CSW INDUSTRIALS, INC. Form SC 13G February 16, 2016

## **UNITED STATES**

## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

**SCHEDULE 13G** 

**Under the Securities Exchange Act of 1934** 

(Amendment No. \_\_\_)\*

CSW INDUSTRIALS, INC.

(Name of Issuer)

Common Stock, \$0.01 par value

(Title of Class Securities)

#### 126402106

(CUSIP Number)

December 31, 2015

### (Date of Event Which Requires Filing of this Statement)

Check the appropriate box to designate the rule pursuant to which this Schedule is filed:\*\*

oRule 13d-1(b)

oRule 13d-1(c)

 $\beta$ Rule 13d-1(d)

\* The remainder of this cover page shall be filled out for a reporting person's initial filing on this form with respect to the subject class of securities, and for any subsequent amendment containing information which would alter the disclosure provided in a prior cover page.

\*\* Moab Capital Partners, LLC, Moab Partners, L.P., and Michael M. Rothenberg are filing this Schedule 13G pursuant to Rule 13d-1(d).

The information required in the remainder of this cover page shall not be deemed to be "filed" for the purpose of Section 18 of the Securities Exchange Act of 1934 ("Act") or otherwise subject to the liabilities of that section of the Act but shall be subject to all other provisions of the Act (however, see the Notes).

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

Page 2 of 9 Pages

## CUSIP No. 126402106

Name of Reporting Persons.

I.R.S. Identification Nos. of above persons (entities only).

### 1 Moab Capital Partners, LLC

#### 20-4093001

Check the Appropriate Box if a Member of a Group (See Instructions)

(a) " 2 (b) "

SEC Use Only

## 3

Citizenship or Place of Organization

4

Delaware

Sole Voting Power

5

1,365,601

Shared Voting Power

6

Sole Dispositive Power

7

1,365,601

Shared Dispositive Power

8

0

Aggregate Amount Beneficially Owned by Each Reporting Person

#### 9

## 1,365,601

Check if the Aggregate Amount in Row (9) Excludes Certain Shares (See Instructions)

#### 10

Percent of Class Represented by Amount in Row (9)

## 11

8.76%

Type of Reporting Person (See Instructions)

## 12

IA

Page 3 of 9 Pages

### CUSIP No. 126402106

Name of Reporting Persons.

I.R.S. Identification Nos. of above persons (entities only).

#### 1 Moab Partners, L.P.

#### 20-4092810

Check the Appropriate Box if a Member of a Group (See Instructions)

(a) " 2 (b) "

SEC Use Only

#### 3

Citizenship or Place of Organization

4

Delaware

Sole Voting Power

## 5

1,280,823

Shared Voting Power

6

Sole Dispositive Power 7 1,280,823 Shared Dispositive Power 8

0

Aggregate Amount Beneficially Owned by Each Reporting Person

### 9

## 1,280,823

Check if the Aggregate Amount in Row (9) Excludes Certain Shares (See Instructions)

#### 10

Percent of Class Represented by Amount in Row (9)

## 11

## 8.22%

Type of Reporting Person (See Instructions)

## 12

PN

Page 4 of 9 Pages

## CUSIP No. 126402106

Name of Reporting Persons.

I.R.S. Identification Nos. of above persons (entities only).

## 1 Michael M. Rothenberg

Check the Appropriate Box if a Member of a Group (See Instructions)

## (a) <sup>..</sup> 2 (b) <sup>..</sup>

SEC Use Only

## 3

Citizenship or Place of Organization

## 4

**United States of America** 

Sole Voting Power

## 5

#### 1,365,601

Shared Voting Power

number of shares beneficially owned by each reporting person with

0

7 Sole Dispositive Power

1,365,601

Shared Dispositive Power

8

0

Aggregate Amount Beneficially Owned by Each Reporting Person

#### 9

#### 1,365,601

Check if the Aggregate Amount in Row (9) Excludes Certain Shares (See Instructions)

### 10

Percent of Class Represented by Amount in Row (9)

## 11

## 8.76%

Type of Reporting Person (See Instructions)

## 12

IN, HC

Page 5 of 9 Pages

Item 1.

(a)Name of Issuer

CSW Industrials, Inc.

(b) Address of Issuer's Principal Executive Offices

5400 Lyndon B. Johnson Freeway, Suite 1300

Dallas, Texas 75240

Item 2.

(a)Name of Person Filing

This Schedule 13G is being filed on behalf of Moab Capital Partners, LLC ("Moab LLC"); Moab Partners, L.P. ("Moab LP"); and Mr. Michael M. Rothenberg (each, a "Reporting Person").

(b)Address of Principal Business office or, if None, Residence

For each Reporting Person,

15 East 62nd Street

New York, New York 10065

(c)Citizenship

Moab LLC is a Delaware limited liability company Moab LP is a Delaware limited partnership

Mr. Rothenberg is a United States citizen

(d) Title of Class of Securities

Common Stock, \$0.01 par value

(e)CUSIP Number

126402106

Item 3. If this statement is filed pursuant to §§ 240.13d-1(b), or 240.13d-2(b) or (c), check whether the person filing is a:

(a) "Broker or dealer registered under section 15 of the Act (15 U.S.C. 78c).

(b)"Bank as defined in section 3(a)(6) of the Act (15 U.S.C. 78c).

Page 6 of 9 Pages

- (c) "Insurance company as defined in section 3(a)(19) of the Act (15 U.S.C. 78c).
- (d)"Investment company registered under section 8 of the Investment Company Act (15 U.S.C. 80a-8).
- (e) "An investment adviser in accordance with § 240.13d-1(b)(1)(ii)(E).
- (f) "An employee benefit plan or endowment fund in accordance with § 240.13d-1(b)(ii)(F).
- (g)"A parent holding company or control person in accordance with § 240.13d-1(b)(1)(ii)(G).
- (h)" A savings association as defined in Section 3(b) of the Federal Deposit Insurance Act (12 U.S.C. 1813).
- (i) "A church plan that is excluded from the definition of an investment company under section 3(c)(14) of the Investment Company Act of 1940 (15 U.S.C. 80a-3).
- (j) "Group in accordance with § 240.13d-1(b)(ii)(J).

