

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

Information Required of Brokers and Dealers Pursuant to Section 17 of the

Washington, D.C. 20549

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# ANNUAL AUDITED REPORTION FORM X-17A-5 PART III APR 1 3 200

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| Securities Exchan                   | ige Act of 1934 and      | Rule 17a-5 Î                          | Thereunder   |  |
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| REPORT FOR THE PERIOD BEGINNING     | 01/01/08<br>MM/DD/YY     | _ AND ENI                             | DING   | 12/31/08<br>MM/DD/YY   |
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| A.R. Schmeidler and Co., Inc.       |                          |                                       |  | OFFICIAL USE ONLY  |
|                                     |                          |                                       |  | FIRM ID. NO.   |
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|                                     | (No. and Street          | ;)                                    |  |  |
| New York                            | NY                       |                                       |  | 0110   |
| (City)                              | (State)                  |                                       |  | (Zip Code)   |
| NAME AND TELEPHONE NUMBER OF PERS   | SON TO CONTACT           | IN REGARI                             | D TO THIS R  | EPORT  |
| Mr. Peter G. Kandel, Jr.            |                          |                                       |  | 687-9800   |
|                                     |                          | (A                                    | rea Code - T   | elephone No.)  |
| B. ACC                              | OUNTANT IDEN             | TIFICATI                              | ON   |  |
| INDEPENDENT PUBLIC ACCOUNTANT who   | se opinion is contain    | ed in this Rep                        | port*  |  |
| Crowe Chizek and Company LLC        |                          |                                       |  |  |
| (Name - if in                       | ndividual, state last, j | first, middle r                       | ıame)  |  |
| 354 Eisenhower Parkway Suite 2050   | Li                       | vingston                              | NJ (State)   | 07039  |
| (Address)                           |                          | (City)                                | (State)  | (Zip Code)   |
| CHECK ONE:                          |                          |                                       |  |  |
| ☐ Certified Public Accountant       |                          |                                       |  |  |
| Public Accountant                   |                          |                                       |  |  |
| Accountant not resident in Unit     | ted States or any of it  | s possessions                         | 5.   |  |
| FC                                  | R OFFICIAL USE           | ONLY                                  |  |  |
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\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

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SEC 1410 (06-02)

# OATH OR AFFIRMATION

| state<br>are t               | ment an<br>rue and<br>er or dir | andel, Ir., swear (or affirm) that, to the best of my lead supporting schedules pertaining to the firm of Accorrect. I further swear (or affirm) that neither the fector has any proprietary interest in any account | .R. Schmeidler and Co., as of December 31, 2008, e company nor any partner, proprietor, principal |
|------------------------------|---------------------------------|--|---|
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| and the second of the second |                                 |  |   |
| STAT                         | E OF N                          | EW YORK<br>SEW YORK <b>ELIZABETH M. CANCEL</b>   | OA Mall   |
|                              |                                 | Notary Public, State of New York   | Signature   |
|                              |                                 | No. 01CA6077508  Qualified in Kings County   |   |
|                              |                                 | Commission Expires July 15, 2010   | CFO and FinOp<br>Title  |
| 80                           | adherli                         | H Cancel (Ciorciari) Osfar/09  |   |
| $=$ $\tilde{\gamma}$         | Joen Derv                       | Notary Public  |   |
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| i ms<br>⊠                    |                                 | contains (check all applicable boxes):   |   |
| $\boxtimes$                  | (a)                             | Facing page. Statement of Financial Condition.   |   |
|                              | (b)                             |  |   |
|                              | (c)                             | Statement of Income (Loss).  | Land Contact Thereon  |
|                              | (d)                             | Statement of Changes in Financial Condition (Stat  | [발송] 경우방 일반 경우 [발송] 시민 사람이 나는 네트를 하는 것이 없는 것 같아.  |
|                              | (e)                             | Statement of Changes in Stockholders' Equity or F  | 마을 바로 바로 살아보다 하다는 이 그는 이번 모르기   |
|                              | (f)                             | Statement of Changes in Liabilities Subordinated   | to Claims or Creditors.   |
|                              | (g)                             | Computation of Net Capital.  |   |
|                              | (h)                             | Computation for Determination of Reserve Require   |   |
|                              | (i)                             | Information Relating to the Possession or Control  | 하는 사람은 교리의 불교교를 잃었다면 하다가 하다고 있는 것이 그리는 것이 없다.   |
|                              | (j)                             | A Reconciliation, including appropriate explanation 15c3-1 and the Computation for Determination Rule 15c3-3.  | on, of the Computation of Net Capital Under Rule of the Reserve Requirements Under Exhibit A of   |
|                              | (k)                             | A Reconciliation between the audited and una respect to methods of consolidation.  | nudited Statements of Financial Condition with  |
| $\boxtimes$                  | (l)                             | An Oath or Affirmation.  |   |
| П                            | (m)                             | A copy of the SIPC Supplemental Report.  |   |
|                              | (n)                             | A report describing any material inadequacies for of the previous audit.   | and to exist or found to have existed since the date  |
|                              | (0)                             | Independent Auditors' Report on Internal Control   | Required by SEC Rule 17a-5  |

