statement of financial position.

#### *Sponsorships and Promises to Give*

Event sponsorship revenues generally qualify as exchange transactions in accordance with ASC 958-605 and are recognized in the period in which the related event occurs; they are recorded as deferred revenue if received in advance of such event. Depending on the nature of the sponsorship, such revenues may be considered “unconditional promises” in accordance with ASC 958-605, and are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence or nature of any donor imposed restrictions.

Sponsor and other contributions that are unconditional promises are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Sponsorships that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

#### *Government Grants and Contracts*

Revenues from government grants are typically earned on a reimbursement basis whereby grant revenue and related receivables are recognized in the period in which qualifying grant expenditures are made, and are thus considered exchange transactions under ASC 958-605. Any portion of such grants received in advance of the Organization incurring qualifying expenses is recorded as deferred revenue in the statement of financial position. Government grants that qualify as “unconditional promises” are accounted for as described under “Sponsorships”, above.

# AUTOMATION ALLEY

## NOTES TO FINANCIAL STATEMENTS

---

### *In-Kind Contributions*

The Organization recognizes the value (as revenue and related expense in the statement of activities) of contributed services, if the contributed service received creates or enhances non-financial assets or requires specialized skills that are provided by individuals possessing those skills, and would typically need to be purchased, if not provided by donation. Contributed services that do not meet these criteria are not recognized.

### **Grants and Memberships Receivable**

The Organization receives grants on an annual basis from various funding sources. Certain grants are funded on a reimbursement basis, which can lead to a grant receivable amount at year end. As discussed above, such reimbursable grants are considered “exchange transactions” in accordance with ASC 958-605. Accordingly, grant revenue and related receivables are recognized in the period in which qualifying grant expenditures are made. Any portion of such grants received in advance of the Organization incurring qualifying expenses is recorded as deferred revenue in the statement of financial position. Management does not consider allowances necessary at August 31, 2010 or 2009.

Memberships receivable result from unpaid membership renewals and are unsecured. Management assesses the collectability of such receivables by an analysis of the respective member’s status, past payment history, length of time as a member, etc. Unpaid renewals that management does not expect to collect are written off to expense as management deems them uncollectible. Uncollectible memberships have historically been immaterial, and management does not believe allowances are required at August 31, 2010 or 2009.

### **Seed Fund Investments**

The Organization accounts for its investments in accordance with ASC 958-320, *Not-for-Profit Entities: Investments-Debt and Equity Securities*. As part of its “Advanced Automotive Seed Fund” and “Automotive Technology Business Accelerator”, the Organization receives funding from governmental entities affiliated with the State of Michigan to encourage the development of competitive-edge technologies through, among other activities, the creation of early stage “seed funds”. The Organization uses such seed funding to make equity and debt (notes receivable) investments in various Michigan-based companies, which are typically high-tech, start-up companies or development stage enterprises.

## AUTOMATION ALLEY

### NOTES TO FINANCIAL STATEMENTS

---

Certain of the Organization's seed funds issued as notes receivable are accounted for as investments under ASC 958-320 since they are either secured, convertible into equity securities, or both. Equity investments where the Organization exercises control or where its ownership interest is at least 20% but less than or equal to 50%, are accounted for under the equity method in accordance with ASC 958-810, *Not-for-Profit Entities: Consolidation*. Investments not accounted for under the equity method that also do not have readily determinable fair values are accounted for under the cost method and are evaluated annually for impairment, and to determine whether such impairment is temporary or other-than-temporary. If a cost method investment is deemed by management to be other-than-temporarily impaired, it is written down to its estimated fair value, which becomes the new carrying value, with subsequent recoveries in fair value, if any, not recognized.

As discussed above, the Organization's investments are made in companies that are typically start up or development stage in nature, and that are privately held. Accordingly, these investments do not have readily determinable fair values. As of August 31, 2010 and 2009, management has recorded impairments aggregating \$1,532,550 and \$1,282,550, respectively, on such investments where management has assessed the fair value impairment as other-than-temporary.

The Organization has three investments in common stock aggregating \$649,987 and a investment in a limited liability company of \$325,000, which are accounted for under the equity method, as of August 31, 2010 and 2009. The Organization's share of the investees' accumulated losses and impairment losses is approximately \$513,925 and \$471,785 for these four investments, as of August 31, 2010 and 2009, respectively. The Organization's share of the investee's accumulated losses exceeds its initial investment for two of the companies, and is thus carried at zero on the statement of financial position. The Organization has not recorded losses on these investment in excess of its initial investment since management believes the Organization is not obligated to fund additional losses.

The underlying agreements, which provide funding for the seed fund investments do not require the Organization to repay the funding if and when the underlying notes are collected or equity investments are recouped; however, any such proceeds must be reinvested, including any interest collected, in accordance with the agreement. Accordingly, such funding is recorded as temporarily restricted net assets until such time (if ever) that the investments are written down below cost due to impairment or for recognition of equity method losses.

# AUTOMATION ALLEY

## NOTES TO FINANCIAL STATEMENTS

---

### Fair Value Measurements

Fair value refers to the price that would be received to sell an asset or paid to transfer a liability (an exit price) in an orderly transaction between market participants in the market in which the reporting entity transacts such sales or transfers based on the assumptions market participants would use when pricing an asset or liability. Assumptions are developed based on prioritizing information within a fair value hierarchy that gives the highest priority to quoted prices in active markets and the lowest priority to unobservable data ). For a further discussion of Fair Value Measurement, refer to Note 3 to the financial statements.

### Deposit

The Organization has an agreement with an unrelated company whereby the Organization and the company are expected to form another new entity, with each having an ownership interest. The Organization has funds amounting to \$100,000 that are held by the unrelated company in anticipation of the new entity being formed. As of August 31, 2010, this new entity has not been formed and management has recorded the \$100,000 held by the unrelated company as a deposit.

### Property and Equipment and Depreciation

Purchased property and equipment are stated at cost. Donated property and equipment is recorded at fair market value at the date of the donation. Major improvements and renewals are capitalized while ordinary maintenance and repairs are expensed. Management annually reviews these productive assets to determine whether carrying values have been impaired. Depreciation is computed annually using the straight-line and double declining balance methods over the estimated useful lives of the related assets, which range from 5 to approximately 40 years.

### Non-Monetary Transactions

In the normal course of business, the Organization trades its membership dues for the services of some of its suppliers. These transactions are recorded at fair value when the goods and services are received, with fair value being equal to the value of the related membership provided to the supplier. Approximately \$313,000 and \$323,000 of membership dues revenue results from such transactions for the years ended August 31, 2010 and 2009, respectively, and relates principally to advertising placed and professional services received.

The Organization also received donated salaries for some of its employees and other donated services which are recorded at the actual cost to the donor. Donated salaries and services

# AUTOMATION ALLEY

## NOTES TO FINANCIAL STATEMENTS

---

amounted to approximately \$605,000 and \$668,000 for the years ended August 31, 2010 and 2009, respectively.

### Advertising Costs

Advertising costs are expensed as such amounts are incurred. Advertising costs were \$153,196 and \$308,514 for the years ended August 31, 2010 and 2009, respectively. These amounts include \$122,667 and \$179,250 for fiscal 2010 and 2009, respectively, in advertising services that were received in exchange for membership dues.

### Income Taxes

The Organization is a not-for-profit organization exempt from income tax under Section 501(c)(6) of the Internal Revenue Code and is exempt from similar state and local taxes. Although the Organization was granted an income tax exemption by the Internal Revenue Service, such exemption does not apply to "unrelated business taxable income." Such income, pursuant to the Internal Revenue Code and related regulations, includes investment income. The Organization has been classified as not a private foundation.

In July 2006, the Financial Accounting Standards Board ("FASB") issued a new standard related to *Accounting for Uncertainty in Income Taxes*, now codified as ASC Topic 740. ASC Topic 740 seeks to reduce the significant diversity in practice associated with financial statement recognition and measurement in accounting for income taxes and prescribes the recognition threshold and measurement attribute for disclosures of tax positions previously taken or expected to be taken on an income tax return. Not-for-profit entities are also within the scope of ASC Topic 740. An entity must consider whether it has engaged in activity that jeopardize its current tax exempt status with the Internal Revenue Service. Furthermore, the Organization must determine whether they have any unrelated business income, which may be subject to federal and state income taxes. The Organization adopted the provisions of ASC Topic 740 effective September 1, 2009, and, accordingly, analyzed their filing positions in the federal and state jurisdictions where they are required to file income tax returns, as well as all open tax years in these jurisdictions. The evaluation was performed for the years 2006 through 2009, the years which remain subject to examination by major tax jurisdictions as of August 31, 2010. The Organization concluded that there are no significant uncertain tax positions requiring recognition in the Organization's consolidated financial statements. The Organization has also elected to retain their existing accounting policy with respect to the treatment of interest and penalties attributable to income taxes, and continue to reflect any charges for such, to the extent they arise, as a component of their administrative expenses.

