

RAND CAPITAL CORPORATION

27TH ANNUAL REPORT

1995

Rand Capital Corporation is a registered closed-end management investment company, investing in the securities of small businesses, which offer unique opportunities for growth.

NET ASSET VALUE PER SHARE*

[A bar chart is presented]

| Measurement Period (Year Covered) | Net Asset Value |
|--------------------------------------|--------------------|
|--------------------------------------|--------------------|

| | |
|-------------------------|--------|
| Measurement Pt-12/31/86 | \$2.13 |
| YE 12/31/87 | \$2.07 |
| YE 12/31/88 | \$2.44 |
| YE 12/31/89 | \$2.53 |
| YE 12/31/90 | \$2.07 |
| YE 12/31/91 | \$2.12 |
| YE 12/31/92 | \$3.07 |
| YE 12/31/93 | \$3.07 |
| YE 12/31/94 | \$3.19 |
| YE 12/31/95 | \$2.21 |

* Adjusted for stock distributions.

March 31, 1996

TO OUR SHAREHOLDERS:

Our net asset value at December 31, 1995 was \$9,333,305, or \$2.21 per share, compared to \$13,351,926, or \$3.19 per share at December 31, 1994. Results of operations in 1995 showed a net loss of \$641,941 as compared to a net loss of \$424,417 in 1994 primarily due to increased personnel related expenses in 1995.

We reduced our valuations of Aria Wireless Systems and Bydatel in the fourth quarter of 1995 from \$5,575,000 and \$1,168,000, respectively, to \$198,000 and \$33,000, respectively. The valuation adjustment was based on an analysis of the capital requirements of Aria and the potential dilutive effects of any new capital. Although the company displays enormous potential, it lacks sufficient capital to execute its business plan and a suitable strategic partner. We continue to monitor the situation closely.

During 1995 we made the following new investments:

<TABLE>

<CAPTION>

| NAME OF COMPANY | TYPE OF BUSINESS | AMOUNT |
|------------------------------|--|-----------|
| American Tactile Corporation | ADA signs for visually impaired | \$100,000 |
| CAI Wireless Systems | Wireless cable television system operator | 237,547 |
| CableMaxx, Inc. | Wireless cable television system operator | 97,500 |
| Commercial Maintenance Org. | Maintenance service network | 80,000 |
| Jamestown Community Bank | Community bank | 500,000 |
| Reflection Technology, Inc. | Virtual display technology | 500,000 |
| TGT, Inc. | Biological alternatives to chemical pesticides | 56,000 |
| TransWorld Telecom, Inc. | Wireless cable television system operator | 131,498 |

</TABLE>

Also in 1995, we increased our investment in Comptek Research, Inc. via the purchase of 28,249 shares of common stock. Additionally, we purchased 2,856 shares of Ultra-Scan Corporation

(formerly Niagara Technology, Inc.) at a cost of \$99,984. We sold our investment in International Imaging Materials, Inc. for a pretax gain of \$411,846. When ACSE was acquired by CAI Wireless Systems, Inc. in 1995 for a combination of stock and cash, we realized a pretax gain of \$103,026.

The increase in value of Mobile Media Corporation is noteworthy. Mobile Media's 1995 stock split of 1.4 common shares for 1 resulted in 20,369 additional shares for our company, increasing our investment value from \$750,000 at December 31, 1994 to \$1,586,200 at December 31, 1995.

During the year we wrote off our investments in Rand Pharmaceutical (HK), Ltd. in the amount of \$165,000 and in Trade Winds Fan Co., Inc. of \$520,000 due to their insolvency.

While 1995 ended on a disappointing financial note, we did prepare for the future by attracting new management to replace Mr. Donald Ross, who retired on December 31, 1995. Mr. Ross, a founder and President of our company for the past 26 years, has agreed to continue to assist the company as a consultant. He was replaced by a team consisting of Allen F. Grum, who was elected President, and Nora B. Sullivan who will serve as Executive Vice President. Robin K. Penberthy was elected Secretary and Treasurer of our company.

We are optimistic about the long-term growth and capital appreciation of Rand's assets. In conjunction with the Board of Directors, management is conducting a strategic review of our company during the first quarter of 1996. While comprehensive in nature, it will focus on our company's cost structure, investment strategy and investment management policy in order to continue to ensure maximization of shareholder value.