Item 4. Ownership

For each of Mr. Rothenberg and Moab LLC:

(a) Amount beneficially owned: 1,365,601

- (b) Percent of class: 8.76%\*
- (c) Number of shares to which Mr. Rothenberg and Moab LLC have:
- (i) Sole power to vote or to direct the vote: 1,365,601
- (ii) Shared power to direct the vote: 0
- (iii) Sole power to dispose or to direct the disposition of: 1,365,601

(iv) Shared power to dispose or to direct the disposition of: 0

For Moab LP:

(a) Amount beneficially owned: 1,280,823

(b) Percent of class: 8.22%\*

(c) Number of shares to which Moab LP has:

(i) Sole power to vote or to direct the vote: 1,280,823

(ii) Shared power to direct the vote: 0

Page 7 of 9 Pages

(iii) Sole power to dispose or to direct the disposition of: 1,280,823

(iv) Shared power to dispose or to direct the disposition of: 0

\* The Company's quarterly report filed on December 28, 2015 indicated that the total number of shares of Common Stock, \$0.01 par value, outstanding was 15,583,332 as of November 6, 2015.

The reported shares of the issuer's Common Stock, \$0.01 par value (the "Shares") are owned directly by Moab LP and a separately managed account, which are managed by Moab LLC on a discretionary basis. Moab LLC, in its capacity as investment adviser to Moab LP and the separately managed account, may be deemed to be the beneficial owner of the Shares, as in its capacity as investment adviser it has the power to dispose of, direct the disposition of, and vote the Shares.

Michael M. Rothenberg is an owner and a Managing Member of Moab LLC. As a control person of Moab LLC, Mr. Rothenberg may be deemed to beneficially own the Shares. Pursuant to Rule 13d-4, Michael M. Rothenberg and Moab LLC each disclaim beneficial ownership of the securities owned by Moab LP and the separately managed account.

Item 5. Ownership of Five Percent or Less of a Class.

If this statement is being filed to report the fact that as of the date hereof the reporting person has ceased to be the beneficial owner of more than five percent of the class securities, check the following "

Item 6. Ownership of More than Five Percent on Behalf of Another Person.

See Item 4 above.

ItemIdentification and Classification of the Subsidiary Which Acquired the Security Being Reported on By the7.Parent Holding Company.

Item 8. Identification and Classification of Members of the Group.

N/A

Item 9. Notice of Dissolution of Group.

N/A

Item 10. Certification:

By signing below, I certify that, to the best of my knowledge and belief, the securities referred to above were not acquired and are not held for the purpose or with the effect of changing or influencing the control of the issuer and were not acquired and are not held in connection with or as a participant in any transaction having that purpose or effect.

Page 8 of 9 Pages

## SIGNATURE

After reasonable inquiry and to the best of my knowledge and belief, I certify that the information set forth in this statement is true, complete and correct.

Date: February 10, 2016

### Moab Partners, L.P.

By: Moab GP, LLC, its General Partner

By: Moab Capital Partners, LLC, its Managing Member

<u>By:</u>/s/ Michael M. Rothenberg Michael M. Rothenberg, Managing Director

## **Moab Capital Partners, LLC**

By:/s/ Michael M. Rothenberg Michael M. Rothenberg, Managing Director

<u>/s/ Michael M. Rothenberg</u> Michael M. Rothenberg Page 9 of 9 Pages

## Exhibit A

Joint Filing Agreement Pursuant to Rule 13d-1

This agreement is made pursuant to Rule 13d-l(k)(1) under the Securities and Exchange Act of 1934, as amended (the "Act") by and among the parties listed below, each referenced to herein as a "Joint Filer." The Joint Filers agree that a statement of beneficial ownership as required by Sections 13(g) or 13(d) of the Act and the Rules thereunder may be filed on each of their behalf on Schedule 13G or Schedule 13D, as appropriate, and that said joint filing may thereafter be amended by further joint filings. The Joint Filers state that they each satisfy the requirements for making a joint filing under Rule 13d-1.

Date: February 10, 2016

## Moab Partners, L.P.

By: Moab GP, LLC, its General Partner

By: Moab Capital Partners, LLC, its Managing Member

<u>By:</u>/s/ Michael M. Rothenberg Michael M. Rothenberg, Managing Director

## **Moab Capital Partners, LLC**

<u>By:</u>/s/ Michael M. Rothenberg Michael M. Rothenberg, Managing Director

/s/ Michael M. Rothenberg Michael M. Rothenberg

and equipment we currently lease would have a material adverse effect on us.

# Even if we have adequate financing, our expansion strategy may be affected by our limited sources for originations and our inexperience with leasing new products.

Our revenue growth since the third quarter of 2002 has been severely affected by the failure of our former credit facility to renew and the lack of financing until June 2004. Even with our line of credit, our principal growth strategy of expansion into new products and markets may be adversely affected by (i) our inability to re-establish old sources or cultivate new sources of originations and (ii) our inexperience with products with different characteristics from those we currently offer, including the type of obligor and the amount financed.

*New Sources.* A majority of our leases and contracts were historically originated through a network of dealers that deal exclusively in POS authorization systems. We are currently unable to capitalize on these relationships to originate leases for products other than POS authorization systems. In addition, we lost contact with some of our old sources during the period we suspended originations. Some of these dealers have found other financing sources. We may face difficulties in establishing our relationships with new sources. Our failure to develop additional relationships with dealers of products, which we lease or seek to lease, would hinder our growth strategy.

*New Products.* Our existing portfolio primarily consists of leases to owner-operated or other small commercial enterprises with little business history and limited or challenged personal credit history. These leases are characterized by small average monthly payments for equipment with limited residual value at the end of the lease term. Our ability to successfully underwrite new products with different characteristics is highly dependent on our ability (i) to successfully analyze the credit risk associated with the users of such products so as to appropriately apply our risk-adjusted pricing and (ii) to utilize our proprietary software to efficiently service and collect on our portfolio. We can give no assurance that we will be able to successfully manage these credit risk issues, which could have a material adverse effect on us.

# We may face adverse consequences of litigation, including consequences of using litigation as part of our collection policy.

Our use of litigation as a means of collection of unpaid receivables exposes us to counterclaims on our suits for collection, to class action lawsuits and to negative publicity surrounding our leasing and collection policies. We have been a defendant in attempted class action suits as well as counterclaims filed by individual obligors in

attempts to dispute the enforceability of the lease or contract. This type of litigation may be time consuming and expensive to defend, even if not meritorious, may result in the diversion of management time and attention, and may subject us to significant liability for damages or result in invalidation of our proprietary rights. We believe our collection policies and use of litigation comply fully with all applicable laws. Because of our persistent enforcement of our leases and contracts through the use of litigation, we may have created ill will toward us on the part of certain lessees and other obligors who were defendants in such lawsuits. Our litigation strategy has also generated adverse publicity in certain circumstances. Adverse publicity could negatively impact public perception of our business and may materially impact the price of our common stock. In addition to legal proceedings that may arise out of our collection activities, we may face other litigation arising in the ordinary course of business. Any of these factors could adversely affect our business, financial condition and results of operations.

