# UNITED STATES SECURITIES AND EXCHANGE COMMISSION 

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Washington, D. C. 20549
``` FORM 10-QQUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934

For nine months ended May 31, 1996.
OR
TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from \(\qquad\) to

Commission file number 0-261.
ALICO, INC.
(Exact name of registrant as specified in its charter)

\section*{Florida}
(State or other jurisdiction of incorporation of organization)
P. O. Box 338, La Belle, FL
(Address of principal executive offices)

59-0906081
(I.R.S. Employer Identification No.)

33975 (Zip Code)

Registrant's telephone number, including area code 941/675-2966

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.
Yes X No

There were \(7,027,827\) shares of common stock, par value \(\$ 1.00\) per share, outstanding at July 12, 1996.
<TABLE>
<CAPTION>

PART I. FINANCIAL INFORMATION
Item 1. Financial Statements
ALICO, INC. AND SUBSIDIARY
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS (See Accountants' Review Report)
(Unaudited)

Three Months Ended May 31, 19961995
\begin{tabular}{rr} 
<C \(\rangle\) & \(\langle\mathrm{C}\rangle\) \\
\(\$ 8,721,183\) & \(\$ 6,104,297\) \\
354,709 & 847,565 \\
\(1,533,122\) & \(1,209,980\) \\
228,429 & 222,144 \\
184,416 & 329,898 \\
58,660 & 39,040 \\
90,637 & 60,905 \\
233,763 & 238,342 \\
35,177 & 12,529 \\
\hline & \\
\hline \(11,440,096\) & \(9,064,700\) \\
\hline
\end{tabular}
\begin{tabular}{rr}
\(5,089,841\) \\
- & \(4,633,091\) \\
\(3,198,471\) & 485,693 \\
110,792 & 975,349 \\
486,524 & 429,156 \\
474,034 & 513,6947 \\
\(9,359,662\) & \(7,143,360\) \\
\hline \(2,080,434\) & \(1,921,340\) \\
857,410 & 694,279
\end{tabular}
(Unaudited)
Nine Months Ended May 31, 1996 1995
\begin{tabular}{rr} 
<C \(\rangle\) & <C \(>\) \\
\(\$ 20,024,525\) & \(\$ 16,354,582\) \\
\(5,763,342\) & \(5,870,393\) \\
\(3,263,385\) & \(2,150,968\) \\
676,065 & 712,832 \\
367,909 & 500,659 \\
136,080 & 92,982 \\
187,538 & 97,129 \\
845,042 & 758,720 \\
120,973 & 58,912 \\
\(31,384,859\) & \(26,597,177\) \\
\hline
\end{tabular}
\begin{tabular}{|c|c|}
\hline 14,095,803 & 12,927,855 \\
\hline 4,198,186 & 4,238,053 \\
\hline 4,871,301 & 1,614,161 \\
\hline 369,646 & 357,587 \\
\hline 796,228 & 943,299 \\
\hline 1,828,948 & 1,572,282 \\
\hline 26,160,112 & 21,653,237 \\
\hline 5,224,747 & 4,943,940 \\
\hline 1,954,363 & 1,755,440 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|}
\hline Net income & 1,223,024 & 1,227,061 & 3,270,384 & 3,188,500 \\
\hline Retained earnings beginning of period Dividends paid & \[
67,701,311
\] & \[
61,133,759
\] & \[
\begin{aligned}
& 68,113,690 \\
& (2,459,739)
\end{aligned}
\] & \[
\begin{aligned}
& 60,929,277 \\
& (1,756,957)
\end{aligned}
\] \\
\hline Retained earnings end of period & \$68,924,335 & \$62,360,820 & \$68, 924,335 & \$62,360,820 \\
\hline Weighted average number of shares outstanding & 7,027,827 & 7,027,827 & 7,027,827 & 7,027,827 \\
\hline \multicolumn{5}{|l|}{Per share amounts:} \\
\hline Net income & \$ . 17 & \$ . 17 & \$ . 47 & \$ . 45 \\
\hline Dividends & \$ - & \$ - & . 35 & \$ . 25 \\
\hline \multicolumn{5}{|l|}{<FN>} \\
\hline \multicolumn{5}{|l|}{See accompanying notes to condensed consolidated financial statements. </TABLE>} \\
\hline \multicolumn{5}{|l|}{<TABLE>} \\
\hline ALICO, INC. AND SUBS CONDENSED CONSOLIDATED BA (See Accountants' Revie & \begin{tabular}{l}
ARY \\
NCE SHEETS Report)
\end{tabular} & & FORM 10-Q & \\
\hline
\end{tabular}
(Unaudited)
May 31, 1996
August 31, 1995
<S>

\section*{ASSETS}

Current assets:
Cash and cash investments
Marketable securities
Accounts and mortgage notes receivable Inventories
Prepaid expenses
Interest receivable

Total current assets

Mortgage notes receivable, non-current
