Rand Capital Corporation is a registered closed-end investment company investing in securities of businesses, which offer unique opportunities for growth. Since its formation in 1969, Rand Capital has provided venture capital to support the growth and development of businesses in varied industries, primarily in the Western New York and Upstate New York Region. Rand's portfolio is comprised of such investments, which include debt and/or equity holdings in primarily privately owned companies. Rand Capital is traded on The NASDAQ SmallCap Market tier under the symbol: RAND.

To Our Shareholders,
As I enter my fifth year as President of Rand Capital, I am pleased that the long-term nature of our investments has been reflected in the appreciation of the Stock. It is a tribute to the support of our Directors and shareholders during the past four years.

We continued to execute on the tenants of the Business Plan that we developed and was adopted by the Board of Directors in 1996. Our commitment to expense control was reflected in another reduction in expenses and a commitment to reduce them in the coming year. We also continued to increase our investment portfolio by investing $\$ 1.8$ million in eleven companies.

We believe that the upcoming year will be a watershed year for Rand. Our companies are just beginning to mature and demonstrate the promise that we anticipated when we made the investments. Almost all of our investments have strengthened their outlooks in 1999.

We look forward to sharing these successes with you in the coming quarters and appreciate your continued support.

Sincerely,

Reginald B. Newman II
Chairman
Allen F. Grum
President

Portfolio of Investments December 31, 1999
American Tactile Corporation**
Medina, NY. Develops equipment and systems to produce commercial signage.
www.americantactile.com
Type of Investment:
Convertible Debentures at 8\% due June 2000 and April 2001 with detachable warrants

| Year Acquired: | 1995 | Cost: $\$$ | 150,000 |
| :--- | :---: | :--- | ---: |
| Percent Equity: | $<1 \%$ | Value: $\$$ | 50,000 |

ARIA Wireless Systems, Inc. (OTC:AWSI)* **
Buffalo, NY. Markets wireless radio transmission communication equipment. www.ariawireless.com
Type of Investment:
Common Stock - 488,000 shares
\$105,840 Demand Notes at $15 \%$
$\begin{array}{lccc}\text { Year Acquired: } & 1997 & \text { Cost: } \$ & 543,840\end{array}$
Percent Equity: $5 \% \quad$ Value: $\$ 288,840$
BioVector, Inc.**
Buffalo, NY. Medical technological sales force company.
Merged with MINRAD, Inc. December 1999.
BioWorks, Inc.
Geneva, NY. Develops and manufactures biological alternative
to chemical pesticides.
www.bioworksbiocontrol.com
Type of Investment:

Series A Convertible Preferred Stock - 32,000 shares
$\begin{array}{lccc}\text { Year Acquired: } & 1995 & \text { Cost: } \$ 5 & 56,000 \\ \text { Percent Equity: } & <1 \% & \text { Value: } \$ 5 & 56,000\end{array}$
Percent Equity: <1\% Value: \$ 56,000
Clearview Cable TV, Inc.
New Providence, NJ. Wireless Cable television system operator.
Type of Investment:
Common Stock - 400 shares
Year Acquired: 1996 Cost: $\$$ 55,541
Percent Equity: $5 \%$ Value: $\$ 55,541$
Contract Staffing
Buffalo, NY. PEO providing human resource administration for small businesses.
www.contract-staffing.com
Type of Investment:
Series A 8\% Cumulative Preferred Stock - 10,000 Shares
Year Acquired: 1999 Cost: $\$ 100,000$
Percent Equity: $\quad 10 \% \quad$ Value: $\$ 100,000$
DataView, LLC
Mt. Kisco, NY. Designs, develops and markets browser based software for investment professionals.
www.dataviewllc.com/marketgauge/
Type of Investment:
5\% Membership Interest

| Year Acquired: | 1998 | Cost: $\$$ | 310,357 |
| :--- | :---: | :---: | :---: |
| Percent Equity: | $5 \%$ | Value: $\$$ | 343,357 |