#### Increased interest rates may make our leases or contracts less profitable.

Since we generally fund our leases and contracts through our credit facilities or from working capital, our operating margins could be adversely affected by an increase in interest rates. For example, borrowings under our amended credit facility bear interest either at Prime plus 1.75% or at LIBOR plus 3.75%, in each case subject to a minimum interest rate of 5% per year. The implicit yield on all of our leases and contracts is fixed due to the leases and contracts having scheduled payments that are fixed at the time of origination. When we originate or acquire leases or contracts, we base our pricing in part on the spread we expect to achieve between the implicit yield on each lease or contract and the effective interest cost we expect to pay when we finance such leases and contracts. Increases in interest rates during the term of each lease or contract could narrow or eliminate the spread, or result in a negative spread, to the extent such lease or contract was financed with variable-rate funding. We may undertake to hedge against the risk of interest rate increases, based on the size and interest rate profile of our portfolio. Such hedging activities, however, would limit our ability to participate in the benefits of lower interest rates with respect to the hedged portfolio. In addition, our hedging activities may not protect us from interest rate-related risks in all interest rate environments. Adverse developments resulting from changes in interest rates or hedging transactions could have a material adverse effect on our business, financial condition and results of operations.

#### We may not be able to realize our entire investment in the residual interests in the equipment covered by our leases.

At the inception of a lease we record a residual value for the lease equipment as an asset based upon an estimate of the fair market value at lease maturity. There can be no assurance that our estimated residual values will be realized due to technological or economic obsolescence, unusual wear or tear on the equipment, or other factors. Failures to realize the recorded residual values may have a material adverse effect on our business, financial condition and results of operations.

## We face intense competition, which could cause us to lower our lease rates, hurt our origination volume and strategic position and adversely affect our financial results.

The microticket leasing and financing industry is highly competitive. We compete for customers with a number of national, regional and local banks and finance companies. Our competitors also include equipment manufacturers that lease or finance the sale of their own products. While the market for microticket financing has traditionally been fragmented, we could also be faced with competition from small- or large-ticket leasing companies that could use their expertise in those markets to enter and compete in the microticket financing market. Our competitors include larger, more established companies, some of which may possess substantially greater financial, marketing and operational resources than us, including lower cost of funds and access to capital markets and other funding sources which may be unavailable to us. If a competitor were to lower its lease rates, we could be forced to follow suit or be unable to regain origination volume, either of which would have a material adverse effect on our business, financial condition and results of operations. In addition, competitors may seek to replicate the automated processes used by us

to monitor dealer performance, evaluate lessee credit information, appropriately apply risk-adjusted pricing, and efficiently service a nationwide portfolio. The development of computer software similar to that developed by us may jeopardize our strategic position and allow our competitors to operate more efficiently than we do.

#### Government regulation could restrict our business.

Our leasing business is not currently subject to extensive federal or state regulation. While we are not aware of any proposed legislation, the enactment of, or a change in the interpretation of, certain federal or state laws affecting our ability to price, originate or collect on receivables (such as the application of usury laws to our leases and contracts) could negatively affect the collection of income on our leases and contracts, as well as the collection of fee income. Any such legislation or change in interpretation, particularly in Massachusetts, whose laws govern the majority of our leases and contracts, could have a material adverse effect on our ability to originate leases and contracts at current levels of profitability, which in turn could have a material adverse effect on our business, financial condition or results of operations. Changes to the bankruptcy laws that would make it easier for lessees to file for bankruptcy could increase delinquency and defaults on the existing portfolio.

The Sarbanes-Oxley Act of 2002 and related regulations required companies such as us that are not accelerated filers to comply with more stringent internal control system and monitoring requirements beginning as of the end of our fiscal year 2007, and will require us to have our independent auditors attest to these internal control system and monitoring requirements beginning with our annual report for 2009. Compliance with this new requirement has caused us to retain outside consultants to assist management in evaluating our internal control over financial reporting as well as requiring our management to spend a significant amount of time in evaluating the same. Continued compliance with this new requirement may place an expensive burden and significant time constraint on us.

## We may face risks in acquiring other portfolios and companies, including risks relating to how we finance any such acquisition or how we are able to assimilate any portfolios or operations we acquire.

A portion of our growth strategy depends on the consummation of acquisitions of leasing companies or portfolios. Our inability to identify suitable acquisition candidates or portfolios, or to complete acquisitions on favorable terms, could limit our ability to grow our business. Any major acquisition would require a significant portion of our resources. The timing, size and success, if at all, of our acquisition efforts and any associated capital commitments cannot be readily predicted. We may finance future acquisitions by using shares of our common stock, cash or a combination of the two. Any acquisition we make using common stock would result in dilution to existing stockholders. If the common stock does not maintain a sufficient market value, or if potential acquisition candidates are otherwise unwilling to accept common stock as part or all of the consideration for the sale of their businesses, we may be required to utilize more of our cash resources, if available, or to incur additional indebtedness in order to initiate and complete acquisitions. Additional debt, as well as the potential amortization expense related to goodwill and other intangible assets incurred as a result of any such acquisition, could have a material adverse effect on our business, financial condition or results of operations. In addition, our credit facilities contain covenants that place significant restrictions on our ability to acquire all or substantially all of the assets or securities of another company, including a limit on the aggregate dollar amount of such acquisitions of \$10 million over the term of the facility. These provisions could prevent us from making an acquisition we may otherwise see as attractive, whether by using shares of our common stock as consideration or by using cash.

We also may experience difficulties in the assimilation of the operations, services, products and personnel of acquired companies, an inability to sustain or improve the historical revenue levels of acquired companies, the diversion of management s attention from ongoing business operations, and the potential loss of key employees of such acquired companies. Any of the foregoing could have a material adverse effect on our business, financial condition or results of operations.

If we were to lose key personnel, our operating results may suffer or it may cause a default under our debt facilities.

