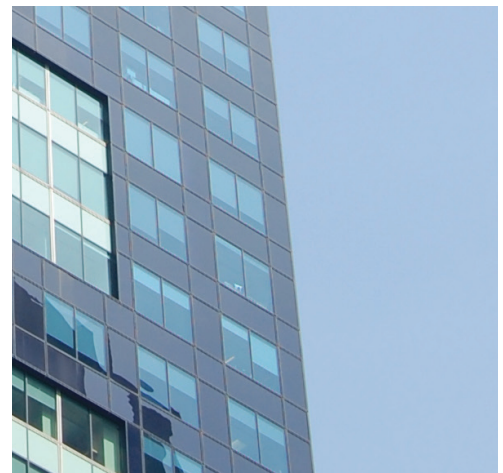
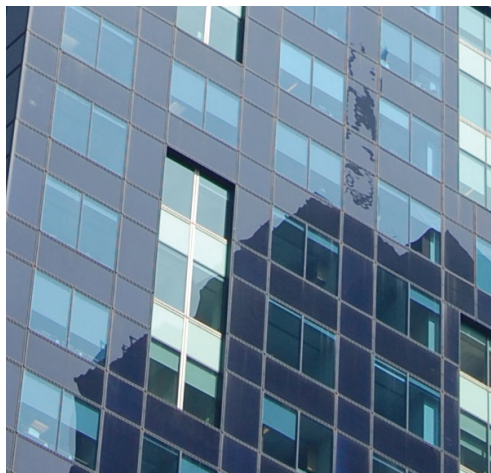
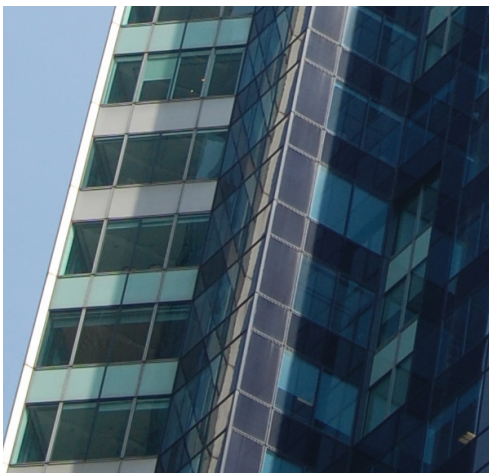
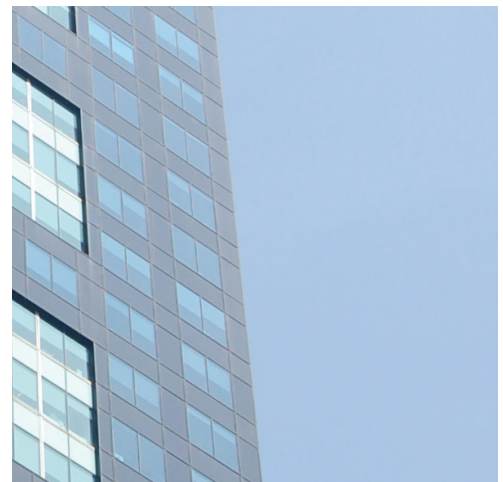
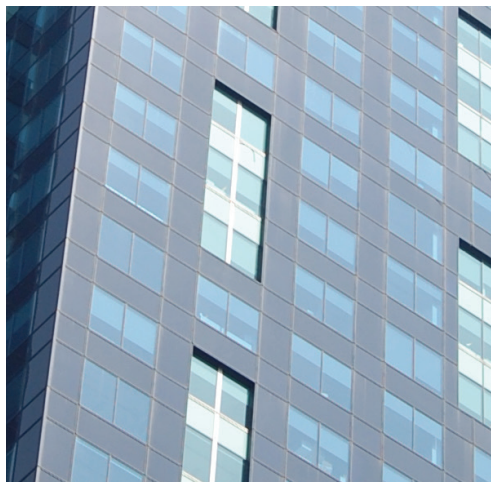
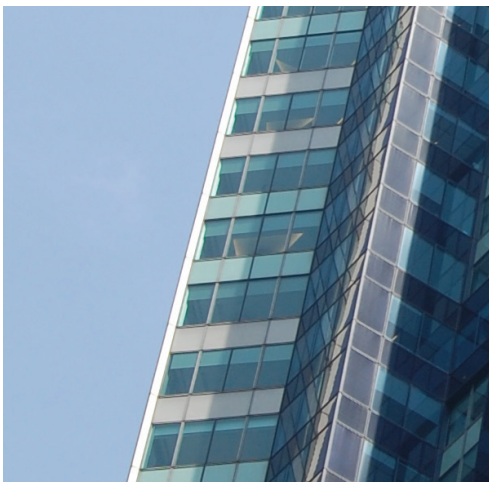
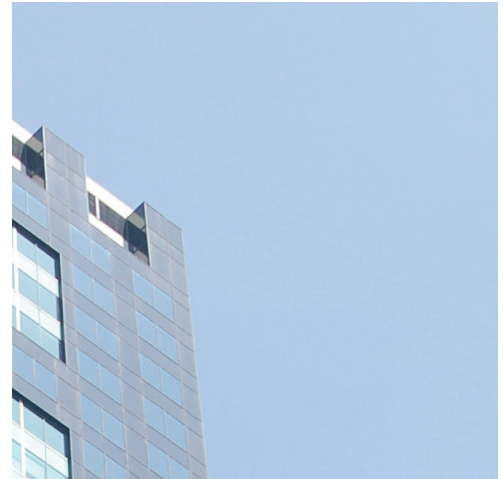
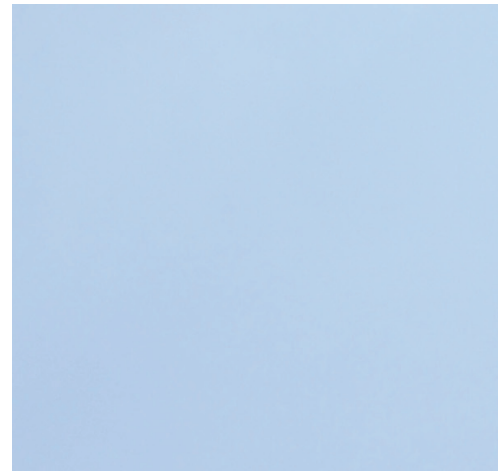


**nyssa**

New York Society of Security Analysts

# Annual Report 2010



## Table of Contents

|                                               |   |
|-----------------------------------------------|---|
| Letter from the President & CEO .....         | 3 |
| Management Discussion and Analysis .....      | 4 |
| Review of Changes in Financial Position ..... | 7 |
| Independent Auditors' Report .....            | 8 |

## Letter from the President & CEO

Dear Members:



Due to the extreme volatility in the financial markets, fiscal 2009-2010 presented NYSSA with a huge challenge. Although revenues and memberships are down, the Society remains financially healthy due to sound investment strategy and prudent expense reduction.