Fertility Acoustics, Inc.
Buffalo, NY. Developer of proprietary methods to diagnose onset of ovulation.
Type of Investment:
Common Stock - 600,000 shares. Option to purchase 180,000 shares

| Year Acquired: | 1997 | Cost: $\$$ | 50,000 |
| :--- | :---: | :---: | :---: |
| Percent Equity: | $8 \%$ | Value: $\$$ | 125,000 |

G-TEC Natural Gas Systems
Buffalo, NY. Manufactures and distributes systems that allow
natural gas to be used as an alternative fuel to gases.
www.gas-tec.com
Type of Investment:
42\% Class A Membership Interest. 8\% Cumulative Dividend
Year Acquired: 1999 Cost: $\$ 300,000$
Percent Equity: $\quad 42 \%$ Value: $\$ 300,000$
Hammertime Kitchen \& Bath Works, Inc.**
Clarence, NY. Exclusive Sears licensed installer of kitchens and baths.
Type of Investment:
Convertible Preferred Stock - 1,000 Shares, Senior Subordinated Note
at $12 \%$ due October 2000, Promissory Note at $15 \%$ due August 1999
Year Acquired: 1998 Cost: $\$ 300,000$
Percent Equity: $13 \%$ Value: $\$ 300,000$
HCI Systems
Kennebunk, ME. Facilities management software solution.
www.hcisystems.com.
Type of Investment:
Series B Preferred Stock - 67,000 Shares. 5\% Cumulative Dividend.
Year Acquired: 1999 Cost: \$ 100,500
Percent Equity: $<1 \% \quad$ Value: $\$ 100,500$
InfoMiners.com
Amherst, NY. Data warehousing and decision support software for healthcare industries.
www.infominers.com
Type of Investment:
Bridge loan at $10 \%$ due June 1999. 147,360 warrants for shares of stock.
$\begin{array}{lccc}\text { Year Acquired: } & 1998 & \text { Cost: } \$ & 420,000 \\ \text { Percent Equity: } & <1 \% & \text { Value: } \$ & 420,000\end{array}$
MemberWare Technologies, Inc.
Pittsford, NY. Internet company engaged in web related
consulting services.
www.memberware.com
Type of Investment:
Promissory Note at Prime Rate $+4.5 \%$ due September 2004.
Common Stock - 40,000 Shares. 34,000 warrants for shares of stock.

| Year Acquired: | 1999 | Cost: $\$$ | 100,000 |
| :--- | :---: | :---: | :---: |
| Percent Equity: | $2 \%$ | Value: $\$$ | 150,000 |

MINRAD, Inc.**
Buffalo, NY. Developer of laser guided surgical devices.
Merged with BioVector, Inc. December 1999.
Type of Investment:
595,507 Common Shares, 53,628 Preferred Shares.
Year Acquired: 1997 Cost: \$ 874,030
Percent Equity: $10 \%$ Value: \$ 1,111,000
Pathlight Technology, Inc.
Ithaca, NY. Develops SAN technology for computer industry.
www.pathlight.com
Type of Investment:
Class A Series Convertible Preferred Stock - 200,000 shares with 6\% cumulative
dividend. Preferred Class B-117,187 shares, 67,578 warrants for shares of
stock.
Year Acquired: 1997 Cost: \$ 425,000
Percent Equity: 3\% Value: $\$ 610,000$
Platform Technology Holdings, LLC **
Charlottesville, VA. Provides sales support and management for unique device and diagnostic businesses.
Type of Investment:
Two units with option for two additional units
Year Acquired: 1997 Cost: \$ 8,045
Percent Equity: $<1 \% \quad$ Value: $\$ \quad 60,000$
UStec, Inc.
Victor, NY. Manufacturers and markets digital wiring systems for residential new home construction.
www.ustecnet.com
Type of Investment:
Promissory Note at $12 \%$ due December 2003 50,000 warrants for common stock.
Year Acquired: 1998 Cost: $\$ 100,000$