Land held for development and sale
Investments
7,673,331
914,615
96,020,445
\((27,009,020)\)
<C>
\begin{tabular}{r} 
\$ \\
913,715 \\
\(10,244,884\) \\
\(12,105,038\) \\
\(9,951,200\) \\
185,412 \\
277,641 \\
\hline \(33,677,890\)
\end{tabular}
\$ \(1,148,733\)
9,410,936
7,854,254
13, 057, 136
101,461
163,342
\(31,735,862\)
2,229,528
7,322,740
925, 785
42,983
91, 703, 367
\((24,953,086)\)
property, buildings and equipmen
Less: Accumulated depreciation
\$113,551,394
\$109,007,179

CONDENSED CONSOLIDATED BALANCE SHEETS (See Accountants' Review Report) (Continued)
<S> LIABILITIES

Current liabilities:
Accounts payable
Due to profit sharing plan
Accrued ad valorem taxes
Accrued donation (See Note 6)
Accrued expenses
(Unaudited)
May 31, 1996
\begin{tabular}{l}
\multicolumn{2}{c}{ (Audited) } \\
August 31, 1995 \\
\hline <C> \\
\$ \(\quad\)\begin{tabular}{l}
949,397 \\
217,968 \\
\(1,076,241\) \\
\(1,638,038\) \\
136,597
\end{tabular}
\end{tabular}
\begin{tabular}{rr}
346,457 \\
\(1,930,045\) \\
\(6,016,356\) \\
\(19,600,000\) & \begin{tabular}{r}
254,393 \\
\(1,383,820\)
\end{tabular} \\
\(11,366,835\) \\
248,655 & \(16,055,000\) \\
\(11,674,524\) \\
\(37,231,846\) & 314,945 \\
\hline
\end{tabular}
Note payable to bank

\begin{tabular}{|c|c|c|}
\hline Deferred income taxes & 11,366,835 & 11,674,524 \\
\hline Deferred retirement benefits & 248,655 & 214,945 \\
\hline Total liabilities & 37,231,846 & 33,600,923 \\
\hline STOCKHOLDERS' EQUITY & & \\
\hline Common stock & \$ 7,027,827 & \$ 7,027,827 \\
\hline Unrealized gains on marketable securities & 367,386 & 264,739 \\
\hline Retained earnings & 68,924,335 & 68,113,690 \\
\hline Total stockholders' equity & 76,319,548 & 75,406,256 \\
\hline Total liabilities and stockholders' equity & \$113,551,394 & \$109,007,179 \\
\hline
\end{tabular}
<FN>
See accompanying notes to condensed consolidated financial statements.
</TABLE>

</TABLE>
ALICO, INC. AND SUBSIDIARY
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (See Accountants' Review Report)
1. Basis of financial statement presentation

The accompanying condensed consolidated financial statements include the accounts of Alico, Inc. (the Company) and its wholly owned subsidiary, Saddlebag Lake Resorts, Inc., after elimination of all significant intercompany balances and transactions.

The accompanying unaudited condensed consolidated financial statements have been prepared on a basis consistent with the accounting principles and policies reflected in the Company's annual report for the year ended August 31, 1995. In the opinion of Management, the accompanying unaudited condensed consolidated financial statements contain all adjustments (consisting of normal recurring accruals) necessary for a fair presentation of its consolidated financial position at May 31, 1996 and the consolidated results of operations for the three and nine months ended May 31, ended May 31, 1996 and May 31, 1995 and cash flows for the nine months. then ended.

The basic business of the company is agriculture which is of a seasonal nature and subject to the influence of natural phenomena and wide price fluctuations. Fluctuation in the market prices for citrus fruit has caused the Company to recognize additional revenue from the prior year's crop totaling \(\$ 1,087,921\) in 1996 and \(\$ 1,770,146\) in 1995. The results of operations for the stated periods are not necessarily indicative of results to be expected for the full year.
2. Recognition of revenue for real estate sales

Mortgage notes receivable are recorded under the accrual method of accounting. Under this method, a sale is not recognized until payment is received, including interest, aggregating 10\% of the contract sales price for residential properties and \(20 \%\) for commercial properties.