# AUTOMATION ALLEY

## NOTES TO FINANCIAL STATEMENTS

---

The Organization does not expect the total amount of unrecognized tax benefits (“UTB”) (e.g. tax deductions, exclusions, or credits claimed or expected to be claimed) to significantly increase in the next twelve months. The Organization does not have any amounts accrued for interest and penalties related to UTBs at August 31, 2010, and they are not aware of any claims for such amounts by federal or state income tax authorities.

### Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the year. Actual results could differ from those estimates. An estimate that is particularly sensitive is its estimate of other-than-temporary impairment for certain seed fund investments.

### Subsequent Events

In preparing these financial statements, Organization management has evaluated for potential recognition or disclosure, significant events or transactions that occurred during the period subsequent to August 31, 2010, the most recent statement of financial position presented herein, through December 28, 2010, the date these financial statements were available to be issued. No significant such events or transactions were identified other than the refinancing of the mortgage note as disclosed in Note 6.

### Reclassifications

Certain accounts in the prior-year financial statements have been reclassified for comparative purposes to conform with the presentation in the current-year financial statements.

## 2. GRANTS RECEIVABLE

Grants receivable consisted of the following amounts from the following sources at August 31:

	<u>2010</u>	<u>2009</u>
United States Department of Transportation	\$ 320,963	\$ -
United States Department of Labor	3,328	1,747
United States Department of Defense	<u>142,273</u>	<u>-</u>
<b>Total</b>	<b><u>\$ 466,564</u></b>	<b><u>\$ 1,747</u></b>

# AUTOMATION ALLEY

## NOTES TO FINANCIAL STATEMENTS

---

### 3. FAIR VALUE

The Organization utilizes fair value measurements to record fair value adjustments to certain assets and to determine fair value disclosures on a nonrecurring basis. These assets are seed fund investments in securities accounted for under the equity and cost method, notes receivable and investments in LLC.

Under ASC 820, the Organization groups assets at fair value into three levels (termed the *fair value hierarchy*), based on the markets in which the investments are traded and the reliability of the assumptions used to determine fair value. These levels are:

Level 1: Valuation is based upon quoted prices for identical instruments traded in active markets. Level 1 securities include those traded on an active exchange, such as the New York Stock Exchange, U.S. Treasury securities that are traded by dealers or brokers in active over-the-counter markets, and money market funds.

Level 2: Valuation is based upon quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques for which all significant assumptions are observable in the market.

Level 3: Valuation is generated from model-based techniques that use at least one significant assumption not observable in the market. These unobservable assumptions reflect the estimates of assumptions that market participants would use in pricing the asset or liability.

The Organization's assets recorded at fair value include investments in notes receivable that are considered seed fund investments.

Following is a description of the valuation methodologies used for assets recorded at fair value.

**Seed fund investments.** The Organization does not record seed fund investments at fair value on a recurring basis. However, from time to time, investments are considered impaired and an allowance for the investment is established. Investments for which it is probable that payment of interest and principal will not be made in accordance with the contractual terms of the agreement are considered impaired. Once an investment is identified as individually impaired, management measures impairment. The fair value of impaired of the investment is estimated using one of several methods, including collateral value, market value of similar debt, enterprise value, liquidation value and discounted cash flows. Those impaired investment not requiring an allowance represent investments for which the fair value of the

# AUTOMATION ALLEY

## NOTES TO FINANCIAL STATEMENTS

expected repayments or collateral exceed the recorded investments in such investments. At August 31, 2010, substantially all of the total impaired investments were evaluated based on the fair value of the collateral. Investments where an allowance is established based on the fair value of collateral require classification in the fair value hierarchy. When a current appraised value is not available or management determines the fair value of the collateral is further impaired below the appraised value and there is no observable market price, the Organization records the impaired investment as nonrecurring Level 3.

The table below presents the balances of assets measured at fair value on a nonrecurring basis by level within the hierarchy at August 31, 2010.

	Quoted Prices in Active Markets for Identical Assets Level 1	Significant Other Observable Inputs Level 2	Significant Unobservable Inputs Level 3	Balance at Fair Value
2010 notes receivable	\$ <u>                  -</u>	\$ <u>                  -</u>	\$ <u>2,265,000</u>	\$ <u>2,265,000</u>
2009 notes receivable	\$ <u>                  -</u>	\$ <u>                  -</u>	\$ <u>2,200,000</u>	\$ <u>2,200,000</u>

### *Level 3 Gains and Losses*

The following table sets forth a summary of changes in the fair value of the Organization's Level 3 assets for the year ended August 31:

	<b>Notes Receivable</b>	<b>Equity Securities</b>
<b><u>2010</u></b>		
Balance, beginning of year	\$2,200,000	\$ -
Purchases	815,000	-
Impairments	(250,000)	-
Conversion	(250,000)	-
Redemption	<u>(250,000)</u>	<u>-</u>
<b>Balance, end of year</b>	<b><u>\$2,265,000</u></b>	<b><u>\$ -</u></b>
 <b><u>2009</u></b>		
Balance, beginning of year	\$1,942,750	\$ 287,787
Purchases	1,100,000	-

# AUTOMATION ALLEY

## NOTES TO FINANCIAL STATEMENTS

Impairments	(742,750)	(287,787)
Redemption	<u>(100,000)</u>	<u>-</u>
<b>Balance, end of year</b>	<b><u>\$2,200,000</u></b>	<b><u>\$ -</u></b>

#### 4. SEED FUND INVESTMENTS

As discussed below, Seed Fund Investments consist of notes receivable and both equity method and cost method common stock equity investments. These investments are summarized as follows:

	<u>2010</u>	<u>2009</u>
Notes receivable	\$3,797,550	\$3,482,550
Common stock investments - equity method	649,987	649,987
Common stock investments - cost method	657,134	365,000
Investment in LLC	<u>325,000</u>	<u>325,000</u>
Total seed fund investments	5,479,671	4,822,537
Less impairment and equity method losses recorded	<u>2,046,475</u>	<u>1,754,335</u>
<b>Net carrying value</b>	<b><u>\$3,383,196</u></b>	<b><u>\$3,068,202</u></b>

#### *Seed Fund Investments - Notes Receivable*

Seed fund note investments consisted of the following amounts at August 31:

	<u>2010</u>	<u>2009</u>
<b>NON-IMPAIRED NOTES:</b>		
Note receivable, Electro Jet, Inc, bearing annual interest at 8.00%. Note was converted to common stock in fiscal year 2010.	\$ -	\$ 250,000
Note receivable, Limo-Reid Technologies, bearing annual interest at 8.00%. Convertible and secured by substantially all assets of the debtor. Repaid in fiscal year 2010.	-	250,000
Note receivable, Critical Signal Tech, due August 2013, bearing annual interest at 8.00%. Secured by substantially all assets of the debtor.	350,000	350,000

## AUTOMATION ALLEY

### NOTES TO FINANCIAL STATEMENTS

---

Note receivable, Cielo Med Solutions, due October 2012, bearing annual interest at 12.00%. Convertible and secured by substantially all assets of the debtor.	250,000	250,000
Note receivable, Cielo Med, due March 2015, bearing interest at 12.00%. Secured by substantially all assets of the debtor.	200,000	200,000
Notes receivable, Circle Builder Software, due October 2012, bearing interest at 10.00%. Convertible.	275,000	250,000
Notes receivable, Clean Emissions Fluids, due October 2011, bearing interest at 8.00%. Convertible and secured by substantially all assets of the debtor.	125,000	100,000
Note receivable, Monarch Antenna, due May 2012, bearing interest at 8.00%.	50,000	50,000
Note receivable, Ventech, due January 2012, bearing interest at 8.50%. Convertible.	250,000	250,000
Note receivable, Cargo Solutions, due December 2011, bearing interest at 9.00%. Convertible and secured by substantially all assets of the debtor.	250,000	-
Note receivable, Accio Energy, due June 2012, bearing interest at 8.00%. Convertible.	250,000	-
Note receivable, Unitask, Inc., bearing interest at 12.00%. Note was converted to preferred stock in fiscal year 2011.	250,000	-
Note receivable, 3IS, Inc., due September 2015, bearing interest at 5.00%. Convertible.	15,000	-