<sup>\*\*</sup> For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

SEC Mail Processing Section

APR 13 2009

Washington, DC 110

STATEMENT OF FINANCIAL CONDITION
AS OF DECEMBER 31, 2008 AND 2007
AND
INDEPENDENT AUDITORS' REPORT
AND
SUPPLEMENTAL REPORT ON INTERNAL CONTROL

# A.R. Schmeidler & Co., Inc. (a wholly-owned subsidiary of Hudson Valley Bank) (SEC I.D. No. 8-16861) 8 - /6566

STATEMENT OF FINANCIAL CONDITION
AS OF DECEMBER 31, 2008 AND 2007
AND
INDEPENDENT AUDITORS' REPORT
AND
SUPPLEMENTAL REPORT ON INTERNAL CONTROL

\* \* \* \* \* \* \*

This report is filed pursuant to Rule 17a-5(e)(3) under the Securities Exchange Act of 1934, as a Public Document

# A.R. SCHMEIDLER & CO., INC. (A wholly owned-subsidiary of Hudson Valley Bank) New York, New York

# FINANCIAL STATEMENT December 31, 2008 and 2007

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# Crowe Horwath...

Crowe Horwath LLP
Member Horwath International

#### REPORT OF INDEPENDENT AUDITORS

To the Board of Directors and Stockholder of A.R. Schmeidler & Co., Inc. New York, New York

We have audited the accompanying statements of financial condition of A.R. Schmeidler & Co., Inc. as of December 31, 2008 and 2007, that you are filing pursuant to Rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company'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. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statement is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statement. 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 of the statements of financial condition provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial condition of A.R. Schmeidler & Co., Inc. at December 31, 2008 and 2007, in conformity with accounting principles generally accepted in the United States of America.

Crowe Horwath LLP

Crow Hount 129

Livingston, New Jersey February 24, 2009

A. R. SCHMEIDLER & CO., INC.
(A wholly-owned subsidiary of Hudson Valley Bank)
STATEMENTS OF FINANCIAL CONDITION

**AS OF DECEMBER 31, 2008 AND 2007** 

See notes to financial statements.

| ASSETS  | 2008                  | 2007                  |
|---|-----------------------|-----------------------|
| Cash  | \$ 5,570,250          | \$ 2,300,250          |
| Receivable from brokers   | 328,900               | 115,271               |
| Deposit with clearing brokers   | 200,000               | 100,000               |
| Advisory fees receivable  | 154,403               | 77,201                |
| Securities owned at fair value—U.S. treasury bills and<br>Money<br>Market Fund            | 2,355,595             | 2,085,880             |
| Property and equipment, at cost, net of   | 2,500,090             | 2,000,000             |
| Accumulated depreciation \$ 445,374 and \$479,771 Leasehold improvements, at cost, net of | 357,935               | 436,163               |
| Accumulated amortization \$ 222,659 and \$ 88,904   | 1,115,258             | 1,244,660             |
| Goodwill  | 19,563,640            | 13,998,779            |
| Other intangibles   | 1,865,214             | 2,128,929             |
| Other assets  | 342,627               | 178,648               |
|   | \$ 31,853,822         | \$ 22,665,781         |
| TOTAL ASSETS  | \$ 31,033,022         | \$ 22,665,781         |
| LIABILITIES AND STOCKHOLDER'S EQUITY LIABILITIES:   |                       |                       |
|   | \$ 849,331            | \$ 502,476            |
| Accounts payable and accrued expenses Deferred taxes payable (net of deferred tax assets) | \$ 849,331<br>852,995 | \$ 502,476<br>458,842 |
| Income taxes payable (net of deferred tax assets)   | 120,152               | 153,891               |
| income taxes payable  | 120,132               | 155,691               |
| Total liabilities   | 1,822,478             | 1,115,209             |
| STOCKHOLDER'S EQUITY: Common stock, \$0.01 par value—authorized, 100,000 shares;          |                       |                       |
| issued and outstanding, 20,000 shares   | 200                   | 200                   |
| Additional paid-in-capital  | 22,692,479            | 17,127,618            |
| Retained earnings   | 7,338,665             | 4,422,754             |
| Total stockholder's equity  | 30,031,344            | 21,550,572            |
| TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY  | \$ 31,853,822         | \$ 22,665,781         |