The enclosed audited financial statements and management discussion show that the Society is in a strong financial position. While we sustained a loss of \$757,000 in 2009-2010, we are working diligently to cut expenses and find alternate sources of revenue. We are investing in future programming through partnership developments and new conference growth.

In 2009 we undertook a build-out of the new office and training space at 1540 Broadway. This one time investment related to this new space enables NYSSA to provide facilities not only for our own programs but also for stakeholders in the greater investment community. It will continue to serve as an alternate revenue source in the years ahead.

We launched a new online communication channel through the Finance Professionals' Post, an online newsletter and blog with pertinent up to the minute information and analysis for members and others in the investment community.

The coming year has the potential for significant changes in the economic environment. Our three-year strategic plan lays out strategies, tactics, metrics and measures to build a stronger NYSSA for its members and the larger investment community. To this end we are working toward developing holistic relationships with other organizations to provide our members and others with more programs and member benefits. Moving forward we are certain that NYSSA will gradually and effectively build its capacity to strengthen its position in the marketplace in the years ahead.

Regards,

A handwritten signature in black ink that reads "Amy Geffen". The signature is written in a cursive, flowing style.

Amy Geffen  
President & CEO

# Management Discussion and Analysis

## OVERVIEW

### Membership

**Career Development:** The continuing downturn in financial markets and the subsequent loss of financial services jobs in the New York metro area in 2009–2010 has increased the need for and popularity of NYSSA's career programs. During this period the monthly Career Chats, Career Coffees, and career-related workshops have enjoyed record attendance. NYSSA has also partnered with eFinancialCareers to offer access to a wide range of jobs for Wall Street professionals yielding a monthly average of \$2,750 in shared revenue in the past year. To remain responsive to the economic environment, a second Federal Careers Day was held. Lastly, we held a skills-based session in July for those in different career stages: Seasoned Employees, Mid-Career Types and Consultants/Members in Transition.

**Committees:** More than 3,549 members—a notable increase from the previous year—participated in NYSSA's 13 committees this past year. This group represents NYSSA's most active and engaged members, many of whom are at the senior VP level and above.

**Networking Events:** NYSSA is proud to host several well-attended networking events throughout the year including new member receptions, the CFA Level III congratulatory reception, wine tastings, bowling parties, and holiday cocktail parties. The Annual Reception celebrated the accomplishments of NYSSA's members and honored individual Volunteers of the Year from several committees including Investment Strategy, Alternative Investments, Private Wealth Management and Career Development. NYSSA hosted an open house gala to introduce members to its new state-of-the-art facility on Broadway in Times Square.

**Benefits:** A recent survey of members on NYSSA benefits revealed that among the most valued benefits members cited were networking opportunities, free programs for members and the Member Lounge with Bloomberg, Capital IQ and Reuters access.

### Programs

**Education:** NYSSA continues to be a leading provider of weekly review courses for CFA® Exam Levels I, II, and III, and a CFA curriculum of preparatory workshops. NYSSA also offers Professional Development classes for finance professionals on a range of topics, from financial modeling to corporate valuation methodologies to deal structuring. This past year the department met the needs of 913 participants for Professional Development and 1,531 for CFA Exam Prep. We signed another agreement with our long-standing partner Kaplan Schweser to provide live review, mock exam and online education for CFA Exam Prep as well as IFRS and QFA education and test preparation materials. We concluded an agreement



with Wall St. Training for online revenue sharing.

The education department took proactive steps to maintain NYSSA's leadership position among CFA® Exam Prep providers in a shrinking marketplace. We added sample classes, raffles and special promotions in an effort to enhance course enrollments and membership. On-site presentations were made to companies and schools.

Professional Development added the capability to register online for multiple programs with a discount. The department scheduled 58 Professional Development courses for the year, 17 of which were new offerings. Focus groups were held to obtain attendee feedback and explore new course ideas.

**Industry Conferences:** NYSSA brings together buy-side and sell-side analysts through industry-specific sector conferences. Highlights included new programs on Master Limited Partnerships and Turkish Investment. A day on Clean Technology and Sustainable Infrastructure Investing was also presented.

**Topical Conferences:** NYSSA's High Yield Bond Conference chaired by renowned asset manager, Martin Fridson, celebrated its 20th year.

**Forums:** Some cutting-edge global investing topics included Investing in Mexico, Colombia and Indonesia. Additionally, a new Emerging Markets Outlook Forum was introduced.

**Student Programs:** 16 teams competed in the Global Investment Research Challenge. 20 students were mentored through the SEMI program.

## RESULTS OF OPERATIONS

### Review of NYSSA's Activities

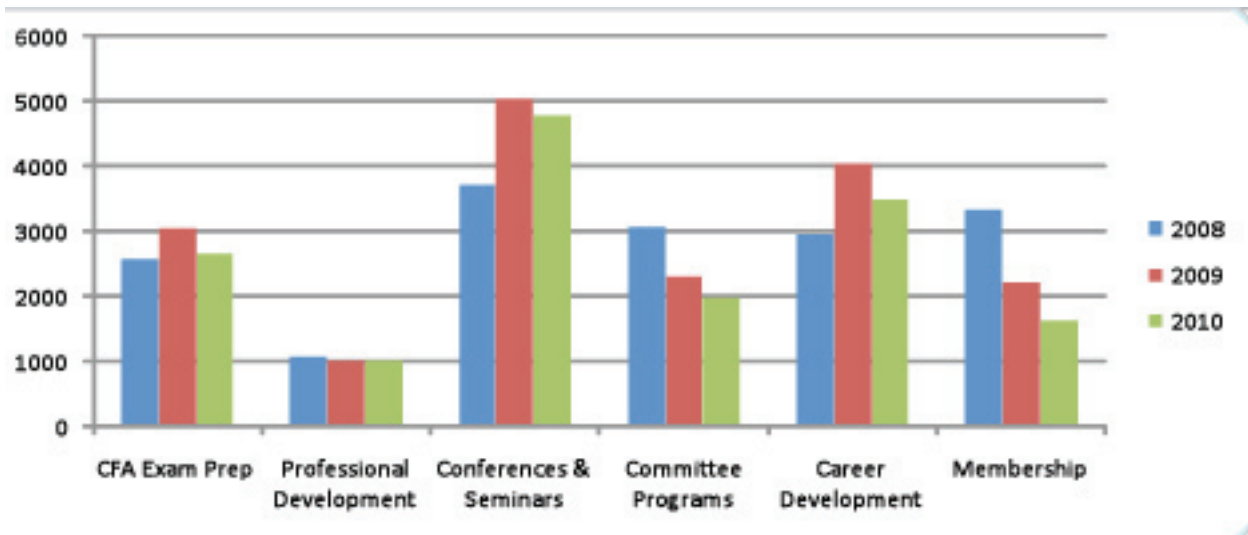
The Society's fiscal year ends on August 31. The Society's revenues consist primarily of membership dues, education registrations, and conference fees and registrations. The 12% revenue decline from fiscal 2009 was due to the economic downturn and the loss of approximately 19% of our billed renewal membership, which we believe coincides with the unemployment rate among our membership during this period. Total renewal membership decreased from 10,283 in fiscal 2009 to 8,344 in fiscal 2010.