3. Inventories:

A summary of the Company's inventories (in thousands) is shown below:
\begin{tabular}{|c|c|c|c|}
\hline & & \[
\begin{gathered}
\text { May 31, } \\
1996
\end{gathered}
\] & \[
\begin{gathered}
\text { August 31, } \\
1995
\end{gathered}
\] \\
\hline Unharvested fruit crop on trees & \$ & 5,098 & \$ 6,027 \\
\hline Unharvested sugarcane & & 1,368 & 2,138 \\
\hline Beef cattle & & 3,457 & 4,429 \\
\hline Sod & & 28 & 463 \\
\hline Total inventories & \$ & 9,951 & \$13,057 \\
\hline
\end{tabular}
<TABLE>
<CAPTION>
4. Income taxes:

The provision for income taxes for the quarters ended May 31, 1996 and May 31, 1995
is summarized as follows:
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline & \multicolumn{4}{|r|}{Three Months Ended May 31, 19961995} & \[
\begin{aligned}
& \text { Nine Mc } \\
& 1996
\end{aligned}
\] & Ended May 31, 1995 \\
\hline <S> & & <C> & & <C> & <C> & <C> \\
\hline \multicolumn{7}{|l|}{Current:} \\
\hline Federal income tax & \$ & 632,889 & \$ & 600,190 & \$1,503,047 & \$1,579,707 \\
\hline State income tax & & 92,841 & & 99,105 & 233,281 & 263,516 \\
\hline & & 725,730 & & 699,295 & 1,736,328 & 1,843,223 \\
\hline \multicolumn{7}{|l|}{Deferred:} \\
\hline Federal income tax & & 110,725 & & \((3,933)\) & 188,750 & \((75,561)\) \\
\hline State income tax & & 20,955 & & \((1,083)\) & 29,285 & \((12,222)\) \\
\hline & & 131,680 & & \((5,016)\) & 218,035 & \((87,783)\) \\
\hline Total provision for income taxes & \$ & 857,410 & & 694,279 & \$1,954,363 & \$1,755,440 \\
\hline
\end{tabular}

Following is a reconciliation of the expected income tax expense computed at the U.S. Federal statutory rate of \(34 \%\) and the actual income tax provision for the quarters ended May 31, 1996 and 1995:

\section*{<S>}

Expected income tax \(\$ 707,348\)
Increase (decrease) resulting from:
State income taxes, net of federal benefit
Nontaxable interest and dividends
Other reconciling items, net
\begin{tabular}{cc}
1996 & 1995 \\
\hline\(<\mathrm{C}>\) & \(<\mathrm{C}>\)
\end{tabular}
<C>
\$ 653,256

69,745
\((34,748)\)

6,026
\$ 694,279
\(\qquad\)
\begin{tabular}{cc}
1996 & 1995 \\
\hline\(<\mathrm{C}\rangle\) & \(<\mathrm{C}\rangle\) \\
\(\$ 1,776,414\) & \(\$ 1,680,940\)
\end{tabular}
\(\$ 1,776,414 \quad \$ 1,680,940\) * 179,465 \((134,906)\) 29,941
\(\$ 1,755,440\)
\begin{tabular}{cc}
189,658 & 179,465 \\
\((115,886)\) & \((134,906)\) \\
104,177 & 29,941 \\
\hline\(\$ 1,954,363\) & \(\$ 1,755,440\) \\
\hline
\end{tabular}
</TABLE>


The Company is currently under examination by the Internal Revenue Service for the years ended August 31, 1992, 1991 and 1990. The adjustments proposed to date by the Internal Revenue Service would result in approximately \(\$ 6.9\) million in additional income taxes. When the matter is resolved, any income taxes due will become currently payable. However, the majority of the proposed adjustments relate to the timing of recognition of certain income and expense items already provided for in the Company's deferred tax liability accounts.

Partial settlements were made with the Internal Revenue Service during April of 1995 and June of 1996 for the year ended August 31, 1990. The items conceded related to the timing of recognition of certain items previously expensed. The effect of the \(\$ 385,043\) payment made in April 1995 was to increase interest expense by \(\$ 124,784\) and reduce the current deferred tax liability by \(\$ 260,259\). The \(\$ 1,000,000\) payment made in June 1996 will reduce the current deferred tax liability by \(\$ 737,000\). Interest totaling \(\$ 263,000\) was accrued at May 31, 1996.

\section*{5. Indebtedness:}

The Company has a financing agreement with a commercial bank that permits the Company to borrow up to \(\$ 25\) million. The financing agreement allows the Company to borrow up to \(\$ 22,000,000\) which is due in January 1998 and up to \(\$ 3,000,000\) which is due on demand. The total amount of long-term debt under this agreement at May 31, 1996 and August 31, 1995 was \(\$ 19,600,000\) and \(\$ 16,055,000\), respectively.