# A.R. SCHMEIDLER & CO., INC. (a wholly-owned subsidiary of Hudson Valley Bank) NOTES TO STATEMENTS OF FINANCIAL CONDITION AS OF AND FOR THE YEAR ENDED DECEMBER 31, 2008 AND 2007

#### 1. ORGANIZATION

A. R. Schmeidler & Co., Inc. (the "Company") was incorporated in New York State in 1971 and is a broker-dealer registered with the U.S. Securities and Exchange Commission.

On October 1, 2004, the stock of the Company was acquired by Hudson Valley Bank (the "Parent") for an initial cost of \$7,321,340. The purchase price in excess of fair value of net assets acquired has been allocated to goodwill and other intangibles. In accordance with the terms of the purchase agreement, the Parent may make additional performance-based payments over the five years subsequent to the acquisition. These additional payments are accounted for as additional purchase price, which increases the recorded goodwill (see Note 4).

## 2. SIGNIFICANT ACCOUNTING POLICIES

The following is a summary of significant accounting policies followed by the Company in the preparation of its financial statements:

**Use of Estimates**—The preparation of the statement of financial condition in conformity with generally accepted accounting principles requires management to make estimates and assumptions. These estimates and assumptions affect the reported amounts of certain assets and liabilities and disclosure of contingent liabilities at the date of the statement of financial condition. Actual results could differ from those amounts

Securities Transactions — The Company records all of its transactions on an accrual basis for reporting purposes; security purchases and sales are reported as of the trade date and dividend income on the ex-dividend date.

*Security Valuation* — Marketable securities are valued at fair value based upon the quoted market price for each security.

**Property, Equipment, and Leaseholder Improvements**—Depreciation is provided by the straight-line method over the estimated useful lives of three to seven (3-7) years. Leaseholder improvements are amortized over the life of the lease, or the useful life of the improvement, whichever is less.

Goodwill and Other Intangible Assets—Goodwill is not subject to amortization. Identified intangible assets that have finite useful lives are amortized over those lives by a method which reflects the pattern in which the economic benefits of the intangible asset are used. All goodwill and identified intangible assets are subject to impairment testing on an annual basis, or more often if events or circumstances indicate that impairment may exist. If such testing indicates impairment in the values and/or the remaining amortization periods of the intangible assets, adjustments are made to reflect such impairment. The Company's impairment evaluations as of December 31, 2008, did not indicate impairment of its goodwill or intangible assets.

# 2. SIGNIFICANT ACCOUNTING POLICIES (Continued)

*Income Taxes*—The Company is included in the consolidated federal return of its Parent. For financial reporting purposes, the Company determines its federal income tax provision on a separate company basis in accordance with an informal tax sharing agreement with the Parent. The Company files separate New York State and City tax returns.

Deferred tax assets and liabilities are recognized for the future tax consequences attributable to difference between the financial statement carrying amount of assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled.

# 3. FAIR VALUE OF FINANCIAL INSTRUMENTS

SFAS 157 was implemented by the Company effective January 1, 2008. SFAS 157 defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. SFAS 157 also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value:

Level 1: Quoted prices (unadjusted) or identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.

**Level 2:** Significant other observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, and other inputs that are observable or can be corroborated by observable market data.

**Level 3:** Significant, unobservable inputs that reflect a company's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

The following is a description of the Company's valuation methodologies used to measure and disclose the fair values of its financial assets and liabilities on a recurring or nonrecurring basis:

Securities owned at fair value-Money Market Fund: Securities classified as money market funds are reported at fair value utilizing Level 1 inputs. For these securities, the Company obtains fair value measurements from JP Morgan Chase Bank, N.A. on a daily basis. The money market funds are highly liquid. The funds are redeemed at the end of each business day in the company's sweep investment account for cash.