Our success depends to a large extent upon the abilities and continued efforts of Richard Latour, President and Chief Executive Officer and James R. Jackson, Jr., Vice President and Chief Financial Officer, and our other senior management. We have entered into employment agreements with Mr. Latour and Mr. Jackson, as well as other members of our senior management. The loss of the services of one or more of the key members of our senior management before we are able to attract and retain qualified replacement personnel could have a material adverse

effect on our financial condition and results of operations. In addition, under our Sovereign credit facility, an event of default would arise if Mr. Latour or Mr. Jackson were to leave their positions as our Chief Executive Officer or Chief Financial Officer, respectively, unless a suitable replacement were appointed within 90 days. Our failure to comply with these provisions could have a material adverse effect on our business, financial condition or results of operations.

# Certain provisions of our articles and bylaws may have the effect of discouraging a change in control or acquisition of the company.

Our restated articles of organization and restated bylaws contain certain provisions that may have the effect of discouraging, delaying or preventing a change in control or unsolicited acquisition proposals that a stockholder might consider favorable, including:(i) provisions authorizing the issuance of blank check preferred stock; (ii) providing for a Board of Directors with staggered terms; (iii) requiring super-majority or class voting to effect certain amendments to the articles and bylaws and to approve certain business combinations; (iv) limiting the persons who may call special stockholders meetings and; (v) establishing advance notice requirements for nominations for election to the Board of Directors or for proposing matters that can be acted upon at stockholders meetings. In addition, certain provisions of Massachusetts law to which we are subject may have the effect of discouraging, delaying or preventing a change in control or an unsolicited acquisition proposal.

# Our stock price may be volatile, which could limit our access to the equity markets and could cause you to incur losses on your investment.

If our revenues do not grow or grow more slowly than we anticipate, or if operating expenditures exceed our expectations or cannot be adjusted accordingly, the market price of our common stock could be materially and adversely affected. In addition, the market price of our common stock has been in the past and could in the future be materially and adversely affected for reasons unrelated to our specific business or results of operations. General market price declines or volatility in the future could adversely affect the price of our common stock. In addition, short-term trading strategies of certain investors can also have a significant effect on the price of specific securities. In addition, the trading price of the common stock may be influenced by a number of factors, including the liquidity of the market for the common stock, investor perceptions of us and the equipment financing industry in general, variations in our quarterly operating results, interest rate fluctuations and general economic and other conditions. Moreover, the stock market has experienced significant price and value fluctuations, which have not necessarily been related to corporate operating performance. The volatility of the stock market could adversely affect the market price of our common stock and our ability to raise funds in the public markets.

## There is no assurance that we will continue to pay dividends on our common stock in the future.

During the fourth quarter of 2002, our Board of Directors suspended the payment of dividends on our common stock to comply with our banking agreements and we paid no dividends in the years ended December 31, 2003 and 2004. During 2005, we declared dividends of \$0.05 per share payable to shareholders of record on five dates, and a special dividend of \$0.25 per share payable to shareholders of record on January 31, 2006. During 2006, 2007 and 2008, we declared dividends of \$0.20 per share. Future dividend payments are subject to ongoing review and evaluation by our Board of Directors. The decision as to the amount and timing of future dividends we may pay, if any, will be made in light of our financial condition, capital requirements and growth plans, as well as our external financing arrangements and any other factors our Board of Directors may deem relevant. We can give no assurance as to the amount and timing of the payment of future dividends.

## Item 2. Properties

At December 31, 2008, our corporate headquarters and operations center occupied approximately 24,400 square feet of office space at 10M Commerce Way, Woburn, Massachusetts 01801. The lease for this space expires on December 31, 2010.

### Item 3. Legal Proceedings

We are subject to claims and suits arising in the ordinary course of business. At this time, we do not believe these matters will have a material adverse effect on our results of operations or financial position.

#### Item 4. Submission Of Matters to a Vote Of Security Holders

No matters were submitted to a vote of our security holders during the fourth quarter of our fiscal year ended December 31, 2008.

#### PART II

# Item 5. Market For Registrant s Common Equity, Related Stockholder Matters And Issuer Purchases Of Equity Securities

#### **Market Information**

Our common stock, par value \$0.01 per share is currently listed on the Nasdaq Global Market under the symbol MFI. Our common stock was previously listed on the American Stock Exchange through the close of business on February 15, 2008, and prior to that on the New York Stock Exchange through the close of business on January 16, 2006, in each case under the same symbol. The following chart shows the high and low sales price of our common stock in each quarter over the past two fiscal years.

		20	)08	2007						
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	First Quarter	Second Quarter	Third Quarter	Fourth Quarter		
Stock Price										
High	\$ 6.25	\$ 5.15	\$ 4.93	\$ 4.00	\$ 6.34	\$ 6.52	\$ 6.45	\$ 6.50		
Low	\$ 4.60	\$ 3.00	\$ 3.30	\$ 1.50	\$ 3.62	\$ 4.08	\$ 5.14	\$ 4.85		

#### Holders

At March 15, 2009, there were approximately 850 stockholders of record of our common stock.

#### Dividends

During the fourth quarter of 2002, our Board of Directors suspended the payment of dividends to comply with our banking agreements and we paid no dividends during the years ended December 31, 2003 and 2004.

During 2005, we declared dividends of \$0.05 per share payable to shareholders of record on each of February 9, 2005, April 29, 2005, July 27, 2005, October 27, 2005 and December 28, 2005, and a special dividend of \$0.25 per share payable to shareholders of record on January 31, 2006.

During 2006, we declared dividends of \$0.05 per share payable to shareholders of record on each of March 31, 2006, June 30, 2006, September 29, 2006 and December 29, 2006.

During 2007, we declared dividends of \$0.05 per share payable to shareholders of record on each of March 30, 2007, June 29, 2007, September 28, 2007 and December 31, 2007.

During 2008, we declared dividends of \$0.05 per share payable to shareholders of record on each of May 15, 2008, August 15, 2008, November 14, 2008 and January 19, 2009. The dividend payable on January 19, 2009 was declared on December 24, 2008.

Future dividend payments are subject to ongoing review and evaluation by our Board of Directors. The decision as to the amount and timing of future dividends, if any, will be made in light of our financial condition, capital requirements and growth plans, as well as our external financing arrangements and any other factors our Board of Directors may deem relevant. We can give no assurance as to the amount and timing of future dividends.

Our credit facility also restricts the amount of cash that TimePayment can make available to us for the declaration of dividends on our common stock during any year, to 50% of consolidated net income for the immediately preceding year.

### Repurchases

We did not repurchase any of our equity securities during the fourth quarter of fiscal 2008.