#### IMPAIRED NOTES

Note receivable, Global Energy Innovations, due September 2010, bearing annual interest at 9.00%. Convertible and secured by substantially all assets of

## AUTOMATION ALLEY

### NOTES TO FINANCIAL STATEMENTS

the debtor (impaired in 2010).	250,000	250,000
Note receivable, Pure Entropy, due December 2009, bearing annual interest at 9.00%. Convertible and secured by substantially all assets of the debtor.	250,000	250,000
Note receivable, Prezign, Inc., due January 2008, bearing annual interest at 7.50%. Convertible and secured by substantially all assets of the debtor.	100,000	100,000
Note receivable, Blizzard Boost, due February 2009, bearing annual interest at 8.25%. Convertible.	12,500	12,500
Note receivable, Check the Crib Corp., due December 2008, bearing annual interest at 8.00%. Convertible and secured by substantially all assets of the debtor.	77,300	77,300
Note receivable, Razor Threat, due January 2009, bearing annual interest at 8.00%. Convertible and secured by substantially all assets of the debtor. (see Note 11)	250,000	250,000
Note receivable, Cargo Solutions, due December 2010, bearing annual interest at 9.00%. Convertible and secured by substantially all assets of the debtor.	100,000	100,000
Note receivable, iTrack, LLC, due November 2009. Non-interest bearing.	92,750	92,750
Note receivable, Parking Carma, due March 2009, bearing interest at 8.00%. Convertible	250,000	250,000
Note receivable, Parking Carma, due April 2010, bearing annual interest at 8.00%. Convertible.	<u>150,000</u>	<u>150,000</u>
Total seed fund notes receivable	3,797,550	3,482,550
Less impairment	<u>1,532,550</u>	<u>1,282,550</u>
<b>Net carrying value</b>	<b><u>\$2,265,000</u></b>	<b><u>\$2,200,000</u></b>

Certain of the note agreements have various conversion features where the Organization has

# AUTOMATION ALLEY

## NOTES TO FINANCIAL STATEMENTS

---

the option to convert the note receivable into shares of the debtor's common or preferred stock. For the year ended August 31, 2010, one such conversion occurred. For the year ended August 31, 2009, no such conversion occurred, however, the Organization did accept 348 shares of stock fair valued at \$15,000 in lieu of interest on one of the notes.

Future principal maturities of the notes, excluding impairment, are scheduled as follows for the years subsequent to August 31, 2010:

<u>Year Ended</u> <u>August 31</u>	<u>Amount</u>
2011	\$1,782,550
2012	925,000
2013	875,000
2014	-
2015	200,000
2016	<u>15,000</u>
<b>Total</b>	<b><u>\$3,797,550</u></b>

### Seed Fund Common Stock Investments - Equity Method

The Organization has made three seed fund investments in common stock amounting to \$649,987 at August 31, 2010 and 2009 that are accounted for under the equity method. As discussed in Note 1, these investments are carried at \$200,602 in the accompanying statements of financial position after recognition of its share of the investees' losses of \$211,598 and an other than temporary impairment write down of \$237,787.

### Seed Fund Common Stock Investments - Cost Method

The Organization has four and three common stock seed fund investments at August 31, 2010 and 2009 amounting to \$657,134 and \$365,000, respectively that are accounted for using the cost method as the percentage of ownership is less than 20%, and the Organization does not exercise significant influence. In 2009, a \$50,000 investment in Beholztech, Inc. was written off as Beholztech went out of business.

### Seed Fund Investment in LLC

The Organization has one seed fund investment in a limited liability company at August 31, 2010 amounting to \$325,000 that is accounted for using the equity method. This investment is carried at \$260,459 in the accompanying statements of financial position after recognition

# AUTOMATION ALLEY

## NOTES TO FINANCIAL STATEMENTS

---

of its share of the investees loss.

### 5. PROPERTY AND EQUIPMENT

Major classes of property and equipment are summarized as follows at August 31:

	<u>2010</u>	<u>2009</u>
Land and land improvements	\$ 610,640	\$ 610,640
Buildings and improvements	2,309,861	2,309,861
Equipment	<u>632,821</u>	<u>535,815</u>
Total property and equipment	3,553,322	3,456,316
Less accumulated depreciation	<u>1,010,735</u>	<u>823,195</u>
<b>Net property and equipment</b>	<b><u>\$2,542,587</u></b>	<b><u>\$2,633,121</u></b>

### 6. MORTGAGE PAYABLE

Long-term debt consists of a mortgage on the Organization's operating facility. This note matured in September 2010, and required monthly installments of \$8,599, including interest of 6.28% per annum.

On September 30, 2010, the mortgage was re-financed. The new agreement will mature in September 2020. Initially, interest and principle payments of \$6,240 will be due monthly, with interest at 5.75% per annum until October 2015 when the interest rate will be based on the five year Treasury Bill Index plus 3.00%. The agreement calls for a balloon payment in September 2020.

The new mortgage required the Organization to pay \$201,230 upon the close of the refinance on September 30, 2010. This is included in the current portion of long term debt at August 31, 2010.

The agreement is subject to customary financial and non-financial covenants. In addition, the Organization is required to maintain a balance of \$200,000 on deposit at the bank.

The Executive Director of the Organization is a member of the Board of Directors of the bank where the mortgage was refinanced.

# AUTOMATION ALLEY

## NOTES TO FINANCIAL STATEMENTS

---

The debt therefore is classified as long-term debt on the Organization's statement of financial position as of August 31, 2010. Scheduled principle maturities of this mortgage obligation, after giving effect to the above refinancing, are summarized as follows as of each of the years succeeding August 31, 2010:

<u>Year Ended</u> <u>August 31</u>	<u>Amount</u>
2011	\$ 213,819
2012	18,822
2013	20,107
2014	21,311
2015	22,587
Thereafter	<u>884,627</u>
Total mortgage payable	1,181,273
Less current portion	<u>213,819</u>
<b>Total mortgage payable, net of current portion</b>	<b><u>\$ 967,454</u></b>

### 7. OPERATING LEASES

The Organization leases office equipment under noncancelable operating lease agreements. The leases expire in July 2012 and require total monthly payments of \$1,315. The Organization leases a building under noncancelable operating lease agreements. The lease expires in September 2012 and requires escalating monthly payments of \$4,620. Rental expense for the years ended August 31, 2010 and 2009 was \$40,073 and \$12,978, respectively. Future minimum lease payments associated with noncancellable operating leases in effect at August 31, 2010 are as follows:

<u>Year Ended</u> <u>August 31</u>	<u>Amount</u>
2011	\$ 71,213
2012	70,628
2013	<u>5,349</u>
	<b><u>\$ 147,191</u></b>

# AUTOMATION ALLEY

## NOTES TO FINANCIAL STATEMENTS

---

### 8. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consisted of amounts having the following purpose or time restrictions at August 31:

	<u>2010</u>	<u>2009</u>
Seed fund investments	\$3,383,196	\$3,068,202
Cash restricted for seed funds	450,000	200,000
Deposit-Altair	100,000	100,000
Investment income received from seed fund investments	<u>85,400</u>	<u>37,025</u>
<b>Total temporarily restricted net assets</b>	<b><u>\$4,018,596</u></b>	<b><u>\$3,405,227</u></b>

### 9. 401(k) SAVINGS PLAN

The Organization has a defined contribution retirement plan covering all employees who meet certain eligibility requirements. Participants may make basic contributions of their compensation up to the legal limit prescribed by Section 401(k) of the Internal Revenue Code and the Organization may make discretionary contributions. No discretionary contributions were made during the years ended August 31, 2010 and 2009.

### 10. SUPPLEMENTAL CASH FLOWS INFORMATION

Cash paid for interest was \$75,875 and \$77,682 for the years ended August 31, 2010 and 2009, respectively.

### 11. RELATED PARTY TRANSACTIONS

#### Seed Fund Investments

Included in the seed fund investments for 2010 and 2009 (see Notes 1 and 4), is a note receivable for \$250,000 from a company owned by a member of the Board of Directors. During 2008, this note was deemed by management as other than temporarily impaired and an impairment loss equal to the original note amount of \$250,000 was recorded.

# AUTOMATION ALLEY

## NOTES TO FINANCIAL STATEMENTS

---

### Related Party Purchases

The Organization purchased information technology services of approximately \$29,000 and \$44,000 for the years ended August 31, 2010 and 2009 from a company owned by a member of the Board of Directors.