Sincerely,

s/Thomas R. Beecher, Jr.
Chairman

s/Allen F. Grum
President

s/Nora B. Sullivan
Executive Vice President

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors and Stockholders
Rand Capital Corporation
Buffalo, New York

We have audited the accompanying statements of financial position, including the portfolio of investments, of Rand Capital Corporation as of December 31, 1995 and 1994, and the related statements of operations and changes in net assets for the years then ended, and the schedule of selected per share data and ratios for each of the five years in the period ended December 31, 1995. These financial statements and the schedule of 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 the schedule of 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 the schedule of 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 the schedule of selected per share data and ratios. Our procedures included examination of securities owned as of December 31, 1995

and 1994. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement and schedule presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements and the schedule of 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, 1995 and 1994, and the results of its operations and changes in its net assets for the years then ended and selected per share data and ratios for each of five years in the period ended December 31, 1995 in conformity with generally accepted accounting principles.

As explained in Note 1, the financial statements include securities valued at \$8,997,613 (96% of net assets), and \$13,698,913 (103% of net assets) at December 31, 1995 and 1994, whose values have been estimated by the Board of Directors in the absence of readily ascertainable market values. We have reviewed the procedures used by the Board of Directors in arriving at its estimate of value of such securities and have inspected underlying documentation, and, in the circumstances, we believe the procedures are reasonable and the documentation appropriate. However, because of the inherent uncertainty of valuation, those estimated values may differ significantly from the values that would have been used had a ready market for the securities existed, and the 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 for the year ended December 31, 1995, listed in the table of contents, is presented for the purpose of additional analysis and is not a required part of the basic financial statements. This supplemental schedule is the responsibility of the Corporation's management. Such information in the 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 in relation to the basic financial statements taken as a whole.

s/ Deloitte & Touche LLP
 Certified Public Accountants
 Buffalo, New York

February 9, 1996

<TABLE>
 <CAPTION>

| ASSETS | December 31, | |
|--|--------------|--------------|
| | 1995 | 1994 |
| | _____ | _____ |
| <S> | <C> | <C> |
| Investments at Directors' valuation (identified cost: 1995 - \$5,761,573; 1994 - \$4,550,713) (Note 1) | \$ 8,997,613 | \$13,698,913 |
| Temporary investments, at market value which approximates cost | 545,050 | 1,676,008 |
| Cash | 162,509 | 430,395 |
| Interest receivable (net of allowance in 1995 - \$20,400; 1994 - \$2,000) | 147,556 | 395,855 |
| Accounts receivable - other | 0 | 1,707 |
| Income taxes receivable (Note 2) | 4,187 | 0 |
| Other assets | 46,957 | 55,141 |
| | _____ | _____ |

| | | |
|--------------|--------------|--------------|
| TOTAL ASSETS | \$ 9,903,872 | \$16,258,019 |
|--------------|--------------|--------------|

LIABILITIES AND STOCKHOLDERS' EQUITY (NET ASSETS)

LIABILITIES:

| | | |
|---|------------|-----------|
| Accounts payable and accrued expenses (Notes 4 and 6) | \$ 226,808 | \$ 66,793 |
| Loans payable other | 0 | 50,000 |
| Deferred taxes (Note 2) | 343,759 | 2,789,300 |
| TOTAL LIABILITIES | 570,567 | 2,906,093 |

STOCKHOLDERS' EQUITY (NET ASSETS)

(Note 3)

| | | |
|--|-----------|------------|
| Common stock, \$.10 par - shares authorized 7,000,000; issued and outstanding, 1995 - 4,225,477 and 1994 - 4,185,477 | 422,548 | 334,833 |
| Capital in excess of par value | 4,810,369 | 4,729,364 |
| Undistributed net investment loss | (812,838) | (319,192) |
| Undistributed net realized gain on investments | 2,867,302 | 2,962,721 |
| Net unrealized appreciation of investments | 2,045,924 | 5,644,200 |
| Net assets (per share in 1995 - \$2.21; 1994 - \$3.19) | 9,333,305 | 13,351,926 |

| | | |
|--|--------------|--------------|
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$ 9,903,872 | \$16,258,019 |
|--|--------------|--------------|

See notes to financial statements

</TABLE>
<TABLE>
<CAPTION>

STATEMENTS OF OPERATIONS

December 31,

1995 1994

| | | |
|-----------------------------------|------------|------------|
| <S> | <C> | <C> |
| Investment Income (Note 5): | | |
| Interest from portfolio companies | \$ 225,042 | \$ 169,779 |
| Interest from other investments | 85,896 | 125,640 |
| Other income | 37,266 | 5,985 |
| | 348,204 | 301,404 |