During June 1996, the Company entered into a second financing agreement with another commercial lender. The agreement allows the company to borrow up to \(\$ 5\) million. As of May 31, 1996, the Company had not incurred any debt under this agreement.

Interest cost expensed and capitalized during the nine months ended May 31, 1996 and May 31, 1995 was as follows:
\begin{tabular}{cc}
1996 & \multicolumn{1}{c}{1995} \\
\begin{tabular}{l}
796,228 \\
525,867
\end{tabular} & \(\$\)\begin{tabular}{r}
943,299 \\
384,946 \\
\hline\(\$ 1,322,095\)
\end{tabular} \\
\hline
\end{tabular}

\section*{6. Commitment:}

During October 1992 the Company entered into an agreement to donate land, improvements and other items, to the State of Florida, to be used as a site for a new university. The gift included 975 acres of land, road construction, engineering and planning services, assistance with utility costs and academic chairs. The commitment was recorded as a contribution in May 1994 when the title to the land was transferred. Costs related to road construction have been accrued and capitalized into land. Other costs will be expensed as incurred.

\section*{7. Accountants' review report:}

The accompanying unaudited condensed consolidated financial statements have been reviewed by the Company's independent auditors in accordance with standards for such limited reviews established by the American Institute of Certified Public Accountants. The report of such auditors with respect to their limited review is attached hereto as Exhibit A.

ITEM 2. Management's Discussion and Analysis of Financial
Condition and Results of Operations.
LIQUIDITY AND CAPITAL RESOURCES:

Working capital increased to \(\$ 27,661,534\) at May 31,1996 , up from \(\$ 26,079,408\) at August 31, 1995. As of May 31, 1996, the Company had cash and cash investments of \(\$ 913,715\) compared to \(\$ 1,148,733\) at August 31, 1995. Marketable securities increased from \(\$ 9,410,936\) to \(\$ 10,244,884\) during the same period. The ratio of current assets to current liabilities was essentially the same, (5.61 to 1 and 5.60 to 1) at May 31,1995 and 1996, respectively. Total assets increased by \(\$ 4,544,215\) from \(\$ 109,007,179\) at August 31, 1995 to \(\$ 113,551,394\) at May 31, 1996.

The working capital increase \((\$ 1,582,126)\) is largely the result of an increase in accounts and mortgage notes receivable \((\$ 7,854,254\) vs. \(\$ 12,105,038\) at August 31, 1995 and May 31, 1996, respectively). An increase in the boxes of citrus harvested, compared to the prior year, in addition to improved market prices for citrus have combined to increase revenues and the related accounts receivable.

In connection with financing agreements with commercial banks (See Note 5 under Notes to Condensed Consolidated Financial Statements), in addition to an unused availability of funds of approximately \(\$ 5.4\) million at May 31, 1996, the Company completed a financing agreement in June 1996, providing for an additional \$5 million.

RESULTS OF OPERATIONS:

Net income varied slightly from the prior year, decreasing \(\$ 4,037\) when compared to third quarter a year ago, and increasing \(\$ 81,884\) for the nine months ended May 31, 1996. Income before income taxes increased \(\$ 280,807\) during the first nine months and increased by \(\$ 159,094\) during the third quarter of fiscal 1996, when compared to the same periods a year ago. This was largely due to earnings from agricultural activities (\$2,320,702 vs. \(\$ 2,067,709\) for the third quarter, and \(\$ 5,885,962 \mathrm{vs}\). \(\$ 5,595,874\) during the first nine months of fiscal 1996 and 1995, respectively).

Citrus earnings increased during the third quarter of fiscal 1996 when compared to the same period last year \((\$ 3,631,342 \mathrm{vs} . \$ 1,471,206)\). Year to date earnings are also higher for this division \((\$ 5,928,722 \mathrm{vs}\). \(\$ 3,426,727\) during the nine months ended May 31, 1996 and May 31, 1995, respectively). The earnings improvement is due to an increase in the total boxes harvested coupled with improved market prices.

ITEM 2. Management's Discussion RESULTS OF OPERATIONS (Continued):

Sugarcane earnings approximated those of the same period a year ago for both the three months ended May 31, 1996 ( \(\$ 354,709\) vs. \(\$ 361,872\) for May 31, 1996 and 1995, respectively) and for the nine months then ended (\$1,565,156 vs. \(\$ 1,632,340\) in 1996 and 1995, respectively).