### Related Party Revenue

The Organization received grant revenue from a related party, with common management, of \$42,831 and \$47,722 for the years ended August 31, 2010 and 2009, respectively.

### Related Party Deposits

Included in "cash and cash equivalents" in the accompanying balance sheets is approximately \$100,671 at August 31, 2010, of cash deposited at a bank where the Executive Director is a member of the Board of Directors.

\* \* \* \* \*

Parcel ID	Class	#	Dir	Street	Date	Price	2011 A/V	2011 T/V	Ratio
88-20-12-476-048	201	41069		DEQUINDRE	04/21/11	750,000	272,240	272,240	36.30
88-20-22-477-059	201	525	E	BIG BEAVER	03/18/11	2,000,000	1,310,040	1,310,040	65.50
88-20-25-101-028	201	2170	E	BIG BEAVER	12/22/10	1,300,000	1,482,220	1,482,220	114.02
88-20-27-357-002	201	1654		LIVERNOIS	12/28/10	300,000	138,140	138,140	46.05
88-20-34-101-027	201	1350		LIVERNOIS	12/10/10	315,000	104,680	104,680	33.23
88-20-34-152-011	201	966		LIVERNOIS	12/14/10	310,000	168,590	168,590	54.38
88-20-35-226-042	201	1980	E	MAPLE	11/01/10	300,000	160,600	160,600	53.53
88-20-36-376-048	201	1027	E	FOURTEEN MILE	01/28/11	940,364	470,180	470,180	50.00
88-20-36-100-060	203	930		JOHN R	12/17/10	15,600,000	7,516,590	7,516,590	48.18

#### Commercial

88-20-26-401-012	301	2011		AUSTIN	05/04/11	235,000	256,650	256,650	109.21
88-20-26-401-051	301	1653	E	MAPLE	12/29/10	579,000	409,770	409,770	70.77
88-20-28-401-065	301	392		OLIVER	02/14/11	275,000	164,330	164,330	59.76
88-20-28-451-011	301	1693		THUNDERBIRD	10/19/10	800,000	291,980	291,980	36.50
88-20-34-226-012	301	1469		SOUTER	03/25/11	145,652	83,500	83,500	57.33
88-20-34-279-003	301	1035		BADDER	11/22/10	90,000	35,340	35,340	39.27
88-20-35-151-015	301	865		STEPHENSON	04/12/11	532,440	419,320	419,320	78.75
88-20-36-451-035	301	2626		ELLIOTT	01/21/11	325,000	190,750	190,750	58.69

#### Industrial

88-20-01-108-016	401	2091		STIRLING	11/04/10	90,000	50,000	50,000	55.56
88-20-01-112-009	401	2045		ALFRED	12/23/10	140,000	71,650	71,650	51.18
88-20-01-351-024	401	6174		BRITTANY TREE	04/22/11	233,000	116,380	116,380	49.95
88-20-01-352-002	401	6238		SILVERSTONE	10/08/10	230,000	117,180	117,180	50.95
88-20-01-356-017	401	6178		MAYAPPLE	02/18/11	322,000	165,420	165,420	51.37
88-20-01-428-002	401	2776		RANIERI	10/28/10	200,000	106,690	106,690	53.35
88-20-01-430-011	401	2887		CHIPPEWA	02/24/11	230,000	117,490	117,490	51.08
88-20-01-476-066	401	43229		DEQUINDRE	03/15/11	253,000	121,940	121,940	48.20
88-20-01-476-078	401	2903		BRIARWOOD CT	04/21/11	270,000	149,230	149,230	55.27
88-20-01-479-002	401	6258		MOHICAN	04/28/11	220,000	117,260	117,260	53.30
88-20-02-107-004	401	1199		CAMBRIA	04/25/11	307,500	67,050	30,760	21.80
88-20-02-126-021	401	1385		CADMUS	12/17/10	118,500	55,020	55,020	46.43
88-20-02-129-022	401	6782		ECKERMAN	02/28/11	320,900	110,430	110,430	34.41
88-20-02-129-023	401	6768		ECKERMAN	03/15/11	315,000	104,760	104,760	33.26
88-20-02-205-011	401	1722		DELTA	04/14/11	260,000	129,670	129,670	49.87
88-20-02-228-004	401	6910		EMERALD SHORES	02/23/11	260,000	117,110	117,110	45.04
88-20-02-228-039	401	6879		JOHN R	04/29/11	235,000	120,490	120,490	51.27
88-20-02-253-038	401	6460		EMERALD LAKE	11/12/10	293,000	136,960	136,960	46.74
88-20-02-253-045	401	6621		NORTHPOINT	02/25/11	250,000	127,160	127,160	50.86
88-20-02-279-057	401	1847		LYSTER	04/25/11	295,000	140,850	140,850	47.75
88-20-02-402-021	401	1526		PEBBLE POINT	02/18/11	280,000	137,720	137,720	49.19
88-20-02-451-013	401	6138		ATKINS	03/09/11	210,000	90,710	90,710	43.20
88-20-03-101-050	401	62		WILDWOOD	10/15/10	268,500	121,900	121,900	45.40
88-20-03-102-003	401	6898		LIVERNOIS	03/15/11	150,000	96,040	95,260	64.03
88-20-03-102-009	401	18		WHITETAIL	04/01/11	188,000	108,900	108,900	57.93
88-20-03-152-011	401	200		LESDALE	02/15/11	136,000	75,640	75,640	55.62
88-20-03-201-024	401	6779		NORTON	01/31/11	250,000	100,510	100,510	40.20
88-20-03-228-012	401	6929		NORWAY	04/04/11	269,900	134,750	134,750	49.93
88-20-03-301-045	401	185	E	SQUARE LAKE	03/11/11	85,000	108,960	69,820	128.19
88-20-03-302-027	401	6301		DONALDSON	03/04/11	120,000	68,470	68,470	57.06