#### **Performance Graph**

The following graph compares our cumulative total stockholder return since December 31, 2003 with the American Stock Exchange Composite Stock Index, the S&P 400 Mid-Cap Financials Index and the NASDAQ Composite. Cumulative total stockholder return shown in the performance graph is measured assuming an initial investment of \$100 on December 31, 2003 and the reinvestment of dividends. The historic stock price performance information shown in this graph may not be indicative of current stock price levels or future stock price performance.

#### Comparison of 5 Year Cumulative Total Return Assumes Initial Investment of \$100 December 2008

The information under the caption Performance Graph above is not deemed to be filed as part of this Annual Report, and is not subject to the liability provisions of Section 18 of the Securities Exchange Act of 1934. Such information will not be deemed to be incorporated by reference into any filing we make under the Securities Act of 1933 unless we explicitly incorporate it into such a filing at the time.

## Item 6. Selected Financial Data

The following tables set forth selected consolidated financial and operating data for the periods and at the dates indicated. The selected consolidated financial data were derived from our financial statements and accounting records. The data presented below should be read in conjunction with the consolidated financial statements, related notes and other financial information included herein.

	Year Ended December 31,									
		2008		2007		2006		2005		2004
		(An	loui	nts in thousa	nds	, except share	e an	d per share da	ata)	)
Income Statement Data: Revenues:										
Income on financing leases	\$	23,095	\$	12,302	\$	3,917	\$	4,140	\$	11,970
Rental income		9,829		13,612		20,897		25,359		31,009
Income on service contracts		925		1,271		1,870		3,467		5,897
Other income(1)		5,676		4,486		5,758		6,318		11,491
Total revenues		39,525		31,671		32,442		39,284		60,367
Expenses: Selling, general and										
administrative		13,060		12,824		14,499		20,884		26,821
Provision for credit losses		15,313		7,855		6,985		10,468		47,918
Depreciation and		10,010		7,000		0,700		10,100		17,910
amortization		976		1,344		5,326		9,497		14,010
Interest		1,020		143		162		1,148		2,283
Total expenses		30,369		22,166		26,972		41,997		91,032
Income (loss) before provision (benefit) for										
income taxes		9,156		9,505		5,470		(2,713)		(30,665)
Provision (benefit) for		- )		- )		- ,				(
income taxes		3,206		3,303		1,555		(1,053)		(20,449)(2)
Net income (loss)	\$	5,950	\$	6,202	\$	3,915	\$	(1,660)	\$	(10,216)
Net income (loss) per common share:										
Basic	\$	0.42	\$	0.45	\$	0.28	\$	(0.12)	\$	(0.77)
Diluted		0.42		0.44		0.28		(0.12)		(0.77)
Weighted-average shares:										
Basic		14,002,045		13,922,974		13,791,403		13,567,640		13,182,883
Diluted		14,204,105		14,149,634		13,958,759		13,567,640		13,182,883
Dividends declared per	¢	0.00	ሰ	0.00	¢	0.00	¢	0.50	¢	
common share	\$	0.20	\$	0.20	\$	0.20	\$	0.50	\$	

		2008		I 2007	Dece	ember 31, 2006		2005		2004
	(Dollars in thousands)									
Balance Sheet Data:										
Cash and cash equivalents	\$	5,047	\$	7,080	\$	28,737	\$	32,926	\$	9,709
Restricted cash		528		561						
Gross investment in leases(3)		158,138		102,128		44,314		33,004		69,181
Unearned income		(49,384)		(35,369)		(13,682)		(3,658)		(6,313)
Allowance for credit losses		(11,722)		(5,722)		(5,223)		(8,714)		(14,963)
Investment in service contracts, net		32		203		613		1,626		4,777
Investment in rental contracts, net		240		106		313		3,025		1,785
Total assets		104,850		70,982		59,721		65,188		71,270
Notes payable		33,325		6,531		5		161		34
Subordinated notes payable								2,602		4,589
Total liabilities		40,512		10,154		3,585		10,501		9,177
Total stockholders equity		64,338		60,828		56,136		54,687		62,093

	2008	(Do	2007	cember 31, 2006 Ids, except s	tati	2005 stical data)	2004
Other Data: Operating Data: Value of leases originated(4) Value of rental contracts originated Dealer funding(5) Average yield on leases(6)	\$ 104,529 68,007 28.5%	\$	83,698 54,035 29.0%	\$ 33,343 21,498 30.0%	\$	7,296 1,731 6,364 30.6%	\$ 920 77 668 30.1%
Cash Flows From (Used In): Operating activities Investing activities Financing activities	\$ 43,310 (69,523) 24,180	\$	30,440 (55,203) 3,106	\$ 26,870 (22,114) (8,945)	\$	35,228 (6,978) (5,033)	\$ 58,694 (813) (54,705)
Net change in cash and cash equivalents	\$ (2,033)	\$	(21,657)	\$ (4,189)	\$	(23,217)	\$ 3,176
Selected Ratios: Return on average assets Return on average stockholders equity Operating margin(7) Credit Quality Statistics:	6.77% 9.51 61.91		9.49% 10.60 54.81	6.27% 7.07 38.39		(2.43)% (2.84) 19.74	(8.98)% (15.32) 28.58
Net charge-offs Net charge-offs as a percentage of average gross investment(8) Provision for credit losses as a percentage of average gross	\$ 9,313 7.15% 11.76	\$	7,356 9.99% 10.67	\$ 10,476 26.34% 17.56	\$	16,717 30.79% 19.28	\$ 75,967 54.71% 34.51

investment(8)					
Allowance for credit losses as a					
percentage of gross investment(9)	7.41	5.59	11.63	25.16	20.23

- (1) Includes loss and damage waiver fees, service fees, interest income, and miscellaneous revenue.
- (2) Includes an income tax benefit of \$7.9 million that resulted from a reduction in our estimate of certain tax liabilities.
- (3) Consists of receivables due in installments and estimated residual value.
- (4) Represents the amount paid to dealers upon funding of leases plus the associated unearned income.

- (5) Represents the net amount paid to dealers upon funding of leases and contracts.
- (6) Represents the aggregate of the implied interest rate on each lease originated during the period weighted by the amount funded.
- (7) Represents income before provision (benefit) for income taxes and provision for credit losses as a percentage of total revenues.
- (8) Represents a percentage of average gross investment in leases and net investment in service contracts.
- (9) Represents allowance for credit losses as a percentage of gross investment in leases and net investment in service contracts.