Percent Equity: $<1 \% \quad$ Value: $\$ 100,000$
Vanguard Modular Building Systems
Philadelphia, PA. Leases and sells high-end modular space
solutions.
Type of Investment:
Preferred Units - 2,673 Units with Warrants
Year Acquired: 1999 Cost: $\$ 270,000$
Percent Equity: $\quad<1 \% \quad$ Value: $\$ \quad 270,000$

Preferred Stock Portfolio* **
Merrill Lynch (MER-F), Motorola (MOT-A), Citicorp (CIH-A), Texaco (TXC-A) Type of Investment
Merrill Lynch - 12,000 Shares, Motorola - 10,000 Shares,
Citicorp - 10,000 Shares, Texaco - 12,000 Shares
Year Acquired: 1999 Cost: $\$ 1,047,888$
Percent Equity: <1\% Value: \$ 879,000
Other 971,395 160
Total portfolio investments 6,182,596 5,319,399
(Cost Basis)(Valuation)

* Publicly-owned Company
** Indicates those companies which Rand has a Board Seat.
Notes to Portfolio of Investments
(a) Unrestricted securities are freely marketable securities having readily available market quotations. All other securities are restricted securities which are subject to one or more restrictions on resale and are not freely
marketable. At December 31, 1999, restricted securities represented $84 \%$ of the value of the investment portfolio. Deloitte \& Touche, LLP has not examined the business descriptions of the portfolio companies.
(b) The Year Acquired line indicates the year in which the Corporation acquired its first investment in the company or a predecessor company.
(c) The equity percentages express the percent of outstanding voting securities held by the Corporation or the potential percentage of voting securities held by the Corporation or the potential percentage of voting securities held by the Corporation upon exercise of its warrants or conversion of debentures. The symbol " $<1 \%$ " indicates that the Corporation holds equity interest of less than one percent.
(d) Under the valuation policy of the Corporation, unrestricted securities are valued at the average closing price for publicly held securities for the last three days of the month. Restricted securities, including securities of publicly-owned companies which are subject to restrictions on resale, are valued at fair value as determined by the Board of Directors. Fair value is considered to be the amount which the Corporation may reasonably expect to receive for portfolio securities if such securities were sold on the valuation date. Valuations as of any particular date, however, are not necessarily indicative of amounts which may ultimately be realized as a result of future sales or other dispositions of securities. Among the factors considered by the Board of Directors in determining the fair value of restricted securities are the financial condition and operating results, projected operations, and other analytical data relating to the investment. Also considered are the market prices for unrestricted securities of the same class (if applicable) and other matters which may have an impact on the value of the portfolio company.

Changes in Investments at Cost and Realized Loss
Year Ended December 31,1999

<TABLE>
<CAPTION>


\section*{Other Changes:}

Debenture repayments and distributions
\((436,647)\)

Statements of Financial Position
Years Ended December 31, 1999 and 1998

</TABLE \(>\)
Statements of Operations
Years Ended December 31, 1999 and 1998
\(<\) TABLE \(>\)
<CAPTION>


</TABLE>
See Notes to Financial Statements

Statements of Changes in Net Assets Years Ended
December 31, 1999 and 1998
<TABLE>
<CAPTION>

|  | 1999 | 1998 |
| :---: | :---: | :---: |
| $<$ S $>$ | --- | --- |
| $<\mathrm{C}>$ | $<\mathrm{C}>$ |  |

Net assets at beginning of period (includes undistributed net investment loss of $\$ 1,568,711$ and $\$ 1,512,372$ respectively) $\$ 8,237,032 \quad \$ 8,341,220$

Operations:
Net investment loss
Net realized (loss) gain on investments
$(387,097)$
$(42,625)$
$(316,559)$
Net increase (decrease) in unrealized appreciation of investments
$(202,567) \quad 268,710$
Net (decrease) in net assets from operations $\qquad$ $(632,289)$
$(104,188)$
Net assets at end of period (including undistributed net
investment loss of $\$ 1,955,808$ and $\$ 1,568,711$ respectively) $\$ 7,604,743 \quad \$ 8,237,032$