88-20-03-326-012	401	6336	DONALDSON	02/04/11	153,000	75,810	75,810	49.55
88-20-03-451-027	401	855	E SQUARE LAKE	03/24/11	105,000	70,240	62,520	66.90
88-20-03-451-058	401	716	OTTAWA	04/15/11	424,000	176,480	176,480	41.62
88-20-04-100-070	401	6804	MERRICK	10/06/10	355,000	193,480	193,480	54.50
88-20-04-100-071	401	6792	MERRICK	11/05/10	365,175	187,890	187,890	51.45
88-20-04-100-075	401	831	BENJAMIN	11/24/10	355,000	186,620	186,620	52.57
88-20-04-130-001	401	6821	SERENITY	04/07/11	215,000	106,980	106,980	49.76
88-20-04-151-008	401	6545	GLENDALE	12/28/10	260,000	121,970	121,970	46.91
88-20-04-151-008	401	6545	GLENDALE	11/06/10	260,000	121,970	121,970	46.91
88-20-04-305-001	401	6208	BROOKINGS	05/10/11	178,000	104,060	104,060	58.46
88-20-04-353-004	401	910	BALDWIN	02/02/11	233,000	120,330	114,850	51.64
88-20-04-376-002	401	6197	CANMOOR	04/26/11	151,000	88,710	88,710	58.75
88-20-04-377-015	401	6131	HERBMOOR	03/28/11	117,000	88,760	88,760	75.86
88-20-05-129-046	401	6617	CRABAPPLE	12/15/10	310,000	148,900	148,900	48.03
88-20-05-201-016	401	6852	MEADOW	10/15/10	285,000	143,160	143,160	50.23
88-20-05-203-028	401	6765	PINEWAY	02/03/11	285,000	154,700	151,560	54.28
88-20-05-276-013	401	6737	CRESTVIEW	04/28/11	252,000	116,870	116,870	46.38
88-20-05-278-005	401	1131	JOSHUA	04/26/11	305,000	151,290	148,270	49.60
88-20-05-280-014	401	6535	HILL TOP	02/11/11	272,000	147,410	144,600	54.19
88-20-05-301-036	401	1726	FIRESIDE	04/12/11	500,000	279,660	279,660	55.93
88-20-05-351-005	401	6187	COUNTRY RIDGE	03/29/11	415,000	187,330	187,330	45.14
88-20-05-426-003	401	6416	DENTON	12/10/10	275,000	116,050	116,050	42.20
88-20-05-478-011	401	1084	FALCON	04/21/11	292,000	133,360	133,360	45.67
88-20-05-478-023	401	1292	FALCON	04/26/11	265,000	131,920	131,920	49.78
88-20-06-101-011	401	6857	GALLOWAY BAY	04/15/11	155,000	103,920	103,920	67.05
88-20-06-101-015	401	2808	DONEGAL	03/03/11	185,000	92,500	92,500	50.00
88-20-06-127-022	401	6835	BEACH	04/14/11	177,500	87,690	87,690	49.40
88-20-06-354-001	401	2890	ARLUND WAY	10/21/10	172,500	59,320	59,320	34.39
88-20-06-404-003	401	6416	GLYNDEBOURNE	10/26/10	283,000	150,260	150,260	53.10
88-20-06-404-017	401	2170	RED MAPLE	01/10/11	339,000	169,500	169,500	50.00
88-20-06-406-003	401	6402	SHAGBARK	03/14/11	294,832	196,800	196,800	66.75
88-20-07-126-009	401	5735	ANDOVER	03/11/11	319,000	151,420	151,420	47.47
88-20-07-201-028	401	2466	HAVERFORD	04/15/11	605,000	239,050	239,050	39.51
88-20-07-202-010	401	5763	ALGONQUIN	01/28/11	530,000	254,860	254,860	48.09
88-20-07-401-010	401	2308	RIDGE	12/10/10	270,000	143,650	143,650	53.20
88-20-07-453-007	401	5156	COLLINGTON	11/17/10	295,000	139,810	139,810	47.39
88-20-07-454-008	401	2355	CLAYMONT	03/14/11	221,500	122,390	122,390	55.26
88-20-07-477-005	401	5189	CARDINAL	02/25/11	379,000	144,500	141,080	38.13
88-20-07-477-014	401	5055	CARDINAL CT	11/12/10	378,000	144,720	144,720	38.29
88-20-08-102-008	401	1832	FLEETWOOD	04/05/11	180,000	94,180	94,180	52.32
88-20-08-102-019	401	1803	FARMBROOK	12/20/10	179,000	95,010	95,010	53.08
88-20-08-126-001	401	1761	FLEETWOOD	03/14/11	110,000	76,050	76,050	69.14
88-20-08-128-007	401	1634	FLEETWOOD	04/13/11	155,900	82,660	82,660	53.02
88-20-08-152-007	401	1959	FREEMONT	03/07/11	178,000	93,620	93,620	52.60
88-20-08-157-008	401	5516	CHELTENHAM	05/11/11	209,500	122,260	119,520	58.36
88-20-08-251-018	401	5536	WHITFIELD	04/01/11	400,000	214,880	214,880	53.72
88-20-09-228-024	401	5922	NILES	01/18/11	140,000	85,710	85,710	61.22
88-20-09-232-007	401	42	FLORENCE	02/14/11	152,900	64,110	64,110	41.93
88-20-09-254-012	401	5501	WRIGHT	10/29/10	125,000	75,590	75,590	60.47
88-20-09-407-012	401	5205	WRIGHT	03/18/11	85,000	66,560	50,860	78.31
88-20-09-427-021	401	116	FABIUS	12/23/10	110,000	81,860	81,860	74.42
88-20-10-127-044	401	5727	GLASGOW	01/06/11	160,000	99,980	99,980	62.49
88-20-10-177-016	401	5598	FOLKSTONE	04/27/11	252,000	107,440	107,440	42.63
88-20-10-327-001	401	5388	FOLKSTONE	05/06/11	173,000	99,300	99,300	57.40

88-20-10-377-019	401	345	FOLKSTONE	02/11/11	180,000	90,000	90,000	50.00
88-20-10-453-005	401	524	TRILLIUM	03/03/11	407,000	209,790	209,790	51.55
88-20-10-476-064	401	966	TRINWAY	12/21/10	220,000	120,230	120,230	54.65
88-20-10-477-018	401	645	E LONG LAKE	01/12/11	75,000	75,730	39,570	100.97
88-20-10-477-018	401	645	E LONG LAKE	01/12/11	75,000	75,730	39,570	100.97
88-20-11-156-005	401	1114	TREVINO	11/04/10	148,818	81,850	81,850	55.00
88-20-11-157-004	401	1108	NICKLAUS	05/10/11	189,900	85,130	85,130	44.83
88-20-11-157-006	401	1136	NICKLAUS	10/29/10	176,350	86,420	86,420	49.00
88-20-11-226-018	401	5665	JOHN R	10/11/10	101,000	41,720	41,720	41.31
88-20-11-327-001	401	5382	ABINGTON	01/28/11	218,000	89,850	89,850	41.22
88-20-11-352-008	401	1111	ASHLEY	12/16/10	142,000	82,650	82,650	58.20
88-20-11-352-022	401	5081	ABINGTON	12/17/10	143,000	74,200	74,200	51.89
88-20-11-426-002	401	1872	HOPEDALE	04/05/11	254,349	100,480	87,700	39.50
88-20-11-427-011	401	1874	STONEY COVE	12/17/10	221,800	99,050	86,590	44.66
88-20-11-427-040	401	5420	WESTMORELAND C	03/28/11	129,100	95,920	84,190	74.30
88-20-12-157-001	401	2006	LAUREL	01/18/11	128,000	76,140	76,140	59.48
88-20-12-277-003	401	2901	DENISE	10/29/10	170,000	88,280	88,280	51.93
88-20-12-279-001	401	2946	SHIRLEY	01/28/11	140,000	80,110	80,110	57.22
88-20-12-280-006	401	5553	SHALE	02/11/11	130,000	87,820	87,820	67.55
88-20-12-301-021	401	2223	TUCKER	12/10/10	247,000	116,770	116,770	47.28
88-20-12-327-007	401	5297	CROWFOOT	05/03/11	245,000	115,670	115,670	47.21
88-20-12-327-021	401	2345	CLOISTER	05/13/11	275,000	124,710	124,710	45.35
88-20-12-376-015	401	5101	SAFFRON	03/25/11	230,000	112,540	112,540	48.93
88-20-12-378-009	401	5094	CROWFOOT	05/02/11	200,000	108,750	108,750	54.38
88-20-12-426-009	401	5458	SHALE	02/18/11	208,125	153,250	153,250	73.63
88-20-13-128-005	401	2376	AVERY	04/29/11	145,000	82,030	82,030	56.57
88-20-13-154-003	401	4682	DOUGLAS FIR	12/01/10	313,000	180,630	180,630	57.71
88-20-13-177-019	401	2405	TEROVA	11/08/10	155,000	75,860	75,860	48.94
88-20-13-178-009	401	2460	TEROVA	12/03/10	147,000	75,050	75,050	51.05
88-20-13-206-002	401	4855	BUTLER	04/29/11	145,000	75,730	75,730	52.23
88-20-13-251-021	401	2635	RENSHAW	04/27/11	130,000	76,200	76,200	58.62
88-20-13-252-029	401	4549	BUTLER	01/14/11	140,000	74,260	74,260	53.04
88-20-13-281-005	401	40345	DEQUINDRE	03/01/11	78,000	57,500	57,500	73.72
88-20-13-302-035	401	2251	HILLCRESCENT	03/18/11	166,000	87,050	86,860	52.44
88-20-13-331-001	401	4298	CAMBRIDGE CRESC	02/24/11	145,000	82,140	82,030	56.65
88-20-13-332-008	401	4270	GATESFORD CIRCLE	02/08/11	173,000	84,020	84,020	48.57
88-20-13-351-001	401	4129	MARYWOOD	04/05/11	190,536	66,600	66,600	34.95
88-20-14-126-009	401	4905	DAVIS	05/10/11	190,000	110,040	110,040	57.92
88-20-14-152-005	401	4537	HAROLD	04/28/11	170,000	94,610	94,610	55.65
88-20-14-153-001	401	1086	SHALLOWDALE	12/09/10	179,000	86,620	86,620	48.39
88-20-14-201-004	401	4941	HUBBARD	03/29/11	174,900	80,520	80,520	46.04
88-20-14-226-011	401	1853	CARR	12/15/10	122,900	64,700	64,700	52.64
88-20-14-226-047	401	1899	WELLING	11/30/10	375,269	163,150	163,150	43.48
88-20-14-277-010	401	1912	WELLING	01/31/11	230,000	136,210	136,210	59.22
88-20-14-303-012	401	4453	WILLOW CREEK	01/14/11	160,500	85,990	85,990	53.58
88-20-14-351-061	401	1131	E WATTLES	04/28/11	218,000	131,960	131,960	60.53
88-20-14-351-061	401	1131	E WATTLES	12/22/10	242,571	131,960	131,960	54.40
88-20-14-451-049	401	1650	MERRIWEATHER	11/15/10	245,000	132,850	132,850	54.22
88-20-15-101-004	401	194	E LONG LAKE	12/10/10	130,000	71,660	71,660	55.12
88-20-15-104-016	401	173	GLENSHIRE	11/18/10	222,000	108,730	108,730	48.98
88-20-15-127-008	401	4826	BELZAIR	10/08/10	189,000	87,200	87,200	46.14
88-20-15-154-005	401	55	PINEVIEW	04/26/11	203,000	121,100	121,100	59.66
88-20-15-156-007	401	56	WHITNEY	11/05/10	440,000	221,120	221,120	50.25
88-20-15-178-016	401	430	ECKFORD	02/03/11	203,000	104,260	104,260	51.36