|               | Aug. 31,<br>2010    | Y/Y<br>Change | Aug. 31,<br>2009    | Y/Y<br>Change | Aug. 31,<br>2008    | Y/Y<br>Change | Aug. 31,<br>2007    |
|---------------|---------------------|---------------|---------------------|---------------|---------------------|---------------|---------------------|
| Membership    | \$ 1,836,090        | -8.9%         | \$ 2,014,490        | -6.4%         | \$ 2,151,460        | -0.1%         | \$ 2,153,870        |
| Education     | 2,635,062           | -14.9%        | 3,095,940           | -13.2%        | 3,568,507           | 15.0%         | 3,102,591           |
| Programs      | 760,769             | -1.6%         | 773,282             | -17.4%        | 936,676             | -22.5%        | 1,207,895           |
| Other         | 354,608             | -23.4%        | 462,936             | -27.3%        | 637,119             | 33.6%         | 476,725             |
| <b>Totals</b> | <b>\$ 5,586,529</b> | <b>-12.0%</b> | <b>\$ 6,346,648</b> | <b>-13.0%</b> | <b>\$ 7,293,762</b> | <b>5.1%</b>   | <b>\$ 6,941,081</b> |

The decrease in education-related revenues was due to an overall decrease in CFA Exam Prep and Professional Development (PD) course attendance, which stands to be negatively impacted by the turmoil in the industry. Attendance at CFA-related courses decreased in fiscal 2010 by 16% to 1,521 from 1,871 in 2009 and 2,571 in fiscal 2008. On the other hand, Professional Development courses stabilized. Attendance at PD courses remained flat and slightly increased 1% in fiscal 2010 to 1,021 from 1,010 in fiscal 2009 and 1,095 in fiscal 2008.

Programming revenues declined minimally this year. We again cancelled or experienced declines in several previously successful conferences, leading to lower levels of paid attendees. Attendance at programs included in programming and other decreased to 11,918 in fiscal 2010 from 13,651 in fiscal 2009 (12% decrease) and 13,142 in fiscal 2008 (4% increase).

### Attendance at NYSSA Events



On the expense side, direct program expenses in total decreased \$356,211 in fiscal 2010 to \$5,929,447 from \$6,285,658 in fiscal 2009.

Net assets (operating income) decreased by \$764,352.

## Review of Changes in Financial Position

At the end of fiscal 2010, NYSSA had \$9.80 million in assets up from \$8.60 million in fiscal 2009. Of the \$9.80 million in assets, \$5.26 million is in cash and short-term marketable securities (primarily money market funds and short-term U.S. Treasury instruments). The remaining \$4.54 million represents accounts receivable (\$827,768), prepaid expenses (\$256,545), and fixed assets (\$3,455,565). Liabilities total \$4,429,505, with \$1,508,350 of the total in unearned dues revenue and \$550,024 in unearned revenue (registrations for upcoming educational and programming events). The Society has no long-term debt.

The pages that follow contain the Society's audited financial statements.

**THE NEW YORK SOCIETY  
OF  
SECURITY ANALYSTS, INC.**

**Financial Statements  
for years ended  
August 31, 2010  
and  
August 31, 2009**



---

**CONDON  
O'MEARA  
MCGINTY &  
DONNELLY LLP**

---

Certified Public Accountants

One Battery Park Plaza  
New York, NY 10004-1405  
Tel: (212) 661 - 7777  
Fax: (212) 661 - 4010

**Independent Auditors' Report**

To the Board of Directors  
The New York Society of Security Analysts, Inc.

We have audited the accompanying statements of financial position of The New York Society of Security Analysts, Inc. (the "Society") as of August 31, 2010 and August 31, 2009 and the related statements of activities, functional expenses and cash flows for the years then ended. These financial statements are the responsibility of the Society's management. Our responsibility is to express an opinion on those financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits 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 The New York Society of Security Analysts, Inc. at August 31, 2010 and August 31, 2009 and the results of its activities and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

*Condon O'Meara McGinty & Donnelly LLP*

November 22, 2010

**THE NEW YORK SOCIETY OF SECURITY ANALYSTS, INC.**

**Statements of Financial Position**

**Assets**

|                                                                                                                                     | <b>August 31</b>   |                    |
|-------------------------------------------------------------------------------------------------------------------------------------|--------------------|--------------------|
|                                                                                                                                     | <b>2010</b>        | <b>2009</b>        |
| <b>Current assets</b>                                                                                                               |                    |                    |
| Cash and cash equivalents                                                                                                           | \$5,060,148        | \$7,085,653        |
| Accounts receivable, net of allowance<br>for doubtful accounts of \$6,000 in 2010 and 2009                                          | 827,768            | 771,618            |
| Prepaid expenses and other current assets                                                                                           | 256,545            | 335,288            |
| Total current assets                                                                                                                | 6,144,461          | 8,192,559          |
| <b>Restricted cash and cash equivalents</b>                                                                                         | 204,732            | 405,108            |
| <b>Furniture, fixtures, equipment and leasehold<br/>improvements, at cost, net of accumulated<br/>depreciation and amortization</b> | 3,455,565          | 361,519            |
| <b>Total assets</b>                                                                                                                 | <b>\$9,804,758</b> | <b>\$8,959,186</b> |

**Liabilities and Net Assets**

|                                                  |                    |                    |
|--------------------------------------------------|--------------------|--------------------|
| <b>Current liabilities</b>                       |                    |                    |
| Accounts payable                                 | \$ 136,227         | \$ 118,049         |
| Accrued expenses and taxes                       | 171,780            | 296,775            |
| Unearned dues revenue                            | 1,508,350          | 1,592,070          |
| Unearned revenue                                 | 550,024            | 504,673            |
| Current portion of deferred lease incentive      | 65,376             | 15,514             |
| Total current liabilities                        | 2,431,757          | 2,527,081          |
| Deferred lease incentive, net of current portion | 1,697,748          | -                  |
| <b>Total liabilities</b>                         | 4,129,505          | 2,527,081          |
| <b>Net assets</b>                                |                    |                    |
| Unrestricted                                     |                    |                    |
| Operating fund                                   | 1,678,655          | 310,459            |
| Board designated                                 |                    |                    |
| Building fund                                    | 3,323,271          | 5,460,139          |
| Initiatives fund                                 | 300,000            | 300,000            |
| Total unrestricted                               | 5,301,926          | 6,070,598          |
| Temporarily restricted                           | 373,327            | 361,507            |
| Total net assets                                 | 5,675,253          | 6,432,105          |
| <b>Total liabilities and net assets</b>          | <b>\$9,804,758</b> | <b>\$8,959,186</b> |

See notes to financial statements.