# Assets and Liabilities Measured on a Recurring Basis

Assets and liabilities measured at fair value on a recurring basis are summarized below:

|                               | Fair Value Measur  | ements at December 31, | , 2008, Using |
|-------------------------------|--------------------|------------------------|---------------|
|                               | Quoted Prices in   | Significant            | Significant   |
|                               | Active Markets for | Other                  | Unobservable  |
|                               | Identical Assets   | Observable             | Inputs        |
|                               | (Level 1)          | Inputs                 | (Level 3)     |
|                               | ` ,                | (Level 2)              | ,             |
| Assets:                       |                    | <u> </u>               |               |
| Securities Available-for-Sale | \$2,355,595        |                        |               |

# 4. GOODWILL AND OTHER INTANGIBLES

In connection with the acquisition of the Company by its Parent in 2004, the Company recorded customer relationship and non-compete agreement intangible assets, which have amortization periods of 13 and 7 years, respectively. The Company also recorded goodwill, which may increase as the result of additional performance based payments over the five-year period subsequent to the acquisition.

The components of intangible assets are as follows as of December 31, 2008:

|  | Gross<br>Carrying<br>Amount | Accumulated<br>Amortization | Net<br>Carrying<br>Amount |
|--|-----------------------------|-----------------------------|---------------------------|
| Customer list<br>Non-compete agreement | \$2,470,000<br>516,000      | \$ 807,500<br>313,286       | \$1,662,500<br>202,714    |
| Total                                  | \$2,986,000                 | \$ 1,120,786                | \$1,865,214               |

The components of intangible assets are as follows as of December 31, 2007:

|                                     | <b>yg</b>              |           | Accumulated<br>Amortization |                        |  |
|-------------------------------------|------------------------|-----------|-----------------------------|------------------------|--|
| Customer list Non-compete agreement | \$2,470,000<br>516,000 | \$        | 617,500<br>239,571          | \$1,852,500<br>276,429 |  |
| Total                               | \$2,986,000            | <u>\$</u> | 857,071                     | \$2,128,929            |  |

Aggregate amortization expense for the years ended December 31, 2008 and 2007, was \$263,716. Estimated annual amortization expense for each of the next five years is approximately \$264,000. Parent made additional performance based payments in accordance with the terms of the acquisition agreement of \$5,564,861 and \$4,918,222 during the years ended December 31, 2008 and 2007. These payments are recorded as a non-cash contribution to additional paid-in-capital and an increase to goodwill.

The components of goodwill are as follows:

|   | 2008<br>Gross<br>Carrying<br>Amount | 2007<br>Gross<br>Carrying<br>Amount |
|---|-------------------------------------|-------------------------------------|
| Balance—January 1, 2008 Performance-based payment | \$ 13,998,779<br>5,564,861          | \$ 9,080,557<br>4,918,222           |
| Balance—December 31, 2008                         | \$19,563,640                        | \$ 13,998,779                       |

# 5. INCOME TAXES

The tax effect of temporary differences given rise to the Company's deferred tax assets and liabilities are as follows:

# **Deferred Tax Asset/(Liabilities):**

|                                   | Balance<br>12/31/08 |                   | Balance<br>12/31/07 |           |
|-----------------------------------|---------------------|-------------------|---------------------|-----------|
| Non Compete                       | \$                  | 57,198            | \$                  | 37,358    |
| Customer list                     |                     | (43,659)          |                     | (63,933)  |
| Lease                             |                     | 177,418           |                     | 161,398   |
| Goodwill                          | _(1                 | ,043,952)         |                     | (595,099) |
| Total deferred tax liability, net | <u>\$</u>           | <u>(852,995</u> ) | <u>\$</u>           | (460,276) |

A net deferred tax asset of \$190,957 and \$134,823 as of December 31, 2008 and 2007 has been provided for based on the temporary differences relative to the amortization of identified intangibles and lease payments. The deferred tax effects of goodwill deductible for tax purposes have been reflected in the Company's Statement of Financial Condition as deferred tax payables of \$1,043,952 and \$595,009 as of December 31, 2008 and 2007.

#### 6. COMMITMENTS

In August 2006, the Company entered into a lease agreement for a new space. The lease is a 128 month lease expiring in May 2017. The lease contained an eight month rent holiday in 2006. The company accrued \$386,823 deferred rent as of December 31, 2008. The minimum lease payments are subject to increase in the landlord's operating expenses.

Future minimum rental commitments on a cash basis are payable for the years ended December 31, as follows:

| 2009                             | \$<br>528,706   |
|----------------------------------|-----------------|
| 2010                             | 541,923         |
| 2011                             | 561,154         |
| 2012                             | 592,232         |
| 2013                             | 607,038         |
| through 2017                     | <br>2,191,153   |
| Total Minimum Rental Commitments | \$<br>5,022,206 |

The minimum lease payments are subject to escalation payments. The tenant's minimum lease payments may be increased for the tenant's proportional share of tax increases against the land or building. The Company's new lease contains a one-time five-year renewal option. The Company has a security deposit in the amount of \$125,000 for its leased office space.