Expenses:

| | | |
|-------------------------|---------|---------|
| Salaries | 469,985 | 322,661 |
| Employee benefits | 166,412 | 117,298 |
| Directors' fees | 17,750 | 17,250 |
| Legal fees | 82,612 | 70,827 |
| Auditing and accounting | 14,715 | 19,473 |
| Consulting fees | 3,447 | 3,897 |

| | | |
|--|-----------------------------|--------------------------|
| Stockholders and office expense | 31,808 | 30,881 |
| Occupancy expenses | 20,560 | 18,900 |
| Insurance | 35,942 | 28,356 |
| Travel | 27,140 | 20,228 |
| Other operating expenses | 119,324 | 35,725 |
| Interest expense | 0 | 40,325 |
| | <u>989,695</u> | <u>725,821</u> |
| Investment (loss) before income taxes | (641,491) | (424,417) |
| Income taxes (Note 2) | 14,100 | 18,000 |
| Deferred income tax (benefit) (Note 2) | (245,660) | (167,500) |
| Investment (loss) - net | <u>(409,931)</u> | <u>(274,917)</u> |
| Realized and unrealized gain (loss) on investments: | | |
| Realized loss from investments: | | |
| Cost of sales and dispositions | (65,416) | (742,399) |
| Realized loss before income taxes | (65,416) | (742,399) |
| Deferred income tax provision (benefit) | 30,003 | (313,800) |
| Net realized loss | <u>(95,419)</u> | <u>(428,599)</u> |
| Unrealized appreciation: | | |
| Beginning of year | 9,064,200 | 7,170,880 |
| End of year | 3,236,040 | 9,064,200 |
| (Decrease) increase in unrealized appreciation before income taxes | (5,828,160) | 1,893,320 |
| (Benefit) provision for deferred income taxes (Note 2) | (2,229,884) | 732,600 |
| Net (decrease) increase in unrealized appreciation | <u>(3,598,276)</u> | <u>1,160,720</u> |
| Net realized and unrealized (loss) gain on investments | <u>(3,693,695)</u> | <u>732,121</u> |
| Net (decrease) increase in net assets from operations | <u><u>\$(4,103,626)</u></u> | <u><u>\$ 457,204</u></u> |

See notes to financial statements

</TABLE>

<TABLE>

<CAPTION>

STATEMENTS OF CHANGES IN NET ASSETS

| | December 31, | |
|--|--------------|--------------|
| | 1995 | 1994 |
| | — | — |
| <S> | <C> | <C> |
| Net assets at beginning of period (includes undistributed net investment (loss) income of \$(319,192) in 1994 and \$22,699 in 1993) | \$13,351,926 | \$10,320,448 |
| Operations: | | |
| Net investment loss | (409,931) | (274,917) |
| Net realized loss on investments | (95,419) | (428,599) |
| Net (decrease) increase in unrealized appreciation of investments | (3,598,276) | 1,160,720 |
| | — | — |
| Net (decrease) increase in net assets from operations | (4,103,626) | 457,204 |
| | — | — |
| Net proceeds of private offering, 40,000 shares in 1995 and 530,000 shares in 1994 | 85,005 | 2,574,274 |
| | — | — |
| Net assets at end of period (includes undistributed net investment loss of \$812,838 in 1995 and \$319,192 in 1994) | \$ 9,333,305 | \$13,351,926 |

See notes to financial statements

</TABLE>
<TABLE>
<CAPTION>

SCHEDULE OF SELECTED PER SHARE DATA AND RATIOS
Five Years Ended December 31, 1995

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

| | Year Ended December 31, | | | | |
|---|-------------------------|---------|---------|---------|---------|
| | 1995 | 1994** | 1993** | 1992** | 1991** |
| | — | — | — | — | — |
| <S> | <C> | <C> | <C> | <C> | <C> |
| Investment income | \$ 0.09 | \$ 0.07 | \$ 0.13 | \$ 0.17 | \$ 0.22 |
| Expenses | 0.23 | 0.17 | 0.18 | 0.18 | 0.20 |
| Investment (loss) income before income taxes | (0.14) | (0.10) | (0.05) | (0.01) | 0.02 |
| Provision for income taxes (benefit) | (0.05) | (0.03) | (0.01) | 0.00 | 0.00 |
| Net investment (loss) income | (0.09) | (0.07) | (0.04) | (0.01) | 0.02 |
| Net realized and unrealized gain (loss) on investments (net of taxes) | (0.89) | 0.18 | (0.02) | 0.96 | 0.04 |
| | — | — | — | — | — |
| Increase (decrease) in net asset value | | | | | |