**THE NEW YORK SOCIETY OF SECURITY ANALYSTS, INC.**

**Statements of Activities**

|                                                            | Year Ended August 31 |                        |                     |                        |                     |
|------------------------------------------------------------|----------------------|------------------------|---------------------|------------------------|---------------------|
|                                                            | 2010                 |                        | 2009                |                        |                     |
|                                                            | Unrestricted         | Temporarily Restricted | Total               | Temporarily Restricted | Total               |
| <b>Support and revenue</b>                                 |                      |                        |                     |                        |                     |
| Membership dues and fees                                   | \$ 1,836,090         | -                      | \$ 1,836,090        | \$ 2,014,490           | \$ 2,014,490        |
| Education                                                  | 2,635,062            | -                      | 2,635,062           | 3,095,940              | 3,095,940           |
| Presentations                                              | 555,517              | -                      | 555,517             | 509,592                | 509,592             |
| Seminars                                                   | 205,252              | -                      | 205,252             | 263,690                | 263,690             |
| Contributions                                              | 50                   | 11,910                 | 11,960              | 3,915                  | 27,525              |
| Special activity dinners                                   | -                    | -                      | -                   | 15,800                 | 15,800              |
| Other operating revenue                                    | 354,408              | -                      | 354,408             | 433,071                | 433,071             |
| Net assets released from restrictions                      | 150                  | (150)                  | -                   | 10,150                 | -                   |
| Total support and revenue                                  | <u>5,586,529</u>     | <u>11,760</u>          | <u>5,598,289</u>    | <u>6,346,648</u>       | <u>6,360,108</u>    |
| <b>Expenses</b>                                            |                      |                        |                     |                        |                     |
| Program services                                           |                      |                        |                     |                        |                     |
| Education                                                  | 2,574,290            | -                      | 2,574,290           | 2,265,065              | 2,265,065           |
| Presentations                                              | 827,532              | -                      | 827,532             | 606,377                | 606,377             |
| Seminars                                                   | 731,562              | -                      | 731,562             | 633,224                | 633,224             |
| Membership Magazine                                        | 1,503,622            | -                      | 1,503,622           | 2,176,965              | 2,176,965           |
|                                                            | 292,441              | -                      | 292,441             | 604,027                | 604,027             |
| Total program services                                     | <u>5,929,447</u>     | <u>-</u>               | <u>5,929,447</u>    | <u>6,285,658</u>       | <u>6,285,658</u>    |
| Supporting services                                        |                      |                        |                     |                        |                     |
| Management and general                                     | 433,194              | -                      | 433,194             | 99,059                 | 99,059              |
| Total expenses                                             | <u>6,362,641</u>     | <u>-</u>               | <u>6,362,641</u>    | <u>6,384,717</u>       | <u>6,384,717</u>    |
| Increase (decrease) in net assets before investment income | (776,112)            | 11,760                 | (764,352)           | (38,069)               | (24,609)            |
| Investment income                                          | 7,440                | 60                     | 7,500               | 35,009                 | 36,022              |
| Increase (decrease) in net assets                          | <u>(768,672)</u>     | <u>11,820</u>          | <u>(756,852)</u>    | <u>(3,060)</u>         | <u>11,413</u>       |
| Net assets, beginning of year                              | <u>6,070,598</u>     | <u>361,507</u>         | <u>6,432,105</u>    | <u>6,073,658</u>       | <u>6,420,692</u>    |
| Net assets, end of year                                    | <u>\$ 5,301,926</u>  | <u>\$ 373,327</u>      | <u>\$ 5,675,253</u> | <u>\$ 6,070,598</u>    | <u>\$ 6,432,105</u> |

See notes to financial statements.

**THE NEW YORK SOCIETY OF SECURITY ANALYSTS, INC.**

**Statement of Functional Expenses  
Year Ended August 31, 2010  
(with summarized comparative information for 2009)**

|                                      | <u>Program Services</u> |                      |                   |                     | <u>Total</u>      | <u>Supporting Services</u> |                               | <u>2009 Total</u>   |
|--------------------------------------|-------------------------|----------------------|-------------------|---------------------|-------------------|----------------------------|-------------------------------|---------------------|
|                                      | <u>Education</u>        | <u>Presentations</u> | <u>Seminars</u>   | <u>Membership</u>   |                   | <u>Magazine</u>            | <u>Management and General</u> |                     |
| Staff payroll and benefits           | \$ 918,459              | \$ 335,581           | \$ 353,510        | \$ 592,565          | \$ 101,791        | \$ 2,301,906               | \$ 35,340                     | \$ 2,337,246        |
| Temporary help                       | 18,518                  | 5,765                | 8,110             | 16,702              | 1,107             | 50,202                     | 572                           | 50,774              |
| Professional fees                    | 511,645                 | 212,042              | 37,548            | 153,246             | 102,672           | 1,017,153                  | 4,555                         | 1,021,708           |
| Scholarships granted                 | -                       | -                    | -                 | 9,000               | -                 | 9,000                      | -                             | 9,000               |
| Books and publications               | 284,207                 | -                    | -                 | 2,593               | 20,777            | 307,577                    | -                             | 307,577             |
| Printed marketing materials          | 66,155                  | 2,837                | 4,576             | 322                 | 45                | 73,935                     | -                             | 73,935              |
| Printing and stationery              | 3,482                   | -                    | 437               | 5,705               | 1,055             | 10,679                     | -                             | 10,679              |
| Office expenses                      | 125,891                 | 37,271               | 54,785            | 70,440              | 14,181            | 302,568                    | 60,741                        | 363,309             |
| Data processing                      | 57,810                  | 18,584               | 28,813            | 72,949              | 4,290             | 182,446                    | 3,971                         | 186,417             |
| Delivery and mail handling           | 53,682                  | 7,992                | 9,359             | 6,327               | 12,622            | 89,982                     | -                             | 89,982              |
| Catering                             | 1,029                   | 45,509               | 41,278            | 44,016              | 25                | 131,857                    | 11,786                        | 143,643             |
| Promotional activities               | 18,594                  | 8,517                | 10,095            | 23,361              | 1,358             | 61,925                     | 1,339                         | 63,264              |
| Newsletter                           | 3,824                   | 599                  | 1,474             | 6,773               | -                 | 12,670                     | 184                           | 12,854              |
| Occupancy                            | 297,608                 | 97,257               | 116,441           | 277,309             | 27,898            | 816,513                    | 305,192                       | 1,121,705           |
| Rental expenses                      | 34,000                  | -                    | -                 | 26,403              | -                 | 60,403                     | -                             | 60,403              |
| Equipment rentals                    | -                       | -                    | -                 | 60                  | -                 | 60                         | -                             | 60                  |
| Depreciation and amortization        | 109,406                 | 41,025               | 58,177            | 121,568             | 4,509             | 334,685                    | 8,350                         | 343,035             |
| Bank and credit card service charges | 67,002                  | 14,258               | 5,653             | 50,882              | 106               | 137,901                    | 1,153                         | 139,054             |
| Miscellaneous                        | 2,978                   | 295                  | 1,306             | 23,401              | 5                 | 27,985                     | 11                            | 27,996              |
| <b>Total expenses</b>                | <b>\$ 2,574,290</b>     | <b>\$ 827,532</b>    | <b>\$ 731,562</b> | <b>\$ 1,503,622</b> | <b>\$ 292,441</b> | <b>\$ 5,929,447</b>        | <b>\$ 433,194</b>             | <b>\$ 6,362,641</b> |
|                                      |                         |                      |                   |                     |                   |                            |                               | <b>\$ 6,384,717</b> |