#### 7. CUSTOMER MANAGEMENT

The Company does not retain customer's cash and securities. All customer transactions are cleared through another broker-dealer on a fully disclosed basis. However, if customers' checks or securities are received, the Company's personnel immediately deliver these checks and securities to the clearing broker. In the normal course of business, and under standard contract terms included in the correspondent agreement with the clearing broker-dealer, the Company has agreed to indemnify the clearing broker-dealer from damages or losses resulting from customer transactions. Based on historical experience, the Company believes that it is unlikely it will have to make payments under this indemnity. Accordingly, the Company has not recorded any liability in the financial statements for this indemnity.

# 8. PROFIT SHARING PLAN

The Company has a profit sharing plan covering substantially all full-time employees.

# 9. FIXED ASSETS

The major classes of fixed assets were as follows:

For the year ended December 31, 2008:

|                        | Cost         | Accumulated Depreciation & Amortization | Net of Accumulated Depreciation & Amortization |
|------------------------|--------------|---|--|
| Leasehold Improvements | \$ 1,337,917 | \$ 222,659                              | \$ 1,115,258                                   |
| Furniture & Equipment  | 585,714      | 235,545                                 | 350,169  |
| Computer Software      | 217,595      | 209,829                                 | 7,766  |
| Total Fixed Assets     | \$ 2,141,226 | \$ 668,033                              | \$ 1,473,193                                   |

For the year ended December 31, 2007:

|                        | Cost         | Accumulated Depreciation & Amortization | Net of Accumulated Depreciation & Amortization |
|------------------------|--------------|---|--|
| Leasehold Improvements | \$ 1,333,564 | \$ 88,904                               | \$ 1,244,660                                   |
| Furniture & Equipment  | 698,339      | 287,245                                 | 411,094  |
| Computer Software      | 217,595      | 192,526                                 | 25,069   |
| Total Fixed Assets     | \$ 2,249,498 | \$ 568,675                              | \$ 1,680,823                                   |

The company also disposed of assets with a carrying value of \$0 in February 2008. The company disposed of the assets by reducing furniture and equipment and accumulated depreciation by \$126,402.

#### 10. CONCENTRATIONS OF CREDIT RISK

The Company is engaged in various investment securities transactions with counterparties which are primarily broker-dealers and banks. In the event counterparties do not fulfill their obligations, the Company may be exposed to risk. The risk of default depends on the creditworthiness of the counterparty or issuer of the instrument. It is the Company's policy to review, as necessary, the credit standing of each counterparty.

The Company has cash in banks, which at times may exceed federally insured limits.

#### 11. RELATED PARTY TRANSACTIONS

As of December 31, 2008 and 2007, the Company had outstanding payables for referral fees of \$10,514 and \$1,395, overhead payable of \$22,000 and \$46,500, and taxes payable of \$62,632 and \$152,678 to the Parent.

# 12. NET CAPITAL REQUIREMENT

Pursuant to Rule 15c3-1 of the Securities Exchange Act of 1934, the Company is required to maintain minimum "net capital" amount, as defined under such rule.

As of December 31, 2008 and 2007 the Company's net capital was computed to be \$1,514,905 and \$1,646,224, exceeding its minimum requirements of \$100,000 by \$1,414,905 and \$1,546,224. The ratio of aggregate indebtedness to the net capital was 0.64 to 1 and 0.40 to 1 at December 31, 2008 and 2007.

The Company is exempt from the provisions of Securities Exchange Act Rule 15c3-3 relating to the maintenance of customer reserve accounts and possession or control of customer securities pursuant to paragraph (k)(2)(i), since the Company does not hold funds or securities of customers.

# 13. ACCOUNTING FOR UNCERTAINTY IN INCOME TAXES

In June 2006, the FASB issued Interpretation No. 48, "Accounting for Uncertainty in Income Taxes- an interpretation of FASB Statement No. 109 ("FIN 48") which clarifies the accounting for uncertainty in income taxes recognized in an enterprise's financial statements in accordance with SFAS No. 109, "Accounting for income Taxes". FIN 48 prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. Management adopted FIN 48 for the Company on January 1, 2007. Management determined that there was no impact on its results of operations and financial condition due the adoption of FIN 48.

\* \* \* \* \* \*