| | | | | | |
|---|-----------|-----------|-----------|-----------|-----------|
| before cumulative effect of change in method of accounting | (0.98) | 0.11 | (0.06) | 0.95 | 0.06 |
| Cumulative effect of change in method of accounting for income taxes (Note 2) | 0.00 | 0.00 | 0.06 | 0.00 | 0.00 |
| Increase (decrease) in net asset value | (0.98) | 0.11 | 0.00 | 0.95 | 0.06 |
| Net asset value - beginning | 3.19 | 3.07 | 3.07 | 2.12 | 2.06 |
| Net proceeds of private placement | 0.00 | 0.01 | 0.00 | 0.00 | 0.00 |
| Net asset value - ending | \$ 2.21 | \$ 3.19 | \$ 3.07 | \$ 3.07 | \$ 2.12 |
| Ratio of expenses to average net assets | 8.73% | 6.13% | 5.86% | 6.66% | 9.34% |
| Ratio of net investment (loss) income to average net assets | (3.48)% | (2.32)% | (1.11)% | (0.38)% | 0.92% |
| Number of shares outstanding at end of period | 4,225,477 | 4,185,477 | 3,357,352 | 3,357,352 | 3,357,352 |

** Per share data presented has been restated from prior years to reflect the 25% stock distributions of the Corporation occurring in 1995, 1994 and 1993.

See notes to financial statements.

</TABLE>

<TABLE>

<CAPTION>

RAND CAPITAL CORPORATION
Portfolio of Investments - December 31, 1995 and 1994

December 31, 1995 December 31, 1994

| Company | Type of Investment | Year | | First Acquired | Percent Equity (a) (b) | Directors' Cost | | Directors' Valuation | |
|---|--|------|------|----------------|------------------------|-----------------|-----------|----------------------|-------------|
| | | 1995 | 1994 | | | 1995 | 1994 | 1995 | 1994 |
| ARIA Wireless Systems, Inc., NY. (Formerly Bison Data Corp.) Manufactures and markets radio transmission communication equipment. | Common stock - 23,000 shares | 1991 | 18.0 | | | \$400,000 | \$198,000 | \$400,000 | \$5,750,000 |
| American Tactile Corp., NY. Develops equipment and systems to | Debenture at 8% due June 23, 2000 convertible to | 1995 | - | | | 100,000 | 100,000 | 0 | 0 |

produce ADA signs preferred
for the visually shares to 12.5%
impaired. equity

Auto Radiator Common stock - 1991 10.0 125,000 250,000 125,000 250,000
Sales, Inc., NY. 25 shares
Manufactures and Debenture at 14 375,000 750,000 375,000 750,000
distributes 2/3% due August
replacement 31, 2000,
automobile convertible at
products. \$5,000 per
share

Bydatel Corp., NY Common stock - 1989 20.3 350,000 33,000 350,000 350,000
Licensor of 219,262 shares
telecommunication Demand loans at
technology. 6% 170,000 0 170,000 170,000
Warrants to
purchase
Shares equal to 0 0 0 648,000
15.25% equity,
expiring 1998

CAI Wireless Sys., Common stock - 1995 0.31 237,547 467,447 0 0
Inc., NY 48,570 shares
Wireless cable
television systems
operator.

CableMaxx, Inc., Common stock - 1995 0.16 97,500 114,400 0 0
TX 15,000 shares
Wireless cable
television systems
operator.

Chem Pub LP, NY Limited 1988 6.5 5,535 183,775 38,267 204,267
Limited partnership
partnership interest
invested in
"Chemical Week"
magazine.

Commercial Common stock - 1995 20.0 80,000 80,000 0 0
Maintenance 160 shares
Organization, FL
Maintenance
service network
for retailers,
restaurants and
vendors.

Comptek Research, Term loan at 1994 - 154,017 154,017 164,285 164,285
Inc., NY prime less 1%,
Develops due June 13,
electronic systems 1998
for military and Common stock - 1995 0.63 500,007 238,307 0 0
nonmilitary 28,249 shares
applications.

Corel Systems, Convertible 1994 1.3 200,000 200,000 200,000 200,000
Inc., CO. preferred stock
Develops fraud - 200,000
prevention shares
software for the
wireless industry.

J. Giardino, NY First mortgage 1988 - 228,516 228,516 238,501 238,501
Owns and leases at 10%
commercial
property.

International Common stock - 1991 - 0 0 305,000 991,300
Imaging Materials, 30,500 shares