See notes to financial statements.

THE NEW YORK SOCIETY OF SECURITY ANALYSTS, INC.

Statement of Functional Expenses  
Year Ended August 31, 2009

|                                         | Program Services    |                   |                   |                     |                   | Supporting<br>Services<br>Management<br>and<br>General | 2009<br>Total       |
|-----------------------------------------|---------------------|-------------------|-------------------|---------------------|-------------------|--------------------------------------------------------|---------------------|
|                                         | Education           | Presentations     | Seminars          | Membership          | Magazine          |                                                        |                     |
| Staff payroll and benefits              | \$ 656,320          | \$ 235,988        | \$ 389,189        | \$ 1,041,331        | \$ 247,951        | \$ 57,147                                              | \$ 2,627,926        |
| Temporary help                          | 11,700              | -                 | -                 | -                   | -                 | -                                                      | 11,700              |
| Professional fees                       | 515,807             | 183,463           | 22,030            | 193,660             | 199,694           | 2,209                                                  | 1,116,863           |
| Scholarships granted                    | 10,000              | -                 | -                 | 5,000               | -                 | -                                                      | 15,000              |
| Books and publications                  | 374,965             | -                 | 355               | 10,726              | 23,723            | -                                                      | 409,769             |
| Printed marketing materials             | 46,523              | 11,315            | 3,356             | 18,518              | 6,434             | -                                                      | 86,146              |
| Printing and stationery                 | 8,299               | -                 | 420               | 28,772              | 20,271            | 140                                                    | 57,902              |
| Office expenses                         | 120,075             | 32,697            | 55,815            | 208,712             | 34,669            | 6,740                                                  | 458,708             |
| Data processing                         | 35,704              | 12,604            | 23,021            | 88,506              | 14,901            | 4,950                                                  | 179,686             |
| Delivery and mail handling              | 31,843              | 20,811            | 4,628             | 20,318              | 23,543            | 119                                                    | 101,262             |
| Catering                                | 4,702               | 39,165            | 39,252            | 134,604             | 6,055             | 9,459                                                  | 233,237             |
| Promotional activities                  | 3,147               | -                 | -                 | 4,824               | 3,590             | -                                                      | 11,561              |
| Newsletter                              | 3,152               | 2,493             | 3,498             | 6,696               | -                 | -                                                      | 15,839              |
| Occupancy                               | 251,537             | 52,093            | 71,671            | 268,443             | 19,805            | 15,363                                                 | 678,912             |
| Rental expenses                         | 51,680              | -                 | -                 | 23,083              | -                 | -                                                      | 74,763              |
| Equipment rentals                       | -                   | -                 | -                 | 1,579               | -                 | -                                                      | 1,579               |
| Depreciation and amortization           | 36,112              | 7,174             | 9,835             | 38,319              | 2,262             | 2,386                                                  | 96,088              |
| Bank and credit card<br>service charges | 99,490              | 8,298             | 8,479             | 54,585              | 887               | 546                                                    | 172,285             |
| Miscellaneous                           | 4,009               | 276               | 1,675             | 29,289              | 242               | -                                                      | 35,491              |
| <b>Total expenses</b>                   | <b>\$ 2,265,065</b> | <b>\$ 606,377</b> | <b>\$ 633,224</b> | <b>\$ 2,176,965</b> | <b>\$ 604,027</b> | <b>\$ 99,059</b>                                       | <b>\$ 6,384,717</b> |

See notes to financial statements.

**THE NEW YORK SOCIETY OF SECURITY ANALYSTS, INC.**

**Statements of Cash Flows**

|                                                                                                                   | <b>Year Ended</b>         |                           |
|-------------------------------------------------------------------------------------------------------------------|---------------------------|---------------------------|
|                                                                                                                   | <b>August 31</b>          |                           |
|                                                                                                                   | <u>2010</u>               | <u>2009</u>               |
| <b>Cash flows from operating activities</b>                                                                       |                           |                           |
| Increase (decrease) in net assets                                                                                 | \$ (756,852)              | \$ 11,413                 |
| Adjustments to reconcile increase (decrease) in net assets to net cash provided by (used in) operating activities |                           |                           |
| Depreciation and amortization                                                                                     | 343,035                   | 96,088                    |
| (Increase) decrease in current assets                                                                             |                           |                           |
| Accounts receivable                                                                                               | (56,150)                  | (128,298)                 |
| Prepaid expenses and other assets                                                                                 | 78,743                    | (43,808)                  |
| Increase (decrease) in current liabilities                                                                        |                           |                           |
| Accounts payable                                                                                                  | 18,178                    | 64,881                    |
| Accrued expenses and taxes                                                                                        | (124,995)                 | (127,849)                 |
| Unearned dues revenue                                                                                             | (83,720)                  | (67,280)                  |
| Unearned revenue                                                                                                  | 45,351                    | (252,615)                 |
| Change in deferred lease incentive                                                                                | <u>728,820</u>            | <u>(49,558)</u>           |
| Net cash provided by (used in) operating activities                                                               | <u>192,410</u>            | <u>(497,026)</u>          |
| <b>Cash flows (used in) investing activities</b>                                                                  |                           |                           |
| Purchases of furniture, fixtures, equipment and leasehold improvements                                            | <u>(3,437,081)</u>        | <u>(239,719)</u>          |
| <b>Cash flows provided by financing activities</b>                                                                |                           |                           |
| Landlord reimbursement for leasehold improvements                                                                 | <u>1,018,790</u>          | <u>-</u>                  |
| <b>Net (decrease) in cash and cash equivalents</b>                                                                | <b>(2,225,881)</b>        | <b>(736,745)</b>          |
| <b>Cash and cash equivalents, beginning of year</b>                                                               | <b><u>7,490,761</u></b>   | <b><u>8,227,506</u></b>   |
| <b>Cash and cash equivalents, end of year</b>                                                                     | <b><u>\$5,264,880</u></b> | <b><u>\$7,490,761</u></b> |
| <b>Consists of:</b>                                                                                               |                           |                           |
| Current assets                                                                                                    | \$5,060,148               | \$7,085,653               |
| Restricted                                                                                                        | <u>204,732</u>            | <u>405,108</u>            |
| <b>Total cash and cash equivalents</b>                                                                            | <b><u>\$5,264,880</u></b> | <b><u>\$7,490,761</u></b> |