## </TABLE>

Notes to Financial Statements Years Ended December 31, 1999 and 1998

## 1. Summary of Significant Accounting Policies

The Corporation operates as a closed-end investment company registered under the Investment Company Act of 1940. It is a publicly held venture capital Corporation listed on the NASDAQ Small Cap Market under the symbol "RAND." The Corporation was founded in 1969 and is headquartered in Buffalo, New York. The Corporation's investment strategy is to provide expansion capital and investment, as well as investment banking and financial advisory services, to companies both inside and outside of the Western New York community.

Investments are stated at fair value as determined in good faith by the Board of Directors, as described in the Notes to Schedule of Portfolio Investments on page 5. Certain investments have been determined by the Board of Directors in the absence of readily ascertainable fair values. The estimated valuations are not necessarily indicative of amounts which may ultimately be realized as a result of future sales or other dispositions of securities, and these favorable or unfavorable differences could be material.

Amounts reported as realized gains and losses are measured by the difference between the proceeds of sale or exchange and the cost basis of the
investment without regard to unrealized gains or losses reported in prior periods. The cost of securities that have, in the Directors' judgment, become worthless, are written off and reported as realized losses.

Temporary cash investments having a maturity of three months or less when purchased are considered to be cash equivalents. Interest income generally is recorded on the accrual basis except where the investment is valued at less than cost to reflect risk of loss.

In such cases, interest is recorded at the time of receipt. A reserve for possible losses on interest receivable is maintained when appropriate.

Net assets per share are based on the number of shares of common stock outstanding during the respective year.

The preparation of the financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reporting amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

## 2. Income Taxes

Deferred tax assets and liabilities are recorded for temporary differences between the financial statement and tax bases of assets and liabilities using the currently enacted tax rate expected to be in effect when the taxes are actually paid or recovered.

The net deferred tax assets are presented in the Statements of Financial Position as follows:

|  | $1999$ | 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | ---- |  |  |
| Deferred tax asset - current |  |  | 1,071,880 |  | \$ 1,143,920 |
| Deferred tax liability - current |  |  | 0 |  | 72,040 |
| Deferred tax asset, net | \$ |  | ,071,880 |  | 1,071,880 |

The tax effect of the major temporary difference and carryforwards that give rise to the Corporation's net deferred tax assets at December 31, 1999 and 1998 are as follows:

|  | 1999 | 991998 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ---- ---- |  |  |  |  |  |  |
| Operations | \$ | $(2,830)$ | \$ |  | ,634) |  |
| Investments | 319,135 |  |  |  | 244,235 |  |
| Net operating loss carryforwar | rds 863,475 |  |  |  |  | 835,279 |
| Capital loss carryforwards | 60,750 |  |  |  |  | 0 |
| Subtotal | 1,240,530 1,07 |  |  | ,071,880 |  |  |
| Valuation Allowance | $(168,650)$ |  |  |  |  | 0 |
| Deferred tax asset, net |  | \$ 1,071,8 | ,880 | \$ | 1,07 | 1,880 |

The components of income tax expense (benefit) reported in the statements of operations are as follows:

$$
1999 \quad 1998
$$

Current:
State $\quad \$ \quad 11,388 \quad \$ \quad 11,600$
Deferred:
(Benefit) on change in unrealized
appreciation:

| Federal | 0 | $(25,670)$ |
| :---: | :---: | :---: |
| State | 0 | $(17,810)$ |
|  | 0 | $(43,480)$ |

A reconciliation of the benefit for income taxes at the federal statutory rate to the benefit reported is as follows:


Deferred income tax (benefit) of approximately $\$(319,000)$ and $\$(308,000)$ at December 31, 1999 and 1998, respectively, relate to net unrealized (depreciation) appreciation of investments. Such (depreciation) appreciation is not included in taxable income until realized.