| | | | | | | | | |
|--|---|------|------|---------|-----------|---------|---------|---------|
| Inc., NY Manufactures and sells thermal transfer ribbons. | | | | | | | | |
| Jamestown Savings Bank, NY Community Savings Bank | Common stock - 50,000 shares | 1995 | 15.0 | 500,000 | 500,000 | 0 | 0 | |
| Mobile Media Corp, NY (Merger of Local Area Telecom, Inc.) Provider of paging and other wireless data services. | Common stock - 50,923 shares Split - 1.4 to 1 - 20,369 shares | 1990 | 0.4 | 61,428 | 1,586,200 | 86,000 | 750,000 | |
| Phoenix Data Communications Corp., Rt. Develops computer networking and multi-protocol software. | Convertible preferred stock - 4,000 shares | 1994 | 1.1 | 100,000 | 100,000 | 100,000 | 100,000 | |
| Rand Pharmaceuticals (HK) Ltd., Hong Kong Distributes over- the-counter drug products to developing countries. | Common stock - 500 shares Term loan at 10%, due November 19, 1998 | 1993 | - | 0 | 0 | 15,000 | 15,000 | 150,000 |
| Reflection Technology, Inc. MA Develops and licenses propriety virtual display technology. | Convertible preferred stock - 161,290 shares | 1995 | 2.38 | 500,000 | 500,000 | 0 | 0 | |
| TGT, Inc. NY Develops and manufactures biological alternatives to chemical pesticides. | Convertible preferred stock - 32,000 shares | 1995 | 0.56 | 56,000 | 56,000 | 0 | 0 | |
| TelSoft Mobile Data, Inc. Canada Develops mobile data software. | Convertible debenture at 7.5%, due December 15, 1996 Warrants to purchase: 184,000 shares at \$2.25 (Canadian) each, expiring 1995 | 1994 | 3.4 | 100,000 | 197,800 | 100,000 | 100,000 | |
| Three Sixty Corp. NJ Acquires and manages cable television properties. | Common stock - 300 shares Debenture at 8%, convertible at \$1,333 per share Debenture at | 1987 | 7.0 | 399,900 | 600,000 | 399,900 | 600,000 | 136,700 |
| | | | | 451,306 | 451,306 | 500,000 | 500,000 | |

15%,
convertible at
\$4,700 per
share

| | | | | | | | |
|--|---|--------------------|--------------------|--------------------|---------------------|---|---|
| Trade Winds Fan Co., Inc., NY Manufactures and sells ceiling fan products and systems. | Common stock - 1992 - 179,969 shares Term loan at 8.5%, due July 31, 2000 Demand loan at 10% | 0 | 0 | 133,333 | 0 | 0 | 0 |
| TransWorld Telecom, Inc., UT Wireless cable television system operator. | Common stock - 1995 0.46 132,826 shares | 131,498 | 136,998 | 0 | 0 | 0 | 0 |
| Ultra-Scan Corp., NY (formerly Niagara Technology, Inc.) Ultrasonic fingerprint scanning technology. | Common stock - 1992 15.7 47,583 shares Term Loan at 9% due June 30, 1995 | 276,986 | 1,665,386 | 152,000 | 1,472,500 | 0 | 0 |
| Other investments | | 61 | 6,461 | 60 | 60 | | |
| Total Investments | | \$5,761,573 | \$8,997,613 | \$4,550,713 | \$13,698,913 | | |

Notes to Consolidated Portfolio of Investments

- (a) The Year First Acquired column indicates the year in which Rand Capital Corporation acquired their first investment in the company or a predecessor company. Cost represents the Federal income tax basis of the security.
- (b) The equity percentages express the percent of outstanding voting securities held by the Company or the potential percentage of voting securities that could be held by the Company upon exercise of its warrants or conversion of debentures. Warrants issuable to others were included in determining the percentages.

See notes to financial statements.

</TABLE>

NOTES TO FINANCIAL STATEMENTS YEARS ENDED DECEMBER 31, 1995 AND 1994

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The Corporation operates as a closed-end management investment company registered under the Investment Company Act of 1940. The Corporation's former wholly owned subsidiary, Rand SBIC, Inc., which was licensed in accordance with the provisions of the Small Business Investment Act of 1958 was merged with Rand Capital Corporation effective September 30, 1994.

The Corporation reports investments to portfolio companies on the value method of accounting and, accordingly, does not consolidate or recognize income or loss by use of the equity method of accounting for any investments. Under the value method, investments are carried in the statement of financial position at their fair value determined in good faith by the Board of Directors. Such valuations recognize changes in value as unrealized appreciation or depreciation from original cost.

Substantially all of the Corporation's investments are restricted securities and may be subject to various restrictions on their disposition consistent with the Securities Act of 1933. This factor is taken into account by the Directors in valuing the Corporation's portfolio. The Directors also give consideration

to the operating results, financial position, 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 impact on the value of a portfolio company.

Securities of a class which are publicly traded, but which the Corporation believes are not readily marketable, are valued at a price discounted from that of the public market.

Substantially all of the debt securities in the Corporation's portfolio are subordinated, in varying degrees, to other indebtedness of the investee. Prevailing interest rates were considered in valuing these securities.