See notes to financial statements.



**THE NEW YORK SOCIETY OF SECURITY ANALYSTS, INC.****Notes to Financial Statements  
August 31, 2010 and August 31, 2009****Note 1 – Nature of organization**

The New York Society of Security Analysts, Inc. (the “Society”) is a not-for-profit, educational organization whose mission is to serve investment industry professionals and the investing public. The Society is committed to the promotion of best practices and the highest professional and ethical standards in the investment industry. The Society also strives to assist our members and other financial professionals in their investment industry career development. The Society generates revenue from three primary sources: (1) membership dues; (2) educational seminars (the largest seminar producer of income is Chartered Financial Analysts classes); and (3) meetings and events whereby corporations pay a sponsorship fee.

**Note 2 – Summary of significant accounting policies****Net assets****Unrestricted****Operating Fund**

Net assets that are not subject to donor-imposed stipulations and that may be expendable for any purpose in performing the primary objectives of the Society are considered unrestricted in nature.

**Building Fund**

The Society maintains a building fund to provide for the eventual replacement or improvement of the Society’s facility. Any interest earned or unrealized gain or loss on the assets is credited to or deducted from the building fund balance. During fiscal 2010, the Society transferred \$3,038,778 from the Building Fund to the Operating Fund, to replenish the Operating Fund for construction expenditures made in connection with the build-out of the new facility (see notes 5 and 11). During fiscal 2010, the Society transferred \$900,000 from the Operating Fund to the Building Fund (see note 11).

**Initiatives Fund**

During 2008, the Society’s Board of Directors established a fund in the amount of \$300,000. The Board has determined that such funds shall be segregated and only be utilized for initiatives, to be pre-approved by the Board.

**Temporarily restricted**

Net assets subject to donor-imposed stipulations that may or will be met either by actions of the Society and/or the passage of time are considered temporarily restricted. As the restrictions are satisfied, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the accompanying financial statements as net assets released from restrictions.

**THE NEW YORK SOCIETY OF SECURITY ANALYSTS, INC.****Notes to Financial Statements (continued)  
August 31, 2010 and August 31, 2009****Note 2 – Summary of significant accounting policies (continued)**Cash equivalents

The Society considers highly liquid investments with original maturities of 90 days or less to be cash equivalents. Included in cash equivalents are money market funds, U.S. Governmental Securities mutual funds and a certificate of deposit.

Allowance for doubtful accounts

The Society has an allowance of \$6,000 for accounts receivable that may not be collectible. Such estimate is based on management's experience, the aging of the receivables, subsequent receipts and current economic conditions.

Furniture, fixtures, equipment and leasehold improvements

Furniture, fixtures and equipment are depreciated on the straight-line method over the estimated useful lives of the assets ranging from three to seven years. Leasehold improvements are amortized over the life of the lease.

Fair value measurements

Fair value measurements establish a hierarchy that prioritizes the inputs used to measure fair value into three broad levels. The Society's investments are measured using Level 1 inputs, which are defined as quoted prices in active markets for identical assets that the reporting entity has the ability to access at the measurement date.

Membership dues

Membership dues are recognized as revenue in the applicable membership period, which is from June 1<sup>st</sup> to May 31<sup>st</sup> each year. Consistent with past practice, it is the Society's policy to record the remainder of the anticipated members' annual dues as accounts receivable and unearned dues revenue as of August 31<sup>st</sup> each year.

Investment income

Investment income consists of interest income and is recorded to unrestricted net assets and temporarily restricted net assets.

**THE NEW YORK SOCIETY OF SECURITY ANALYSTS, INC.****Notes to Financial Statements (continued)  
August 31, 2010 and August 31, 2009****Note 2 – Summary of significant accounting policies (continued)****Functional expenses**

The cost of providing the various programs and other activities has been summarized on a functional basis. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

**Use of estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect amounts reported in the financial statements. Actual results could differ from these estimates.

**Concentrations of credit risk**

The Society's financial instruments that are potentially exposed to concentrations of credit risk consist of cash and cash equivalents and accounts receivable. The Society places its cash and cash equivalents with what it believes to be quality financial institutions. At times, the balances in the Society's cash and certain cash equivalents may be in excess of FDIC insurance limits. However, the Society has not experienced any losses in such accounts to date. The Society routinely assesses the financial strength of its cash and cash equivalents. As a consequence, concentrations of credit risk are limited. Accounts receivable consists primarily of amounts due from a number of individuals and corporations for membership dues and Society conferences.

**Subsequent events**

The Society has evaluated events and transactions for potential recognition or disclosure through November 22, 2010, which is the date the financial statements were available to be issued.

**THE NEW YORK SOCIETY OF SECURITY ANALYSTS, INC.**

**Notes to Financial Statements (continued)**  
**August 31, 2010 and August 31, 2009**

**Note 3 – Cash and cash equivalents**

Cash and cash equivalents are comprised of the following as of August 31, 2010 and August 31, 2009:

