

THE ROCHESTER SOCIETY
OF SECURITY ANALYSTS, INC.

Annual Report 1990 - 1991

Founded - 1955

Affiliated:

Financial Analysts Federation - 1955

Incorporated - 1970

Sponsored F.A.F. Fall Conference - 1970

Charter Member:

Association for Investment
Management and Research - 1990

President's Report

TO THE MEMBERS OF:
THE ROCHESTER SOCIETY OF SECURITY ANALYSTS, INC.

The 1991 fiscal year, ended June 30, 1991, was the thirty-sixth for the Society, and its twenty-first as a New York corporation.

It was a successful year for your Society, and was made much easier for me by the participation of your board of directors and the strong support of the membership. I am grateful to you all.

Programs: Vice President and Program Chairman Jack McGowan put together a splendid series of twenty programs during the year. A list of these programs, dates and speakers is at the end of this report. They covered a wide range of companies and industries; providing a fine opportunity for membership to keep current on economic and corporate developments.

The Program Chairman's job is the most demanding in your Society and our mission is to provide you with a varied assortment of quality presentations that will enhance your investment knowledge and help you better perform your job. With that in mind, I hope you will not hesitate to suggest subjects and speakers for future meetings. This year's Program Chairman is Kevin Gavagan, who can be reached at 461-9130.

The Rochester Society has always believed that presentations made to its membership at general meetings are not confidential or private, and it is the policy of the Society that these meetings be open to all of you, your guests, the press, and the investing public.

Scholarship: Your Society believes it has a responsibility to contribute to the overall welfare of its service area, commensurate with the Society's size and purpose. Therefore, under the supervision and excellent guidance of Immediate Past President Dick Huxley, the Society awarded three \$500 academic scholarships this spring; one each to students at Rochester Institute of Technology, St. John Fisher College, and the University of Rochester. We are pleased with the response to our program in the academic community and plan to repeat it in the 1992 fiscal year.

The Society continued its special membership category for college and graduate school students with an interest in investment management or related fields. During the past fiscal year, the first full year of the program, we had 13 student members.

Membership: Totals for the past four years have been as follows:

<u>Membership Type</u>	<u>1991</u>	<u>1990</u>	<u>1989</u>	<u>1988</u>
Regular	78	68	65	61
Affiliate	30	34	27	37
Retired	10	5	8	9
Non-Primary	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>
Total AIMR	118	107	101	108
Local	<u>12</u>	N/A	N/A	N/A
Total	130			

In my opinion, membership levels have remained relatively flat due to a combination of geography, rising costs, firm consolidation, and the recent economic environment. It is important that the Society endeavor to provide value for the membership fee, and that the members in turn encourage interested outsiders to apply at the appropriate membership level, and participate as much as they can.

I greatly appreciate the work Membership Chairman Ed Shill did during the year to improve our records and coordinate the processing of new applicants.

Although not encouraged by our national organization, a considerable portion of the Rochester Society's success has been due to the involvement of long-time Retired and Local members. I believe the Rochester Society would be much opposed to any national efforts to control our membership base.

Finances: The June 30, 1991 balance of \$10,617.07 was only about \$600 below the starting balance, and will be increased when several company speaker fees are recovered. It has been the policy of the Society - as with most other AIMR member societies - to charge corporate speakers to cover room and guest costs. By minimizing the subsidization of corporate speakers, we are better able to control the costs to members of both local dues and luncheons. I believe the financial position of R.S.S.A. remains very strong, and I appreciate Treasurer Kevin Gavagan's diligence in keeping our records.

Other Matters: I am most obliged to Secretary Sam King who not only took total responsibility for the scheduling of our monthly Directors' meetings but promptly each time thereafter produced minutes of a quality that would be the envy of far larger organizations.

Once again, Fleet Norstar was generous in providing the location for our Directors' meetings. We are grateful to the Top of the Plaza Restaurant for providing fine facilities and excellent buffet luncheons at a reasonable cost, and to Chris Hoefler of Fleet Norstar for coordinating all of our program arrangements.