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 costs of securities that have, in the Directors' judgment, become worthless are written off and reported as realized losses.

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.

Nonmonetary transactions are recorded on the basis of the fair value of the assets transferred.

Certain reclassifications have been made to prior years for comparative purposes.

Net assets per share are based on the number of shares of common stock outstanding during the respective year. The prior years have been restated to show the effects of a twenty-five percent stock distribution that occurred during 1995, 1994 and 1993 and a private offering which occurred during 1995 and 1994.

2. INCOME TAXES

The Corporation does not presently qualify as a regulated investment company for income tax purposes.

Deferred income taxes of \$1,196,000 and \$3,416,000 at December 31, 1995 and 1994, respectively, relate to net unrealized appreciation of investments. Such appreciation is not included in taxable income until realized.

Included in deferred taxes on the accompanying statements of financial position is approximately \$85,000 and \$88,300 at December 31, 1995 and 1994, 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.

The Corporation accounts for income taxes in accordance with FASB Statement No. 109, Accounting for Income Taxes. A requirement of FASB Statement No. 109 is that 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.

Income Taxes:

The net deferred tax liability presented in the balance sheet includes the following:

1995

1994

| | | |
|----------------------------|--------------|--------------|
| Deferred tax liability | \$ 1,280,976 | \$ 3,514,600 |
| Deferred tax asset | 937,217 | 725,300 |
| Net deferred tax liability | \$ 343,759 | \$ 2,789,300 |

The tax effect of the major temporary difference and carryforwards that give rise to the Corporation's net deferred tax liability are as follows:

| | 1995 | 1994 |
|----------------------------------|------------|--------------|
| Operations | \$ (3,700) | \$ 9,581 |
| Investments | 1,280,976 | 3,505,059 |
| Net Operating loss carryforwards | (478,490) | (240,310) |
| Capital loss carryforwards | (455,027) | (485,030) |
| Net deferred tax liability | \$ 343,759 | \$ 2,789,300 |

Income tax expense (benefit) is reported in the statements of operations:

| | 1995 | 1994 |
|----------------------------------|--------|--------|
| Tax currently payable on income: | | |
| State | 14,100 | 18,000 |
| | 14,100 | 18,000 |

Deferred:

Tax (benefit) provision on change in unrealized appreciation:

| | | |
|---------|----------------|------------|
| Federal | (2,084,137) | 234,900 |
| State | (361,404) | 16,400 |
| | (2,445,541) | 251,300 |
| Total | \$ (2,431,441) | \$ 269,300 |

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

| | 1995 | 1994 |
|---|--------------|------------|
| Net investment gain and realized gain before income taxes | \$ 6,535,067 | \$ 726,504 |

| | | |
|---|----------------|------------|
| Expected tax (benefit) expense at statutory rate of 34% | \$ (2,239,193) | \$ 247,000 |
| State, net of federal effect | (592,727) | 50,000 |
| Other | 400,479 | (27,700) |
| Total | \$ (2,431,441) | \$ 269,300 |

At December 31, 1995, the Corporation had a Federal and a State net operating loss carryforward of approximately \$1,185,000 and \$590,000, respectively, which expires commencing in 2007.

3. STOCKHOLDERS' EQUITY

On June 16, 1995 and June 16, 1994, the Corporation issued

837,150 and 669,738 shares of common stock, respectively, to shareholders of record as of May 26, 1995 and May 27, 1994, respectively, in conjunction with a 25% stock distribution declared by the Board of Directors. On October 19, 1995, the Corporation completed the sale of 40,000 shares of authorized and unissued common stock of the Corporation at \$3.32 per share. Per share amounts reported in the financial statements and in the schedule of selected per share data and ratios have been restated to reflect the stock distributions. An amount equal to par value was charged to undistributed net investment income and credited to common stock.

At December 31, 1995 and 1994 there were 500,000 shares of \$10 par value preferred stock authorized and unissued.