|                                         | 2010               |                    |                     |                                       | Total              |
|-----------------------------------------|--------------------|--------------------|---------------------|---------------------------------------|--------------------|
|                                         | Operating<br>Fund  | Building<br>Fund   | Scholarship<br>Fund | Value<br>Investing<br>Archive<br>Fund |                    |
| Cash on hand                            | \$ 1,000           | \$ -               | \$ -                | \$ -                                  | \$ 1,000           |
| Checking                                | 597,829            | -                  | -                   | 96,867                                | 694,696            |
| Money market<br>account                 | 361                | -                  | -                   | -                                     | 361                |
| Payroll<br>account                      | 35,324             | -                  | -                   | -                                     | 35,324             |
| Money market<br>fund                    | <u>729,365</u>     | <u>3,323,271</u>   | <u>276,131</u>      | <u>-</u>                              | <u>4,328,767</u>   |
| Total                                   | <u>\$1,363,879</u> | <u>\$3,323,271</u> | <u>\$ 276,131</u>   | <u>\$ 96,867</u>                      | <u>\$5,060,148</u> |
|                                         | 2009               |                    |                     |                                       |                    |
|                                         | Operating<br>Fund  | Building<br>Fund   | Scholarship<br>Fund | Value<br>Investing<br>Archive<br>Fund | Total              |
| Cash on hand                            | \$ 910             | \$ -               | \$ -                | \$ -                                  | \$ 910             |
| Checking                                | 57,600             | -                  | -                   | 96,867                                | 154,467            |
| Money market<br>account                 | 38,006             | -                  | -                   | -                                     | 38,006             |
| U.S. Govt.<br>Securities<br>mutual fund | 1,339              | -                  | -                   | -                                     | 1,339              |
| Money market<br>fund                    | 1,175,990          | 5,460,139          | 251,151             | -                                     | 6,887,280          |
| Certificate of<br>deposit               | <u>3,651</u>       | <u>-</u>           | <u>-</u>            | <u>-</u>                              | <u>3,651</u>       |
| Total                                   | <u>\$1,277,496</u> | <u>\$5,460,139</u> | <u>\$ 251,151</u>   | <u>\$ 96,867</u>                      | <u>\$7,085,653</u> |

**THE NEW YORK SOCIETY OF SECURITY ANALYSTS, INC.**

**Notes to Financial Statements (continued)  
August 31, 2010 and August 31, 2009**

**Note 4 – Furniture, fixtures, equipment and leasehold improvements**

The following is a summary of the furniture, fixtures, equipment and leasehold improvements as of August 31, 2010 and August 31, 2009:

|                                                                    | <u>2010</u>        | <u>2009</u>       |
|--------------------------------------------------------------------|--------------------|-------------------|
| Furniture, fixtures and equipment                                  | \$ 785,658         | \$ 317,223        |
| Leasehold improvements                                             | 2,879,030          | 325,726           |
| Other                                                              | -                  | 26,530            |
| Sub-Total                                                          | <u>3,664,688</u>   | <u>669,479</u>    |
| Less: accumulated depreciation and amortization                    | <u>209,123</u>     | <u>307,960</u>    |
| Total furniture, fixtures, equipment<br>and leasehold improvements | <u>\$3,455,565</u> | <u>\$ 361,519</u> |

During 2010, the Society wrote off fully depreciated assets of \$441,872.

**Note 5 – Commitments**

During August 2005, the Society entered into an agreement to sublease office and conference space, commencing in December 2005 and expiring on December 30, 2009. The sublease required monthly lease payments of \$50,097 plus the Society's proportionate share of certain operating expenses of the sub-landlord as defined in the sublease agreement. Rent expense totaled \$1,096,736 and \$603,505 for the 2010 and 2009 fiscal years, respectively.

In connection with the above sublease, the Society delivered to the sub-landlord a letter of credit in the amount of \$200,387 as security for the sublease agreement. In connection with the letter of credit, the Society established a separate bank account in the amount of the letter of credit, as required by the lease. Such letter of credit was canceled by the bank, after the Society vacated the premises and the landlord released the Society from such contingent obligation.

During August 2009, the Society entered into an agreement to lease office and conference space, commencing August 2009 for a term of 16 years through August 2025 with an option to renew for an additional 5-year period. The lease requires monthly lease payments commencing in August 2010 of \$68,524 plus utilities and a proportionate share of certain operating expenses of the landlord as defined in the lease agreement.

**THE NEW YORK SOCIETY OF SECURITY ANALYSTS, INC.**

**Notes to Financial Statements (continued)**

**August 31, 2010 and August 31, 2009**

**Note 5 – Commitments (continued)**

The future minimum lease payments would be as follows:

| <u>Fiscal Year</u> |                     |
|--------------------|---------------------|
| 2011               | \$ 822,288          |
| 2012               | 822,288             |
| 2013               | 822,288             |
| 2014               | 822,288             |
| 2015               | 843,702             |
| Thereafter         | <u>9,446,334</u>    |
| Total              | <u>\$13,579,188</u> |

As part of the lease agreement, the Society received 11 months of free rent. The Society amortizes rent expense each year equally over the term of the lease. The difference between rent expense recorded in this manner and the actual cash paid per the lease agreement is included in the deferred lease incentive. The Society also received a build-out allowance of \$1,018,790 in June 2010. The Society has included the build-out allowance in the deferred lease incentive and is amortizing the amount over the term of the lease.

In connection with the above lease, the Society delivered to the landlord a letter of credit in the amount of \$204,732 as security for the lease agreement. In connection with the letter of credit, the Society established a separate bank account in the amount of the letter of credit, as required by the lease.

In connection with the above lease, the Society entered into several agreements to facilitate the build-out of the new space, including an architect, real estate consulting firm and construction general contractor. The construction commenced in September 2009 and concluded in January 2010. As of August 31, 2010 the Society had completely paid such vendors for their services in full, with the exception of the construction general contractor, from whom the Society withheld \$50,000, pending the satisfactory completion of items to be repaired pursuant to the one-year construction warranty.

In addition to the rental of office space, the Society rents space on an as needed basis for its educational programs. Rental expense for the years ended August 31, 2010 and August 31, 2009 totaled \$34,500 and \$66,380, respectively.

In September 2010, the Society entered into an employment agreement with a key employee through October 2013, subject to certain termination provisions.



**THE NEW YORK SOCIETY OF SECURITY ANALYSTS, INC.**

**Notes to Financial Statements (continued)  
August 31, 2010 and August 31, 2009**

**Note 6 – Temporarily restricted net assets**

In 1996, the Society established the Heloise S. Ham Educational Scholarship Fund (the “Fund”) from a pledge received from the family of Heloise S. Ham to endow a scholarship program and recorded it as temporarily restricted. On an ongoing basis, the Fund is funded by contributions from the family of Heloise S. Ham and income from the Fund assets and contributions from Society members. The scholarships are available to undergraduate students who are enrolled full-time in a college or university in the greater New York area and who have completed at least their sophomore year by the time the program begins in the summer.

The students must also demonstrate academic excellence and have an interest in the securities profession. Because these funds can only be used for scholarship purposes, the assets of the fund are considered temporarily restricted.

During 2010 and 2009, the Society did not receive any additional funds towards maintenance of an archive to benefit value-investing research. The fund is recorded as temporarily restricted.