88-20-15-204-011	401	648	NADA	01/13/11	410,000	190,460	190,460	46.45
88-20-15-252-019	401	882	ECKFORD	03/16/11	240,000	115,060	115,060	47.94
88-20-15-380-028	401	363	TANNER	01/11/11	350,000	181,840	172,040	51.95
88-20-15-380-029	401	349	TANNER	04/01/11	360,125	65,340	54,470	18.14
88-20-15-403-028	401	4415	HOLLY	10/06/10	135,000	77,070	77,070	57.09
88-20-15-405-015	401	569	LONGFELLOW	03/15/11	244,300	113,430	113,430	46.43
88-20-15-452-005	401	4269	BRISTOL	12/13/10	224,000	99,820	99,820	44.56
88-20-16-251-005	401	4743	WALDEN	04/15/11	300,000	142,820	142,820	47.61
88-20-16-276-016	401	89	MACLYNN	12/15/10	165,300	95,800	95,800	57.96
88-20-16-403-003	401	4410	HEDGEWOOD	10/19/10	315,000	159,330	159,330	50.58
88-20-16-428-048	401	227	WEBB	03/02/11	292,500	96,250	96,250	32.91
88-20-16-452-023	401	459	LANGE	12/08/10	138,952	67,610	67,610	48.66
88-20-16-452-032	401	325	LANGE	10/15/10	160,000	79,400	79,400	49.63
88-20-17-100-027	401	4794	RAMBLING	10/29/10	435,000	184,040	184,040	42.31
88-20-17-176-004	401	4487	WINTERGREEN	04/07/11	287,000	152,400	152,400	53.10
88-20-17-251-017	401	4523	LEHIGH	04/19/11	271,000	145,830	145,830	53.81
88-20-17-253-004	401	4612	WHISPER WAY	01/28/11	274,000	137,000	137,000	50.00
88-20-17-256-008	401	4516	LEHIGH	11/16/10	300,000	137,010	137,010	45.67
88-20-17-276-038	401	4458	HYCLIFFE	04/28/11	417,500	181,100	181,100	43.38
88-20-17-304-010	401	4310	BIRCH RUN	04/28/11	335,000	169,380	169,380	50.56
88-20-17-304-013	401	1859	CARPENTER	02/25/11	360,000	167,330	167,330	46.48
88-20-17-327-018	401	1673	HALLMARK	04/28/11	440,000	168,540	168,540	38.30
88-20-17-327-022	401	4394	DEACON	10/27/10	356,000	169,410	169,410	47.59
88-20-17-328-003	401	4360	WINTERGREEN	03/11/11	400,000	162,800	162,800	40.70
88-20-17-330-007	401	1638	GREENWICH	04/26/11	335,000	164,820	164,820	49.20
88-20-17-330-013	401	4327	DEVONSHIRE	10/22/10	382,500	177,330	177,330	46.36
88-20-17-403-013	401	4337	BENDER	02/16/11	285,000	136,140	136,140	47.77
88-20-18-101-008	401	4851	VALLEY VISTA	03/09/11	263,000	141,420	141,420	53.77
88-20-18-127-006	401	4751	BEACH	03/31/11	457,000	337,300	337,300	73.81
88-20-18-152-017	401	2934	TIMBERWYCK TRAIL	02/28/11	308,250	131,140	131,140	42.54
88-20-18-201-010	401	4949	MOONGLOW	01/25/11	300,500	168,820	168,820	56.18
88-20-18-202-003	401	4894	MOONGLOW	10/08/10	297,700	171,430	171,430	57.58
88-20-18-226-001	401	4964	OAK RIVER	02/18/11	207,500	113,500	113,500	54.70
88-20-18-226-004	401	4912	OAK RIVER	01/12/11	342,500	181,970	181,970	53.13
88-20-18-228-010	401	4850	RIVERS EDGE	12/13/10	422,500	222,620	222,620	52.69
88-20-18-276-027	401	4754	RIVERCHASE	12/30/10	460,000	225,930	225,930	49.12
88-20-18-277-004	401	4541	RIVERCHASE	05/06/11	440,000	218,540	218,540	49.67
88-20-18-476-025	401	4306	BRANDYWYNE	12/15/10	170,000	99,500	99,500	58.53
88-20-18-476-030	401	4394	BRANDYWYNE	10/08/10	200,000	95,790	95,790	47.90
88-20-18-476-052	401	4303	CHERRYWOOD	02/04/11	228,200	103,110	103,110	45.18
88-20-18-476-053	401	4295	CHERRYWOOD	10/25/10	165,000	93,760	93,760	56.82
88-20-18-477-046	401	4191	COOLIDGE	04/27/11	550,000	285,800	285,800	51.96
88-20-19-101-009	401	3921	CHESTNUT HILL	03/21/11	150,000	96,840	96,840	64.56
88-20-19-126-010	401	2650	OXFORD	04/28/11	192,000	93,610	93,610	48.76
88-20-19-127-016	401	2730	AVONHURST	11/09/10	212,000	96,710	96,710	45.62
88-20-19-152-018	401	2840	BOLINGBROKE	03/02/11	80,000	50,000	50,000	62.50
88-20-19-177-003	401	2641	CHESWICK	11/04/10	168,500	93,660	93,660	55.58
88-20-19-203-001	401	2465	W WATTLES	05/02/11	170,000	88,350	88,350	51.97
88-20-19-228-012	401	3759	LEDGE	12/13/10	187,500	96,750	96,750	51.60
88-20-19-230-001	401	3974	ESTATES	02/28/11	205,000	95,390	95,390	46.53
88-20-19-253-011	401	3731	ESTATES	03/15/11	165,000	97,620	97,620	59.16
88-20-19-277-013	401	3625	ESTATES	04/15/11	130,000	95,140	95,140	73.18
88-20-19-331-008	401	2528	HAMPTON	12/20/10	295,000	130,970	130,970	44.40
88-20-19-352-003	401	3324	NEWGATE	04/29/11	235,000	115,970	115,970	49.35