Included in deferred taxes on the accompanying statements of financial position is approximately $\$ 0$ and $\$ 64,000$ at December 31, 1999 and 1998, respectively, applicable to a gain being reported under the installment method for income tax purposes. This amount will be reduced in future periods as payments are received.

At December 31, 1999, the Corporation had a federal and state net operating loss carry forward of approximately $\$ 2,160,000$ and $\$ 2,090,000$, respectively, which expire commencing in 2007.

The Corporation believes it is more likely than not that a portion of the deferred tax assets will not be realized and, accordingly, a valuation has been provided. Management of the Corporation considers, among other things, its estimates of projected taxable income in making this assessment.

## 3. Stockholders' Equity

At December 31, 1999 and 1998, there were 500,000 shares of $\$ 10$ par value preferred stock authorized and unissued.

Summary of change in capital accounts:

```
<TABLE>
Undistributed Net Unrealized
    Undistributed Realized Gain Appreciation
    Investment (Loss) on (Depreciation)
    Net Loss Investments on Investments
    -------------------------------
```



```
Net (decrease) in net assets
lcollol
Net (decrease) in net assets
\begin{tabular}{|c|c|}
\hline from operations & \((387,097)\) \\
\hline emb & \\
\hline
\end{tabular}
```


## Common Stock

Shares $\quad$ Amount $\quad$| Capital in |
| :---: |
| Excess of Par |
| Value |

And December 31, 1998

## </TABLE>

## 4. Commitments and Contingencies

The Corporation has a deferred compensation agreement which includes health and dental benefits with a former officer of the Corporation and his spouse. Payments under this agreement were paid through September 30, 1999. Remaining payments projected to be paid to the surviving spouse have been fully accrued. Total accrued deferred compensation under this agreement at December 31, 1999 and 1998 was $\$ 32,438$ and $\$ 59,270$, respectively.

## 5. Pension Expense

The Corporation has a defined contribution 401(k) plan. The Plan provides a base contribution of $1 \%$ for eligible employees and also provides up to $5 \%$ matching contribution. Pension Plan expense was $\$ 18,317$ and $\$ 17,492$ in 1999 and 1998 respectively.

## Schedules of Selected Per Share Data and Ratios Five Years Ended

December 31, 1999
Selected data for each share of capital stock outstanding throughout the five most current years is as follows:

```
<TABLE>
<CAPTION>
```



## </TABLE>

* Per share data presented has been restated from prior years to reflect the $25 \%$ stock distributions of the Corporation occurring in 1995.

Independent Auditors Report Deloitte \& Touche LLP
To the Board of Directors and Stockholders
Rand Capital Corporation

We have audited the accompanying statements of financial position of Rand Capital Corporation (the "Corporation") as of December 31, 1999 and 1998, including the schedule of portfolio investments as of December 31, 1999, and the related statements of operations and changes in net assets for the years then ended, and the selected per share data and ratios for each of the five years in the period then ended. These financial statements and the selected per share data and ratios are the responsibility of the Corporation's management. Our responsibility is to express an opinion on these financial statements and selected per share data and ratios based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements and selected per share data and ratios are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements and selected per share data and ratios. Our procedures included examination or confirmation of securities owned as of December 31, 1999, and 1998. 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 and selected per share data and ratios referred to above present fairly, in all material respects, the financial position of Rand Capital Corporation as of December 31, 1999, and 1998 the results of its operations and changes in net assets for the years then ended and the selected per share data and ratios for each of the five years in the period then ended, in conformity with generally accepted accounting principles.

As explained in Note 1, the financial statements include securities valued at $\$ 5,319,399$ ( $70 \%$ of net assets) and $\$ 3,387,170(41 \%$ of net assets), whose fair values have been estimated by the Board of Directors in the absence of readily ascertainable fair values. We have reviewed the procedures used by the Board of Directors in arriving at its estimate of fair value of such securities and have inspected underlying documentation.