## Item 7. Management s Discussion and Analysis of Financial Condition and Results of Operations, Including Selected Quarterly Financial Data (Unaudited)

The following discussion includes forward-looking statements (as such term is defined in the Private Securities Litigation Reform Act of 1995). When used in this discussion, the words may, will, expect, intend, anticipate, estimate, continue, plan and similar expressions are intended to identify forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors that could cause our actual results, performance or achievements to differ materially from any future results, performance or achievements expressed or implied by such forward-looking statements. The forward-looking statements are subject to risks, uncertainties and assumptions, including, among other things, those associated with:

the demand for the equipment types we offer, expansion into new markets and the development of a sizeable dealer base;

our significant capital requirements;

our ability or inability to obtain the financing we need, or to use internally generated funds, in order to continue originating contracts;

the risks of defaults on our leases;

our provision for credit losses;

our residual interests in underlying equipment;

possible adverse consequences associated with our collection policy;

the effect of higher interest rates on our portfolio;

increasing competition;

increased governmental regulation of the rates and methods we use in financing and collecting on our leases and contracts;

acquiring other portfolios or companies;

dependence on key personnel;

adverse results in litigation and regulatory matters, or promulgation of new or enhanced legislation or regulations; and

general economic and business conditions.

The risk factors above and those under Risk Factors beginning on page 7, as well as any other cautionary language included herein, provide examples of risks, uncertainties and events that may cause our actual results to differ materially from the expectations we described in our forward-looking statements. Many of these factors are significantly beyond our control. We expressly disclaim any obligation or undertaking to disseminate any updates or revisions to any forward-looking statement contained herein to reflect any change in our expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based. In light of these risks and uncertainties, there can be no assurance that the forward-looking information contained herein will in fact transpire.

### <u>Overview</u>

We are a specialized commercial finance company that provides microticket equipment leasing and other financing services. The average amount financed by TimePayment during 2008 was approximately \$5,500 while Leasecomm historically financed contracts averaging approximately \$1,900. Our portfolio consists of point-of-sale ( POS ) authorization systems and other small business equipment leased or rented to small commercial enterprises.

We derive the majority of our revenues from leases originated and held by us, payments on service contracts, rental contracts and fee income. Historically, we funded the majority of our leases and contracts through our revolving-credit loans, term loans and on-balance sheet securitizations, and to a lesser extent our subordinated debt program and internally generated funds. Between October 2002 and June 2004, an interruption in our financing sources had a significant impact on our ability to originate contracts. As of September 30, 2002, our then-existing credit facility failed to renew and we began paying down the debt, suspending virtually all new contract originations in October 2002 until new financing could be obtained or until the credit facility could be paid in full. In April 2003, we entered into a long-term agreement with our lenders which waived certain covenant defaults and required us to repay the credit facility over a 22-month term.

In June 2004, we secured a one-year \$8 million line of credit and a \$2 million three-year subordinated note that allowed us to resume microticket contract originations. In conjunction with raising new capital, we also established a new wholly-owned operating subsidiary, TimePayment Corp. In September 2004, we secured a three-year, \$30 million, senior secured revolving line of credit from CIT. The CIT line of credit replaced the \$8 million line of credit obtained in June 2004 under more favorable terms and conditions. In addition, we used the proceeds from the CIT line of credit to retire the existing debt with the former bank group. During the year ended December 31, 2005, we began to actively increase our industry presence with a more focused and targeted sales and marketing effort. We continue to invest capital to build an infrastructure to support our sales and marketing initiatives, and have brought in experienced sales and marketing management to spearhead the effort. On July 20, 2007, by mutual agreement between CIT and us, we paid off and terminated the CIT line of credit without penalty.

On August 2, 2007, we entered into a new three-year \$30 million line of credit with Sovereign Bank based on qualified TimePayment lease receivables. On July 9, 2008 we entered into an amended agreement to increase our line of credit with Sovereign from \$30 million to \$60 million. The maturity date of the amended agreement is August 2, 2010. Outstanding borrowings are collateralized by eligible lease contracts and a security interest in all of our other assets and, until February 2009, bore interest at Prime or at LIBOR plus 2.75%. Under the terms of the facility, loans are Prime Rate Loans, unless we elect LIBOR Loans. If a LIBOR Loan is not renewed at maturity it automatically coverts to a Prime Rate Loan.

On February 10, 2009 we entered into an amended agreement to increase our line of credit with Sovereign to \$85 million. Under the amended agreement, outstanding borrowings bear interest at either Prime plus 1.75% or LIBOR plus 3.75%, in each case subject to a minimum interest rate of 5%. All other terms of the facility remained the same.

In a typical lease transaction, we originate a lease through our nationwide network of equipment vendors, independent sales organizations and brokers. Upon our approval of a lease application and verification that the lesse has received the equipment and signed the lease, we pay the dealer for the cost of the equipment, plus the dealer s profit margin.

In the past, we have also from time to time acquired service contracts under which a homeowner purchases a security system and simultaneously signs a contract with the dealer for the monitoring of that system for a monthly fee. Upon approval of the monitoring application and verification with the homeowner that the system is installed, we would purchase the right to the payment stream under the monitoring contract from the dealer at a negotiated multiple of the

monthly payments. We have not purchased any new security monitoring contracts since 2004, although we do originate security equipment leases that include monitoring. Our service contract portfolio represents a less significant portion of our revenue stream over time.

Substantially all leases originated or acquired by us are non-cancelable. During the term of the lease, we are scheduled to receive payments sufficient to cover our borrowing costs, the cost of the underlying equipment and

provide us with an appropriate profit. We pass along some of the costs of our leases and contracts by charging collection fees, loss and damage waiver fees, late fees and other service fees, when applicable. The initial non-cancelable term of the lease is equal to or less than the equipment s estimated economic life and often provides us with additional revenues based on the residual value of the equipment at the end of the lease. Initial terms of the leases in our portfolio generally range from 12 to 60 months, with an average initial term of 47 months as of December 31, 2008.

#### **Critical Accounting Policies**

We consider certain of our accounting policies to be the most critical to our financial condition and results of operations in the sense that they involve the most complex or subjective decisions or assessments. We have identified our most critical accounting policies as those policies related to revenue recognition, the allowance for credit losses, income taxes and accounting for share-based compensation. These accounting policies are discussed below as well as within the notes to our consolidated financial statements.