88-20-19-377-002	401	3118	OAKHILL	04/21/11	195,000	95,080	95,080	48.76
88-20-20-128-012	401	1662	MARTINIQUE	04/27/11	230,000	130,830	130,830	56.88
88-20-20-131-006	401	1573	MARTINIQUE	02/07/11	285,000	133,710	133,710	46.92
88-20-20-151-007	401	1976	CANARY	11/16/10	231,000	110,700	110,700	47.92
88-20-20-176-006	401	3713	BURKOFF	03/23/11	295,000	133,490	133,490	45.25
88-20-20-226-143	401	3931	FADI	03/10/11	650,000	270,620	261,310	41.63
88-20-20-227-013	401	1525	MCMANUS	12/17/10	175,000	78,300	78,300	44.74
88-20-20-302-001	401	3436	BALFOUR	02/22/11	447,000	219,430	219,430	49.09
88-20-20-327-011	401	1581	PICADILLY	04/04/11	451,000	211,850	211,850	46.97
88-20-21-202-005	401	3932	MEADOWBROOK	03/30/11	186,000	89,120	89,120	47.91
88-20-22-102-017	401	3722	MESA	10/12/10	450,000	220,750	220,750	49.06
88-20-22-201-011	401	3781	JENNINGS	10/19/10	153,000	82,290	82,290	53.78
88-20-22-278-020	401	875	COLEBROOK	11/22/10	174,000	91,550	91,550	52.61
88-20-22-354-024	401	3278	FRANKTON	04/20/11	120,000	60,400	60,400	50.33
88-20-22-358-007	401	3151	HELENA	10/05/10	120,500	61,320	61,320	50.89
88-20-22-358-026	401	3095	HELENA	01/07/11	45,000	137,290	137,290	305.09
88-20-22-377-019	401	3347	KILMER	02/04/11	110,000	51,350	51,350	46.68
88-20-22-427-001	401	3350	MIRAGE	01/27/11	307,500	155,410	132,630	50.54
88-20-22-476-014	401	635	HARTLAND	03/28/11	221,872	96,730	96,730	43.60
88-20-22-476-038	401	3242	ELLENBORO	12/02/10	90,000	66,790	66,790	74.21
88-20-23-100-077	401	1343	BURNS	04/19/11	400,000	121,140	121,140	30.29
88-20-23-102-003	401	3819	HAWTHORNE	10/08/10	151,000	85,000	85,000	56.29
88-20-23-130-013	401	1399	TWAIN	02/18/11	149,000	86,110	86,110	57.79
88-20-23-151-020	401	3628	MILLAY	04/13/11	175,000	90,180	90,180	51.53
88-20-23-152-010	401	3618	SANDBURG	10/28/10	175,000	86,670	86,670	49.53
88-20-23-153-001	401	3639	MILLAY	04/04/11	152,000	89,360	89,360	58.79
88-20-23-176-023	401	1356	TENNYSON	10/15/10	151,000	85,290	85,290	56.48
88-20-23-176-032	401	1428	TENNYSON	03/29/11	146,500	81,220	81,220	55.44
88-20-23-204-039	401	3839	HIGHLAND	02/11/11	165,000	85,440	85,440	51.78
88-20-23-204-043	401	3911	HIGHLAND	01/14/11	187,000	83,190	83,190	44.49
88-20-23-304-036	401	1112	BAKER	02/24/11	170,000	97,130	97,130	57.14
88-20-23-404-022	401	1569	CRIMSON	05/09/11	177,500	81,680	81,680	46.02
88-20-23-405-021	401	1555	CRESTLINE	03/30/11	150,000	79,650	79,650	53.10
88-20-23-406-012	401	1650	CRESTLINE	12/23/10	175,000	84,580	84,580	48.33
88-20-23-430-013	401	1802	LAKEWOOD	04/06/11	192,500	83,580	83,580	43.42
88-20-24-102-029	401	3839	WAYFARER	01/10/11	254,000	141,010	127,140	55.52
88-20-24-182-011	401	3601	HISTORIC	12/15/10	172,500	90,000	90,000	52.17
88-20-24-202-001	401	3974	TIMBERCREST	10/28/10	285,000	194,400	194,400	68.21
88-20-24-203-006	401	3801	TIMBERCREST	04/28/11	385,000	181,100	149,630	47.04
88-20-24-203-012	401	3717	TIMBERCREST	10/08/10	355,576	177,790	177,790	50.00
88-20-24-203-013	401	3703	TIMBERCREST	04/01/11	308,000	179,450	147,980	58.26
88-20-24-203-015	401	3675	TIMBERCREST	02/24/11	462,955	162,360	130,890	35.07
88-20-24-203-015	401	3675	TIMBERCREST	02/24/11	50,000	162,360	130,890	324.72
88-20-24-276-022	401	3611	ACORN	01/20/11	260,000	140,220	140,220	53.93
88-20-24-302-023	401	2065	NIAGARA	01/21/11	147,000	77,430	70,600	52.67
88-20-24-306-005	401	2180	NIAGARA	12/10/10	160,000	86,340	86,340	53.96
88-20-24-327-016	401	2323	TRAVERSE	11/30/10	150,000	82,130	82,130	54.75
88-20-24-331-012	401	3446	PASADENA	02/18/11	124,900	80,920	73,360	64.79
88-20-24-331-021	401	2437	AVALON	10/13/10	136,000	73,210	73,210	53.83
88-20-24-331-038	401	2497	AVALON	01/10/11	152,000	77,920	77,920	51.26
88-20-24-377-062	401	2269	WYANDOTTE	04/29/11	285,279	52,880	30,190	18.54
88-20-24-405-001	401	2639	WINTER	02/24/11	129,000	69,070	69,070	53.54
88-20-24-479-035	401	3032	ALBANY	10/15/10	185,000	86,350	86,350	46.68
88-20-24-481-014	401	3079	ALBANY	02/18/11	165,000	87,500	87,500	53.03

88-20-25-154-041	401	2167	ISABELL	12/17/10	193,000	84,880	84,880	43.98
88-20-25-178-001	401	2220	GARRY	03/21/11	68,500	60,200	60,200	87.88
88-20-25-205-002	401	2664	SPARTA	10/27/10	117,000	58,470	58,470	49.97
88-20-25-206-012	401	2857	TRUFFLE	03/11/11	150,000	102,030	102,030	68.02
88-20-25-209-005	401	2588	MARCUS	03/14/11	206,552	87,260	87,260	42.25
88-20-25-230-009	401	2838	BORDEN	12/13/10	115,000	64,930	64,930	56.46
88-20-25-252-009	401	2359	ALEXANDER	12/01/10	123,833	66,000	66,000	53.30
88-20-25-255-031	401	2725	SARATOGA	12/31/10	144,000	69,440	69,440	48.22
88-20-25-255-034	401	2349	CASTLETON	03/14/11	170,082	63,500	63,500	37.33
88-20-25-255-042	401	2203	CASTLETON	11/05/10	99,900	62,340	62,340	62.40
88-20-25-256-015	401	2729	BERKSHIRE	12/14/10	150,000	65,920	65,920	43.95
88-20-25-279-009	401	2802	RHODES	04/29/11	100,000	63,990	63,990	63.99
88-20-25-279-025	401	2759	SARATOGA	03/21/11	101,500	66,020	66,020	65.04
88-20-25-280-029	401	2283	HEMPSTEAD	02/03/11	120,000	65,410	65,410	54.51
88-20-25-310-027	401	2228	CAMELOT	01/05/11	135,000	77,900	77,900	57.70
88-20-25-326-029	401	2317	VERMONT	02/10/11	162,789	75,880	75,880	46.61
88-20-25-326-051	401	2149	VERMONT	12/21/10	135,000	77,470	77,470	57.39
88-20-25-351-054	401	2017	VIRGINIA	10/06/10	100,800	51,710	51,710	51.30
88-20-25-352-058	401	2179	E MAPLE	12/30/10	143,000	70,260	70,260	49.13
88-20-25-376-034	401	1892	MILVERTON	03/29/11	63,500	58,540	58,540	92.19
88-20-25-402-021	401	2063	ATLAS	01/28/11	116,000	64,370	64,370	55.49
88-20-25-426-003	401	2720	BERKSHIRE	12/06/10	125,000	67,730	67,730	54.18
88-20-25-477-026	401	2915	TEASDALE	10/07/10	90,000	56,010	56,010	62.23
88-20-27-156-030	401	127	CHERRY	03/04/11	181,500	88,690	88,690	48.87
88-20-27-182-005	401	444	HICKORY	04/29/11	123,000	58,600	58,600	47.64
88-20-27-304-031	401	2117	HARTSHORN	03/23/11	160,000	96,720	82,460	60.45
88-20-27-308-030	401	168	ARTHUR	11/22/10	190,000	112,550	112,550	59.24
88-20-27-379-005	401	1660	EASTPORT	04/01/11	80,000	56,320	56,320	70.40
88-20-27-379-009	401	1734	EASTPORT	04/12/11	84,600	68,640	68,640	81.13
88-20-27-429-030	401	1057	LARCHWOOD	03/31/11	112,000	46,040	46,040	41.11
88-20-27-430-034	401	1073	ARTHUR	03/03/11	102,000	61,200	61,200	60.00
88-20-27-451-034	401	1798	VAN COURTLAND	05/06/11	77,200	61,490	61,490	79.65
88-20-27-451-094	401	1699	ENTERPRISE	12/30/10	175,500	85,720	85,720	48.84
88-20-27-451-125	401	2050	ENTERPRISE	03/21/11	205,000	116,250	116,250	56.71
88-20-27-481-003	401	1116	BIRCHWOOD	11/04/10	59,994	30,070	30,070	50.12
88-20-27-483-033	401	1136	CHOPIN	02/23/11	60,000	53,760	53,760	89.60
88-20-28-476-027	401	80	CLOVERIDGE	11/12/10	73,000	54,930	54,930	75.25
88-20-28-477-027	401	1814	SHEPHERDS	04/21/11	185,000	85,010	85,010	45.95
88-20-30-126-061	401	3464	DOROTHEA	03/11/11	345,000	160,300	160,300	46.46
88-20-30-203-014	401	2809	MAYFAIR	11/01/10	235,000	117,500	117,500	50.00
88-20-30-205-005	401	3217	ROXBURY	02/25/11	207,000	119,800	117,940	57.87
88-20-30-252-010	401	3341	ESSEX	04/22/11	215,000	113,620	112,140	52.85
88-20-35-304-014	401	727	KENYON	12/28/10	130,000	62,710	62,710	48.24
88-20-35-305-002	401	1374	KEY WEST	10/13/10	108,000	58,520	58,520	54.19
88-20-35-353-001	401	1402	WACON	04/18/11	45,000	53,670	49,150	119.27
88-20-35-354-005	401	338	LYONS	03/28/11	88,000	65,500	65,500	74.43
88-20-35-354-017	401	321	BURTMAN	11/05/10	122,100	64,000	64,000	52.42
88-20-35-355-006	401	310	BURTMAN	01/25/11	90,000	61,180	54,700	67.98
88-20-36-103-003	401	1375	REVERE	12/30/10	159,000	68,820	68,820	43.28
88-20-36-133-004	401	2438	GULASON	11/30/10	152,000	68,190	68,190	44.86
88-20-36-227-034	401	2779	WISCONSIN	04/28/11	72,700	50,520	50,520	69.49
88-20-02-129-018	402	0		10/04/10	48,000	24,000	24,000	50.00
88-20-03-228-011	402	6913	NORWAY	05/04/11	29,500	95,690	95,690	324.37
88-20-03-279-022	402	6394	PEACOCK	04/22/11	80,000	55,250	55,250	69.06