In our opinion, those procedures are reasonable, and the documentation is appropriate to determine the securities' estimated fair values. The estimated valuations, however, are not necessarily indicative of the amounts which may ultimately be realized as a result of future sales or other dispositions of securities, and these favorable or unfavorable differences could be material.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplemental schedule of changes in investments at cost and realized loss for the year ended December 31, 1999 is presented for the purpose of additional analysis and is not a required part of the basic financial statements. This schedule is the responsibility of the Corporation's management. Such schedule has been subjected to the auditing procedures applied in our audits of the basic financial statements and, in our opinion, is fairly stated in all material respects when considered in relation to the basic financial statements taken as a whole.
$\mathrm{s} /$ Deloitte \& Touche LLP
January 14, 2000
Buffalo, NY

Shareholder Information Years Ended December 31, 1999 and 1998

## Transfer Agent

For information on ownership, lost/missing shares or other information regarding Rand stock certificates please contact our transfer agent. If you need additional assistance please contact Rand Capital directly.

Continental Stock Transfer \& Trust Company
2 Broadway
New York, NY 10004
Phone: 212-509-4000
www.continentalstock.com

The Corporation had an estimated total of 823 shareholders, which included approximately 182 record holders of its common stock, and an estimated 641 shareholders with shares held under beneficial ownership in nominee name or within clearinghouse positions of brokerage firms or banks.

## Market Prices

The common stock of Rand Capital is traded on The NASDAQ SmallCap Market tier of The NASDAQ Stock Market under the symbol: RAND. The following high and low selling prices for the shares during each quarter of the last two years were taken from quotations provided to the Corporation by the National Association of Securities Dealers, Inc.

Stock Selling Price Data

| Quarter | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | ---- | Lo | Hig |  |
|  | High |  |  | Low |
| ------- | ---- | --- |  | --- |
| 1st | $13 / 16$ | 3/4 | $11 / 2$ | 7/8 |
| 2nd | $31 / 8$ | 7/8 | $13 / 8$ | $11 / 16$ |
| 3 rd | $15 / 16$ | 7/8 | $11 / 4$ | 13/16 |
| 4th | $23 / 8$ | 3/4 | $11 / 16$ | 3/4 |

Notice of Annual Meeting
The Annual Meeting of Shareholders of Rand Capital Corporation will be held on Thursday, April 13, 2000 at 10:00 am at the Rand Building, Room 502, 14 LaFayette Square, Buffalo, New York. All shareholders are encouraged to attend.

Directors
Reginald B. Newman II President, NOCO Energy Corp.
Buffalo, NY Chairman, Rand Capital Corp.
Allen F. Grum President, Rand Capital Corp.
Buffalo, NY
Luiz F. Kahl President, The Vector Group, LLC
Buffalo, NY
Erland E. Kailbourne Chief Executive Officer \& President,
Buffalo, NY John R. Oishei Foundation
Ross B. Kenzie Retired
Buffalo, NY
Willis S. McLeese Chairman, Colmac Holdings Ltd.
Toronto, Canada
Jayne K. Rand Vice President, M\&T Bank
Buffalo, NY
Officers
Allen F. Grum
President
Daniel P. Penberthy
Treasurer/Secretary

## Corporate Counsel

Hodgson, Russ, Andrews,Woods \& Goodyear
1800 One M\&T Plaza
Buffalo, NY 14203
www.hodgsonruss.com
Independent Accountants
Deloitte \& Touche LLP
KeyBank Tower

50 Fountain Plaza, Suite 250
Buffalo, NY 14202
www.us.deloitte.com

Rand Capital Corporation
2200 Rand Building Buffalo, New York 14203
Tel: 716-853-0802
Fax: 716-854-8480
www.randcap.com (spring 2000)
Shareholder Information: shareholders@randcap.com
Email: pgrum@randcap.com
dpenberthy@randcap.com