#### Revenue Recognition

Our lease contracts are accounted for as financing leases. At origination, we record the gross lease receivable, the estimated residual value of the leased equipment, initial direct costs incurred and the unearned lease income. Unearned lease income is the amount by which the gross lease receivable plus the estimated residual value exceeds the cost of the equipment. Unearned lease income and initial direct costs incurred are amortized over the related lease term using the interest method. Amortization of unearned lease income and initial direct costs is suspended if, in our opinion, full payment of the contractual amount due under the lease agreement is doubtful. In conjunction with the origination of leases, we may retain a residual interest in the underlying equipment upon termination of the lease. The value of such interest is estimated at inception of the lease and evaluated periodically for impairment. At the end of the lease term, the lesse has the option to buy the equipment at the fair market value, return the equipment or continue to rent the equipment on a month-to-month basis. If the lessee continues to rent the equipment, we record our investment in the rental contract at its estimated residual value. Rental revenue and depreciation are recognized based on the methodology described below. Other revenues such as loss and damage waiver fees and service fees relating to the leases and contracts are recognized as they are earned.

Our investments in cancelable service contracts are recorded at cost and amortized over the expected life of the contract. Income on service contracts from monthly billings is recognized as the related services are provided. Our investment in rental contracts is either recorded at estimated residual value and depreciated using the straight-line method over a period of 12 months or at the acquisition cost and depreciated using the straight line method over a period of 36 months. Rental income from monthly billings is recognized as the customer continues to rent the equipment. We periodically evaluate whether events or circumstances have occurred that may affect the estimated useful life or recoverability of our investments in service and rental contracts.

#### Allowance for Credit Losses

We maintain an allowance for credit losses on our investment in leases, service contracts and rental contracts at an amount that we believe is sufficient to provide adequate protection against losses in our portfolio. Given the nature of the microticket market and the individual size of each transaction, we do not have a formal credit review committee to review individual transactions. Rather, we developed a sophisticated, risk-adjusted pricing model and have automated the credit scoring, approval and collection processes. We believe that with the proper risk-adjusted pricing model, we can grant credit to a wide range of applicants provided we have priced appropriately for the associated risk. As a result of approving a wide range of credits, we experience a relatively high level of delinquency and write-offs in our portfolio. We periodically review the credit scoring and approval process to ensure that the automated system is

making appropriate credit decisions. Given the nature of the microticket market and the individual size of each transaction, we do not evaluate transactions individually for the purpose of developing and determining the adequacy of the allowance for credit losses. Contracts in our portfolio are not re-graded subsequent to the initial extension of credit and the allowance is not allocated to specific contracts. Rather, we view the contracts as having common characteristics and maintain a general allowance against our entire portfolio utilizing historical collection statistics and an assessment of current credit risk in the portfolio as the basis for the amount.

We have adopted a consistent, systematic procedure for establishing and maintaining an appropriate allowance for credit losses for our microticket transactions. We estimate the likelihood of credit losses net of recoveries in the portfolio at each reporting period based upon a combination of the lessee s bureau reported credit score at lease inception and the current delinquency status of the account. In addition to these elements, we also consider other relevant factors including general economic trends, trends in delinquencies and credit losses, static pool analysis of our portfolio, trends in recoveries made on charged off accounts, and other relevant factors which might affect the performance of our portfolio. This combination of historical experience, credit scores, delinquency levels, trends in credit losses, and the review of current factors provide the basis for our analysis of the adequacy of the allowance for credit losses. We take charge-offs against our receivables when such receivables are deemed uncollectible. In general a receivable is uncollectable when it is 360 days past due where no contact has been made with the lessee for 12 months or, if earlier, when other adverse events occur with respect to an account. Historically, the typical monthly payment under our microticket leases has been small and as a result, our experience is that lessees will pay past due amounts later in the process because of the small amount necessary to bring an account current.

#### Income Taxes

Significant judgment is required in determining the provision for income taxes, deferred tax assets and liabilities, and the valuation allowance recorded against net deferred tax assets. The process involves summarizing temporary differences resulting from the different treatment of items, such as leases, for tax and accounting purposes. In addition, our income tax calculations involve the application of complex tax regulations in a multitude of jurisdictions. Differences between the basis of assets and liabilities result in deferred tax assets and liabilities, which are recorded on the balance sheet. We must then assess the likelihood that deferred tax assets will be recovered from future taxable income or tax carry-back availability and to the extent management believes recovery is more likely than not, a valuation allowance is unnecessary.

#### Share-Based Compensation

As of January 1, 2005, we adopted Statement of Financial Accounting Standards (SFAS) 123(R) Share Based Payments, which requires the measurement of compensation cost for all outstanding unvested share-based awards at fair value and recognition of compensation over the service period for awards expected to vest. The estimation of stock awards that will ultimately vest requires judgment, and to the extent actual results differ from our estimates, such amounts will be recorded as a cumulative adjustment in the period estimates are revised. We estimate the fair value of stock options using a Black-Scholes valuation model, consistent with the provisions of SFAS 123(R) Securities and Exchange Commission, (SEC) Staff Accounting Bulletin No. 107 Share Based Payments. Key input assumptions used to estimate the fair value of stock options include the expected option term, volatility of our stock, the risk-free interest rate and our dividend yield. Estimates of fair value are not intended to predict actual future events or the value ultimately realized by employees who receive equity awards, and subsequent events are not indicative of the reasonableness of the original estimates of fair value made by us under SFAS 123(R).

#### **Results of Operations**

#### Revenues

	2008	Change	2007 (In thousands)	Change	2006
Income on financing leases	\$ 23,095	87.7%	\$ 12,302	214.1%	\$ 3,917
Rental income	9,829	(27.8)	13,612	(34.9)	20,897

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Income on service contracts	925	(27.2)	1,271	(32.0)	1,870
Loss and damage waiver fees	3,236	59.2	2,033	7.3	1,895
Service fees and other	2,300	45.9	1,576	(35.6)	2,448
Interest income	140	(84.0)	877	(38.0)	1,415
Total revenues	\$ 39,525	24.8%	\$ 31,671	(2.4)%	\$ 32,442
	20				

Our lease contracts are accounted for as financing leases. At origination, we record the gross lease receivable, the estimated residual value of the leased equipment, initial direct costs incurred and the unearned lease income. Unearned lease income is the amount by which the gross lease receivable plus the estimated residual value exceeds the cost of the equipment. Unearned lease income and initial direct costs incurred are amortized over the related lease term using the interest method. Other revenues such as loss and damage waiver fees, service fees relating to the leases and contracts, and rental revenues are recognized as they are earned.