The following is a summary of the activity of the temporarily restricted net assets for the year ended August 31, 2010:

|                         | <b><u>Balance,<br/>Beginning<br/>of Year</u></b> | <b><u>Additions</u></b> | <b><u>Net Assets<br/>Released</u></b> | <b><u>Balance,<br/>End<br/>of Year</u></b> |
|-------------------------|--------------------------------------------------|-------------------------|---------------------------------------|--------------------------------------------|
| Scholarship fund        | \$ 264,640                                       | \$ 11,970               | \$ (150)                              | \$ 276,460                                 |
| Value investing archive | 96,867                                           | -                       | -                                     | 96,867                                     |
| Total                   | <u>\$ 361,507</u>                                | <u>\$ 11,970</u>        | <u>\$ (150)</u>                       | <u>\$ 373,327</u>                          |

**Note 7 – Retirement plans**

The Society maintained a defined contribution plan (the “Plan”) pursuant to Internal Revenue Code Section 403(b), for all eligible employees who had completed ½-year of service. Employees vested in the Plan 20% each year over five years, beginning in year two.

The Internal Revenue Service instituted new regulations for all 403(b) plans, effective January 1, 2009. In order to comply with such new regulations, the Society amended its 403(b) Plan and combined it with its Profit Sharing Plan to form a new 401(k) Profit Sharing Plan. The amended Plan became effective on April 16, 2009 and includes a 3% Safe Harbor employer contribution. Any employer discretionary contributions in excess of the Safe Harbor contribution are determined annually by the Society’s Board of Directors. The Safe Harbor contributions are 100% vested and any additional discretionary contributions vest over the same schedule as the aforementioned 403(b) Plan.

**THE NEW YORK SOCIETY OF SECURITY ANALYSTS, INC.**

**Notes to Financial Statements (continued)  
August 31, 2010 and August 31, 2009**

**Note 7 – Retirement plans (continued)**

For the Plan year ended June 30, 2009, the Society's Board of Directors voted to contribute 5% of each eligible employee's base wage earned through April 15, 2009 and 2% of each eligible employee's base wage earned from April 16, 2009 through June 30, 2009, to the Plan, respectively.

The Society elected to change the Plan year-end to August 31 to conform to the Society's fiscal year-end. To facilitate this change, there was a short Plan year beginning July 1, 2009 and ending August 31, 2009. For this short Plan year, the Society's Board of Directors voted to contribute 2% of each eligible employee's base wage earned to the Plan, in addition to the 3% Safe Harbor contributions made. For the Plan year ended August 31, 2010, the Society's Board of Directors voted to contribute 0% of each eligible employee's base wage earned to the Plan, in addition to the 3% Safe Harbor contributions made.

The total pension plan expense amounted to \$59,754 for the year ended August 31, 2010. The total pension plan expense amounted to \$42,681, net of \$54,449 in forfeitures for the year ended August 31, 2009.

**Note 8 – Net assets released from restrictions**

Net assets were released from donor restrictions by incurring expenses that satisfied the restricted purposes specified by donors as follows for the years ended August 31, 2010 and August 31, 2009:

|                                          | <u>2010</u>   | <u>2009</u>      |
|------------------------------------------|---------------|------------------|
| <b>Purpose restriction accomplished:</b> |               |                  |
| Scholarships                             | \$ -          | \$ 10,000        |
| Bank service charges                     | <u>150</u>    | <u>150</u>       |
| Total                                    | <u>\$ 150</u> | <u>\$ 10,150</u> |

**Note 9 – Legal claims**

As of August 31, 2010, management of the Society is unaware of any material legal claims or threatened litigation against the Society. While claims may arise from time to time in the ordinary course of business, such claims would not in the opinion of management have a material effect on the Society's financial statements.

**THE NEW YORK SOCIETY OF SECURITY ANALYSTS, INC.**

**Notes to Financial Statements (continued)  
August 31, 2010 and August 31, 2009**

**Note 10 – Tax status**

The Society is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code (the “Code”). In addition, the Society has been determined by the Internal Revenue Service to be a publicly supported organization, and not a private foundation, within the meaning of Section 509(a)(2) of the Code. As of August 31, 2010, no amounts have been recognized for any uncertain income tax positions. The Society’s tax returns for the fiscal years 2007 and forward are subject to the usual review by the appropriate taxing authorities.

**Note 11 – Unrestricted net assets**

The following is a summary of the activity of the unrestricted operating and board designated – Building Fund and Initiatives Fund for the years ended August 31, 2010 and August 31, 2009:

|                                    | <b>Unrestricted</b>       |                          |                             | <b>Total</b>        |
|------------------------------------|---------------------------|--------------------------|-----------------------------|---------------------|
|                                    | <b>Operating<br/>Fund</b> | <b>Board-Designated</b>  |                             |                     |
|                                    | <b>Fund</b>               | <b>Building<br/>Fund</b> | <b>Initiatives<br/>Fund</b> |                     |
| <b>Balance, at August 31, 2008</b> | <b>\$ 248,483</b>         | <b>\$ 5,525,175</b>      | <b>\$ 300,000</b>           | <b>\$ 6,073,658</b> |
| Revenue                            |                           |                          |                             |                     |
| Investment income                  | 11,117                    | 23,892                   | -                           | 35,009              |
| Other revenue                      | 6,346,648                 | -                        | -                           | 6,346,648           |
| Total revenue                      | 6,357,765                 | 23,892                   | -                           | 6,381,657           |
| Less: Expenses                     | 6,384,567                 | 150                      | -                           | 6,384,717           |
| Increase (decrease)                |                           |                          |                             |                     |
| before interfund transfer          | (26,802)                  | 23,742                   | -                           | (3,060)             |
| Interfund transfer                 | 88,778                    | (88,778)                 | -                           | -                   |
| Increase (decrease) in net assets  | 61,976                    | (65,036)                 | -                           | (3,060)             |
| <b>Balance, at August 31, 2009</b> | <b>310,459</b>            | <b>5,460,139</b>         | <b>300,000</b>              | <b>6,070,598</b>    |
| Revenue                            |                           |                          |                             |                     |
| Investment income                  | 5,230                     | 2,210                    | -                           | 7,440               |
| Other revenue                      | 5,586,529                 | -                        | -                           | 5,586,529           |
| Total revenue                      | 5,591,759                 | 2,210                    | -                           | 5,593,969           |
| Less: Expenses                     | 6,362,341                 | 300                      | -                           | 6,362,641           |
| Increase (decrease) before         |                           |                          |                             |                     |
| interfund transfer                 | (770,582)                 | 1,910                    | -                           | (768,672)           |
| Interfund transfers – net          | 2,138,778                 | (2,138,778)              | -                           | -                   |
| Increase (decrease) in net assets  | 1,368,196                 | (2,136,868)              | -                           | (768,672)           |
| <b>Balance, at August 31, 2010</b> | <b>\$ 1,678,655</b>       | <b>\$ 3,323,271</b>      | <b>\$ 300,000</b>           | <b>\$ 5,301,926</b> |