The Ranch Division reported a \(\$ 1,665,349\) loss during the third quarter of fiscal 1996, compared to a profit of \(\$ 234,631\) during the third quarter of fiscal 1995. Year to date the loss totaled \(\$ 1,607,916\) compared to a \(\$ 536,807\) profit during the same period a year ago. A decrease in market prices for beef is the primary cause for the loss in this division. An adjustment totaling \(\$ 845,330\) was required in May 1996 to write the beef inventory down to its estimated net realizable value (lower of cost or market). Cattle sales revenues were significantly higher for both the quarter \((\$ 1,533,122 \mathrm{vs} . \$ 1,209,980\) for the three months ended May 31, 1996 and 1995 , respectively) and year to date \((\$ 3,263,385 \mathrm{vs}\). \(\$ 2,150,968\) for the nine months ended May 31, 1996 and 1995, respectively) due to increased sales of feedlot animals.

Historically, the Company has included its sod farming activities with ranching operations. Due to excessive rain and weed intrusion, the Company had to write off certain sod fields in May 1996. The writeoff included approximately \(\$ 160,000\) of remaining basis and \(\$ 240,000\) of inventoried costs, for a total loss of approximately \(\$ 400,000\).

Land preparation and construction activities are underway for the new Florida Gulf Coast University which is scheduled to open in August 1997. The Company is continuing its marketing and permit activities for its land which surrounds the University site.

During May of 1996, the Company agreed to sell 21,700 acres of land, in Hendry County, Florida, to the South Florida Water Management District for \(\$ 11.5\) million. The closing is expected to occur by October 1996. The Company may elect to use a portion of the sales value for a like kind property exchange. If a like kind property exchange occurs, the Company will not recognize revenues or profit for the portion of the property exchanged. If the property is sold, the Company will recognize revenue totalling \(\$ 11.5\) million and a pretax gain in excess of \(\$ 11\) million.

\section*{PART II. OTHER INFORMATION}

ITEM 6. Exhibits and reports on Form 8-K.
(a) Exhibits:
A. Accountant's Report.
B. Computation of Weighted Average Shares Outstanding at May 31, 1996.
C. Exhibit 27 - Financial Data Schedule.
(b) Reports on Form 8-K.

None.

\section*{SIGNATURES}

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

> ALICO, INC.
(Registrant)

July 12, 1996
Date

July 12, 1996
Date
w. Bernard Lester

Exeuctive Vice President and Chief Operating Officer (Signature)
L. Craig Simmons

Vice President and Chief Financial Officer (Signature)

Patrick W. Murphy
Controller
(Signature)

The Stockholders and
Board of Directors
Alico, Inc:

We have reviewed the condensed consolidated balance sheet of Alico, Inc. and subsidiary as of May 31, 1996, and the related condensed consolidated statements of operations and retained earnings for the three-month and nine-month periods ended May 31, 1996 and 1995 and the related condensed consolidated statements of cash flows for the nine-month periods ended May 31, 1996 and May 31, 1995. These condensed consolidated financial statements are the responsibility of the Company's management.

We conducted our review in accordance with standards established by the American Institute of Certified Public Accountants. A review of interim financial information consists principally of applying analytical review procedures to financial data, and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit in accordance with generally accepted auditing standards, the objective of which is the expression of an
opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our reviews, we are not aware of any material modifications that should be made to the condensed consolidated financial statements referred to above for them to be in conformity with generally accepted accounting principles.

We have previously audited, in accordance with generally accepted auditing standards, the consolidated balance sheet of Alico, Inc. and subsidiary as of August 31, 1995 and the related consolidated statements of operations, stockholders' equity and cash flows for the year then ended (not presented herein); and in our report dated October 6, 1995, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of August 31, 1995, is fairly presented, in all material respects, in relation to the consolidated balance sheet from which it has been derived.

KPMG PEAT MARWICK LLP (Signature)
Orlando, Florida
June 28, 1996

FORM 10-Q

ALICO, INC.

Computation of Weighted Average Shares Outstanding as of May 31, 1996

Number of shares outstanding at August 31, 1995
\(\qquad\)

Number of shares outstanding at May 31, 1996
7,027,827
\(\qquad\)

7,027,827
\(\qquad\)
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<TABLE> <S> <C>
<ARTICLE> 5
<LEGEND>
THIS SCEHDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE
BALANCE SHEET OF ALICO, INC. AND SUBSIDIARY AS OF MAY 31, 1996 AND THE
RELATED STATEMENTS OF OPERATIONS AND RETAINED EARNINGS AND CASH FLOWS FOR
THE NINE MONTHS THEN ENDED AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE
TO SUCH FINANCIAL STATEMENTS.
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