88-20-03-301-070	402	0		02/28/11	75,000	55,250	5,540	73.67
88-20-03-301-073	402	90	PINE CREEK	02/28/11	125,000	55,250	5,540	44.20
88-20-14-226-050	402	1915	WELLING	03/04/11	343,325	170,510	148,200	49.66
88-20-15-352-051	402	0		11/24/10	76,250	41,500	41,500	54.43
88-20-30-126-046	402	0		02/17/11	90,000	41,500	41,500	46.11
88-20-02-152-031	405	1088	ALAMEDA	10/25/10	164,000	68,290	68,290	41.64
88-20-02-152-056	405	1148	ALAMEDA	12/20/10	115,000	60,320	60,320	52.45
88-20-02-152-082	405	1212	ALAMEDA	03/24/11	105,000	60,550	56,030	57.67
88-20-02-153-076	405	1383	ALAMEDA	02/28/11	215,000	96,110	96,110	44.70
88-20-03-226-056	405	6937	EDGEWATER	04/13/11	141,000	84,140	84,140	59.67
88-20-03-226-084	405	756	RED RUN	03/04/11	160,000	80,000	80,000	50.00
88-20-03-227-007	405	935	SANDALWOOD	03/14/11	148,000	79,050	79,050	53.41
88-20-03-227-009	405	927	SANDALWOOD	03/14/11	125,000	74,590	74,590	59.67
88-20-03-227-019	405	805	SANDALWOOD	04/29/11	145,000	84,010	84,010	57.94
88-20-03-401-051	405	6335	PEACOCK	02/21/11	480,000	206,650	199,760	43.05
88-20-03-452-009	405	6157	ELARZ	10/20/10	180,000	90,050	90,050	50.03
88-20-03-452-010	405	6161	ELARZ	03/15/11	180,000	87,020	87,020	48.34
88-20-03-452-015	405	6185	ELARZ	02/21/11	180,000	88,210	88,210	49.01
88-20-08-132-018	405	5824	NORTHFIELD PARKV	04/19/11	87,000	46,840	46,840	53.84
88-20-08-132-021	405	5818	NORTHFIELD PARKV	02/11/11	100,000	51,230	51,230	51.23
88-20-08-133-019	405	5741	NORTHFIELD PARKV	10/28/10	81,500	49,640	49,640	60.91
88-20-08-202-051	405	5929	WHITFIELD	10/12/10	225,000	84,220	84,220	37.43
88-20-08-202-132	405	5830	DAWN RIDGE	10/15/10	173,000	85,270	85,270	49.29
88-20-08-327-045	405	1638	BRENTWOOD	12/10/10	73,000	44,680	44,680	61.21
88-20-08-376-029	405	1576	BRENTWOOD	03/04/11	89,900	52,900	52,900	58.84
88-20-08-376-075	405	1512	BRENTWOOD	04/28/11	85,000	45,750	45,750	53.82
88-20-08-376-142	405	1593	BRENTWOOD	01/06/11	101,000	53,430	53,430	52.90
88-20-08-376-237	405	5106	BUCKINGHAM	12/01/10	75,000	46,660	46,660	62.21
88-20-08-376-258	405	5145	BUCKINGHAM	04/05/11	100,900	50,420	50,420	49.97
88-20-08-376-280	405	5177	BUCKINGHAM	12/07/10	71,000	50,160	50,160	70.65
88-20-08-376-283	405	5051	BUCKINGHAM	02/15/11	73,800	46,660	46,660	63.22
88-20-08-376-297	405	5055	BUCKINGHAM	10/14/10	101,880	55,310	55,310	54.29
88-20-08-376-349	405	1738	BRENTWOOD	11/04/10	180,801	46,660	46,660	25.81
88-20-09-476-071	405	234	HARRINGTON	03/09/11	290,000	130,500	130,500	45.00
88-20-09-476-085	405	237	HARRINGTON	02/24/11	337,694	110,580	110,580	32.75
88-20-11-102-038	405	1129	FAIRWAYS	11/17/10	178,000	87,650	87,650	49.24
88-20-11-102-083	405	5908	CREEKSIDE	11/12/10	148,000	80,740	80,740	54.55
88-20-13-351-035	405	2042	APPLEWOOD	01/27/11	184,000	92,980	92,980	50.53
88-20-14-307-042	405	4391	BENNETT PARK	03/25/11	190,800	108,150	103,850	56.68
88-20-14-352-004	405	1039	MAYA	04/29/11	210,000	120,700	118,200	57.48
88-20-21-129-002	405	3986	OLD CREEK	03/03/11	68,000	44,760	44,760	65.82
88-20-21-129-044	405	3944	OLD CREEK	05/06/11	92,000	51,040	51,040	55.48
88-20-21-178-020	405	3650	OLD CREEK	03/10/11	65,000	44,150	44,150	67.92
88-20-23-356-019	405	1147	BEAVER RUN	11/19/10	90,000	46,080	46,080	51.20
88-20-23-356-026	405	1077	FOXBORO	02/17/11	105,000	51,640	51,640	49.18
88-20-23-356-039	405	1133	FOXBORO	10/29/10	96,000	43,360	43,360	45.17
88-20-23-356-043	405	3112	SCHOOLHOUSE	02/11/11	86,000	44,690	44,690	51.97
88-20-25-104-009	405	2743	ROUNDTREE	01/18/11	50,000	29,220	29,220	58.44
88-20-25-128-016	405	2762	ROUNDTREE	02/23/11	47,500	28,690	28,690	60.40
88-20-28-151-101	405	1231	KIRTS	04/07/11	100,000	37,100	37,100	37.10
88-20-28-151-132	405	1215	KIRTS	12/10/10	75,000	38,370	38,370	51.16
88-20-28-151-169	405	1121	KIRTS	03/31/11	88,200	37,330	37,330	42.32
88-20-28-151-184	405	1097	KIRTS	02/21/11	80,000	37,490	37,490	46.86
88-20-29-356-009	405	1924	AXTELL	02/07/11	35,000	27,250	27,250	77.86

88-20-29-356-015	405	1924	AXTELL	01/13/11	50,000	24,990	24,990	49.98
88-20-29-356-042	405	1918	AXTELL	02/03/11	42,000	21,000	21,000	50.00
88-20-31-227-032	405	3185	NEWBURY	04/01/11	130,000	59,060	59,060	45.43
88-20-31-227-043	405	3228	NEWBURY	10/29/10	169,000	90,000	90,000	53.25
88-20-31-227-060	405	1389	ASHFORD	10/08/10	135,000	69,930	69,930	51.80
88-20-31-227-095	405	1405	RALIEGH	11/05/10	135,000	74,340	74,340	55.07
88-20-31-227-104	405	1459	RALIEGH	02/04/11	148,000	82,440	82,440	55.70
88-20-31-227-112	405	1446	RALIEGH	03/22/11	135,000	70,830	70,830	52.47
88-20-31-227-115	405	1428	RALIEGH	01/14/11	119,000	61,080	61,080	51.33
88-20-31-228-045	405	3094	CAMDEN	02/11/11	95,000	62,630	62,630	65.93
88-20-31-228-060	405	3154	CAMDEN	02/15/11	135,000	70,470	70,470	52.20
88-20-31-228-104	405	3183	CAMDEN	12/09/10	142,561	72,680	72,680	50.98
88-20-31-228-144	405	3234	CAMDEN	03/21/11	139,000	75,650	75,650	54.42

Residential