Summary: I greatly appreciate the work that my eight colleagues on the Board of Directors did to make this past fiscal year a success. I am confident that their efforts have laid the groundwork for the next several years and will assure you an organization that you can be proud to be a part of.

But most of all, my thanks to the Rochester Society membership across the state for your attendance at our meetings and your interest in our activities. It has been a privilege to have been President of your Society, and a pleasure to remain active in R.S.S.A.

Sincerely,

Bob Shaw
President (1990-91)

RSSA

1990 - 1991 Programs

<u>Date</u>	<u>Company</u>	<u>Speaker</u>
06/14/90	Bausch & Lomb	Daniel E. Gill, Chairman & CEO
07/17/90	Zurn Industries	Stephen Adams, Director Investor Relations
08/09/90	Alco Standard	Ray B. Mundt, Chairman & CEO
09/12/90	McDonald & Company	Glenn Blackmon, Vice President
09/25/90	Business Council NYS	Kevin Pokalsky, Manager of Government Programs
10/10/90	Boston Company	Constance M. Everson, CFA
10/17/90	American Gas Association	Jay A. Copan, VP Financial Relations
11/14/90	Paychex Inc.	Thomas Golisano, Chairman & CEO
11/28/90	Browning-Ferris, Ind.	Fletcher Thorne-Thompson, VP of Strategic Planning
01/25/91	Halliburton Company	Guy Marcus, VP Investor Relations
02/06/91	Curtice-Burns Foods, Inc.	David J. McDonald, President & CEO William D. Rice, CFO
02/22/91	Westmark International	Robert deGavre, Sr. VP & CFO
03/05/91	Harris Corp.	John T. Hartley, Chairman & CEO Jim Birchfield, Dir. Inv. Relations
03/13/91	Eaton Corp.	Stephen Hardis, Vice Chairman & Chief Financial and Admin. Officer
03/27/91	RG & E Corp.	Roger Kober, President & CEO David Heiligman, VP Sec. & Treas.

04/03/91	AIMR	Robert M. Luck, CFA, CPA, VP
04/11/91	National Medical Ent.	Paul J. Russell, Senior VP
05/08/91	Niagara Mohawk Power	John Powers, CFO
05/22/91	Fay's Inc.	Henry Panasci, Jr. Chairman & CEO Daniel J. O'Leary, President
06/05/91	CPC Intl. Inc.	Fred Meensdsen, VP Corp. Affairs

The Rochester Society of Security Analysts, Inc.

Summary of Treasurer's Reports
Fiscal Year -- 7/1/90 - 6/30/91

Balance forward July 1, 1990 \$11,217.15

Receipts:

Dues	\$ 4,274.00
Luncheons	3,554.00
Bank Interest, etc.	<u>1,201.35</u>
	\$ 9,029.35

Disbursements:

Luncheon Costs	\$ 6,196.93
Postage & Printing	1,101.63
AIMR Meetings/Travel	830.87
Scholarships	<u>1,500.00</u>
	\$ 9,629.43

Balance forward - June 30, 1990 \$10,617.07

Bank Accounts

Chase Lincoln First Bank (Checking)	\$ 4,695.10
Certificate of Deposit	<u>5,921.97</u>
Total	\$10,617.07

Unaudited - From Treasurer's Reports dated
9/5/90, 12/4/90, 1/24/91, 3/14/91 and 6/30/91.

The Rochester Society of Security Analysts, Inc.

Board of Directors -- 1990 - 1991

Robert H. Shaw, C.F.A.
Chase Lincoln First Bank, N.A.

President

John B. McGowan, C.F.A.
Clover Capital Management, Inc.

Vice President

Kevin P. Gavagan, C.F.A.
Q C Investments

Treasurer

Samuel R. King
Howe & Rusling, Inc.

Secretary

Jack L. Anderson, C.F.A.
Howe & Rusling, Inc.

Richard J. Huxley
Clover Capital Management, Inc.

Glenn C. Jordan
Central Trust Co.

David F. Khalil, C.F.A.
Chase Lincoln First Bank, N.A.

Edward H. Shill, II, C.F.A.
Q C Investments