Summary of changes in capital accounts:

<TABLE>

<CAPTION>

| | Undistributed Net Investment Income | Undistributed Realized Gain on Investments | Net Unrealized Appreciation on Investments |
|---|---|--|--|
| <S> | <C> | <C> | <C> |
| Balance December 31, 1993 | \$ 22,699 | \$ 3,391,320 | \$ 4,483,480 |
| Net (decrease) increase in net assets from operations | (274,917) | (428,599) | 1,160,720 |
| Stock Distribution | (66,974) | 0 | 0 |
| Balance December 31, 1994 | (319,192) | 2,962,721 | 5,644,200 |
| Net decrease in net assets from operations | (409,931) | (95,419) | (3,598,276) |
| Stock distribution | (83,715) | 0 | 0 |
| Balance December 31, 1995 | \$ (812,838) | \$ 2,867,302 | \$ 2,045,924 |

-----Common Stock-----

| | Shares | Capital in Amount | Excess of Par |
|-----------------------------------|---------------|----------------------|------------------|
| Balance, December 31, 1993 (1) | 2,148,589 (1) | \$ 214,859 (1) | \$ 2,208,090 (1) |
| Private Offering (1) | 530,000 (1) | 53,000 (1) | 2,521,274 (1) |
| Stock distribution (1) | 669,738 (1) | 66,974 (1) | 0 |
| Balance, December 31, 1994 (1) | 3,348,327 (1) | 334,833 (1) | 4,729,364 (1) |
| Stock distribution | 837,150 | 83,715 | 0 |
| Private Offering | 40,000 | 4,000 | 81,005 |
| Balance, December 31, 1995 | 4,225,477 | \$ 422,548 | \$ 4,810,369 |

</TABLE>

(1) As previously reported, pre-1995 stock distribution.

4. COMMITMENTS AND CONTINGENCIES

The Corporation has entered into an agreement with a former officer of the Corporation which, among other things, stipulates the following:

- a) From the date of retirement until the earlier of December 31, 1999 or death, the Corporation will employ this former officer as a consultant at an annual fee of \$10,000. This contract is subject to renewal.
- b) This former officer will continue to be compensated

under terms of a deferred compensation agreement. Payments under this agreement are expected to be paid out over the period of January 1, 1996 through September 31, 1999. The amounts under this agreement have been accrued as of December 31, 1995 due to all terms of the contract being satisfied by this fiscal year end.

- c) The Company offers health and dental benefits to this former officer and his family under terms of the deferred compensation agreement. These benefits are accounted for under Statement of Financial Accounting Standard No. 106, "Employers Accounting for Postretirement Benefits Other Than Pensions (FASB 106)", requiring the accrual method of accounting for these benefits.

5. TRANSACTIONS WITH AFFILIATES

Income from affiliates of the Corporation as of December 31 was as follows:

| | 1995 | 1994 |
|-----------------|-------------------|-------------------|
| Interest Income | \$ 85,896 | \$ 125,640 |
| Other | 32,014 | 3,493 |
| Total | <u>\$ 117,910</u> | <u>\$ 129,133</u> |

6. PENSION EXPENSE

The Corporation maintains contributory and noncontributory retirement plans for all employees meeting specified age and service requirements. Benefits are determined based on compensation history. The Corporation's policy is to accrue and fund the cost for the year. For the years ended December 31, 1995 and 1994, total retirement plan expense amounted to \$81,131 and \$83,646, respectively.

Net pension expense for the defined benefit retirement plan consisted of the following:

| | 1995 | 1994 |
|-------------------------------|------------------|------------------|
| Service cost | \$ 17,625 | \$ 32,815 |
| Interest cost | 34,335 | 31,331 |
| Actual return on assets | (34,977) | (33,133) |
| Net amortization and deferral | 4,415 | 7,606 |
| Net pension expense | <u>\$ 21,398</u> | <u>\$ 38,619</u> |

Actual contribution to this plan amounted to \$78,718 and \$62,214 in 1995 and 1994, respectively. The following table sets forth the Plan's funded status at December 31:

<TABLE>
<CAPTION>

| | 1995 | 1994 |
|---------------------------|------------|------------|
| Fair value of plan assets | \$ 496,340 | \$ 493,294 |

Actuarial present value of benefit obligations:

| | | |
|---------------------|-----------|-----------|
| Vested benefits | (498,671) | (504,156) |
| Non-vested benefits | 0 | 0 |

| | | |
|--|------------|-------------|
| Accumulated benefit obligations | (498,671) | (504,156) |
| Effect of projected future salary increases | (11,321) | (7,574) |
| Projected benefit obligations | (509,992) | (511,730) |
| Funded status | (13,652) | (18,436) |
| Unrecognized transition amount | 56,765 | 61,925 |
| Unrecognized gain | 84,412 | 26,716 |
| Adjustment required to recognize minimum liability | (129,856) | (81,067) |
| Pension liability | \$ (2,331) | \$ (10,862) |

</TABLE>

The projected benefit obligation for both 1995 was determined using an assumed discount rate of 7.0% and an assigned rate of compensation increase of 3%. The assumed long-term rate of return on plan assets was 7% for both years.

Management of the Corporation anticipates a former officer will receive a lump sum payment from the pension fund during 1996. This payout will approximate \$478,000.

CHANGES IN INVESTMENTS AT COST AND REALIZED LOSS Year Ended December 31, 1995

<TABLE>
<CAPTION>

| | Cost Increase (Decrease) | Realized Gain (Loss) |
|---------------------------------------|--------------------------------|-------------------------|
| <S> | <C> | <C> |
| Additional investments: | | |
| ASCE | \$ 237,546 | \$ 0 |
| American Tactile Corp. | 100,000 | 0 |
| CAI Wireless Systems, Inc. | 237,547 | 0 |
| CableMaxx, Inc. | 97,500 | 0 |
| Comptek Research, Inc. | 500,007 | 0 |
| Commercial Maintenance Organization | 80,000 | 0 |
| Jamestown Savings Bank | 500,000 | 0 |
| Reflection Technology, Inc. | 500,000 | 0 |
| TGT, Inc. | 56,000 | 0 |
| TransWorld Telecom, Inc. | 141,398 | 0 |
| Ultra-Scan Corporation | 99,986 | 0 |
| Total | 2,549,984 | 0 |
| Investments sold: | | |
| ASCE | (237,546) | 103,026 |
| International Imaging Materials, Inc. | (305,000) | 411,846 |
| TransWorld Telecom, Inc. | (9,900) | 6,214 |
| Total | (552,446) | 521,086 |
| Investments written off: | | |
| Rand Pharmaceuticals (HK), Ltd. | (165,000) | (189,041) |
| Trade Winds Fan Co., Inc. | (520,000) | (524,244) |
| Total | (685,000) | (713,285) |
| Other changes: | | |
| Repayment of loans: | | |
| J. Giardino | (9,984) | 0 |
| Three Sixty Corporation | (48,694) | 0 |
| Other: | | |
| Chem Pub L.P. | (32,732) | 126,783 |

Comptek Research, Inc. (10,268) 0

Total (101,678) 126,783

Net change in investments at cost and realized loss \$ 1,210,860 \$ (65,416)

</TABLE>

STOCK BID PRICE DATA*

| | 1995 | | 1994 | |
|-------------|-------|-------|-------|-------|
| | High | Low | High | Low |
| 1st Quarter | 4 1/4 | 3 1/2 | 5 5/8 | 4 3/8 |
| 2nd Quarter | 5 3/8 | 4 1/2 | 6 5/8 | 4 3/4 |
| 3rd Quarter | 7 | 5 1/4 | 4 3/4 | 4 1/2 |
| 4th Quarter | 6 1/2 | 3 | 4 1/2 | 3 3/4 |

* Stock bid price data has been adjusted for stock distribution

HOW TO APPLY FOR FUNDS

To help applicants for investment funds, we are pleased to reprint in full the eligible subjects we would prefer to be included in investment applications. Please send this information to us so that we may study it before arranging a personal meeting to discuss the investment:

1. Brief history of company, nature of business or service and main products; Standard Industrial Classification (SIC) number of the industry; number of employees.
2. Biographical sketches of all executives, key personnel, directors and major stockholders; signed personal statement of net worth for each principal.
3. Personal, business and technical references.
4. Financial statements for the past five years, preferably audited.
5. Amount requested, and proposed use of funds; growth projections, if available.
6. Names of principal suppliers and customers.
7. Brief analysis of the market and industry, method of distribution, and competition.
8. Samples of promotional or descriptive literature on products or services offered.

BOARD OF DIRECTORS

* Thomas R. Beecher, Jr. Chairman of the Board,
Attorney-at-law, Buffalo, N.Y.

*c Robert P. Fine Attorney-at-law, Hurwitz &
Fine, P.C., Buffalo, N.Y.

acp Emma K. Harrod, M.D. Physician, Buffalo, N.Y.

a Willis S. McLeese Chairman, Colmac Holdings,
Ltd., Toronto, Canada

*a Reginald B. Newman II President, NOCO Energy Corp.,
Tonawanda, N.Y.

*cp Jayne K. Rand Vice President, M&T Bank,
Buffalo, N.Y.

*p Donald A. Ross Consultant

OFFICERS

Allen ("Pete") F. Grum President, Chief Executive Officer

Nora B. Sullivan Executive Vice President

Robin K. Penberthy Secretary and Treasurer

* Member of Executive Committee

a Member of Audit Committee

c Member of Compensation Committee

p Member of Pension Committee

CORPORATE DATA

General Counsel Hodgson, Russ, Andrews, Woods &
Goodyear, LLP

Independent Accountants Deloitte & Touche LLP

Transfer Agent & Registrar Continental Stock Transfer & Trust
Company

Stock Listing Over the Counter NASDAQ symbol RAND