Total revenues for the year ended December 31, 2008 were \$39.5 million, an increase of \$7.8 million or 24.8% from the year ended December 31, 2007. Revenue from leases was \$23.1 million, up \$10.8 million from the previous year as a result of the increased originations. Rental income was \$9.8 million, down \$3.8 million from 2007. Other revenue components contributed \$6.6 million, up \$0.8 million from the previous year, despite a decline in interest income of \$737,000 during the year. The decrease in interest income is a result of the decrease in cash and cash equivalents on hand as well as lower rates of investment. The decline in rental income is primarily explained by attrition rates in the two sources of rental income that is recognized at the end of the lease term when a lessee chooses to keep the equipment and rents it on a monthly basis. Since we resumed funding in 2004 following an interruption in our funding sources, we have not originated any new rental contracts and few lease contracts have been eligible to convert to rental agreements since they have not reached the end of term. We have not funded any new service contracts since we resumed funding in 2004; therefore this segment of revenue continues to decline.

Total revenues for the year ended December 31, 2007 were \$31.7 million, a decrease of \$771,000 or 2.4% from the year ended December 31, 2006. Revenue from leases was \$12.3 million, up \$8.4 million from the previous year and rental income was \$13.6 million, down \$7.3 million from 2006. Other revenue components contributed \$5.8 million, down \$1.9 million from the previous year. The decline in service contract revenue accounted for \$599,000 of the \$1.9 million decrease in other revenue while decreases in service fees and interest income accounted for \$872,000 and \$538,000 of the decline respectively. The decline in rental income is primarily explained by attrition rates in the two sources of rental income described above. In addition, the decline in income from service contracts is consistent with the lack of any new service contract originations since we resumed funding in 2004.

#### Selling, General and Administrative

	2008	Change 2007 (Dollars in tho			Change ousands)		2006
Selling, general and administrative As a percent of revenue	\$ 13,060 33.0%	1.8%		12,824 40.5%	(11.6)%	\$	14,499 44.7%

Our selling, general and administrative (SG&A) expenses include costs of maintaining corporate functions such as accounting, finance, collections, legal, human resources, sales and underwriting, and information systems. SG&A expenses also include commissions, service fees and other marketing costs associated with our portfolio of leases and rental contracts. SG&A expenses increased by \$236,000 or 1.8%, for the year ended December 31, 2008, as compared to the year ended December 31, 2007. Significant factors in the increase of the SG&A expense include increases in: payroll and employee benefits of \$171,000; bank service charges of \$172,000; marketing and promotion expenses of \$122,000; collection expenses of \$120,000; and postage expense of \$111,000. These increases were offset in part by decreases in: professional fees of \$262,000; debt closing expense of \$150,000; and sales programs of \$105,000.

SG&A expenses decreased by \$1.7 million, or 11.6%, for the year ended December 31, 2007, as compared to the year ended December 31, 2006. Significant factors in the decline of the SG&A expense included declines in legal expenses

of \$405,000 and collection expenses of \$1.1 million. The expense reductions resulted from the decrease in the overall volume of our portfolio, an improvement in the credit quality of our portfolio, the settlement of outstanding litigation and our cost control efforts.

#### Provision for Credit Losses

	2008	Change (Dolla	2007 ars in thousan	2006	
Provision for credit losses As a percent of revenue	\$ 15,313 38.7%	94.9%	\$ 7,855 24.8%	12.5%	\$ 6,985 21.5%

We maintain an allowance for credit losses on our investment in leases, service contracts and rental contracts at an amount that we believe is sufficient to provide adequate protection against losses in our portfolio. Our provision for credit losses increased \$7.5 million or 94.9%, for the year ended December 31, 2008, as compared to the year ended December 31, 2007. Net charge-offs increased \$1.9 million to \$9.3 million, or 25.7%, for the year ended December 31, 2008, as compared to the year ended December 31, 2007. The provision was based on providing a general allowance against leases funded during the year and our analysis of actual and expected losses in our portfolio as a whole. The increase in the allowance reflects the growth in lease receivables associated with new lease originations, increased delinquency levels, and the current economic climate.

Our provision for credit loss increased \$870,000 or 12.5%, for the year ended December 31, 2007, as compared to the year ended December 31, 2006. Net charge-offs decreased \$3.1 million to \$7.4 million, or 29.8%, for the year ended December 31, 2007, as compared to the year ended December 31, 2006. The provision was based on providing a general allowance against leases funded during the year and our analysis of actual and expected losses in our portfolio as a whole.

#### Depreciation and Amortization

	2008	Change 2007 (Dollars in thouse		Change ands)	2006	
Depreciationfixed assetsDepreciationrental equipmentAmortizationservice contracts	\$ 383 415 178	36.8% (40.3) (51.8)	\$ 280 695 369	38.6% (83.1) (63.7)	\$ 202 4,108 1,016	
Total depreciation and amortization	\$ 976	(27.4)%	\$ 1,344	(74.8)%	\$ 5,326	
As a percent of revenue	2.5%		4.2%		16.4%	

Depreciation and amortization expense consists of depreciation on fixed assets and rental equipment, and the amortization of service contracts. Fixed assets are recorded at cost and depreciated over their expected useful lives. Certain rental contracts are originated as a result of the renewal provisions of our lease agreements where at the end of the lease term, the customer may elect to continue to rent the leased equipment on a month-to-month basis. The rental equipment is recorded at its residual value and depreciated over a term of 12 months. This term represents the estimated life of a previously leased piece of equipment and is based upon our historical experience. In the event the contract terminates prior to the end of the 12 month period, the remaining net book value is expensed.

We have in the past offered a rental agreement, which allowed the customer, assuming the contract was current and no event of default existed, to terminate the contract at any time by returning the equipment and providing us with 30 days notice. These assets were recorded at cost and depreciated over an estimated life of 36 months. This term was

based upon our historical experience. In the event that the contract terminated prior to the end of the 36 month period, the remaining net book value was expensed. We have not originated any new rental contracts since 2004.

Service contracts were recorded at cost and amortized over their estimated life of 84 months. In a typical service contract acquisition, a homeowner will purchase a home security system and simultaneously sign a contract with the security dealer for monthly monitoring of the system. The security dealer would then sell the rights to that monthly payment to us. We perform all of the processing, billing, collection and administrative work on the service contract. The estimated life is based upon the expected life of such contracts in the security monitoring industry and our historical experience. In the event the contract terminates prior to the end of the 84 month term, the remaining net book value is expensed. We have not originated any new service contracts since 2004.

Depreciation expense on rentals decreased by \$280,000 or 40.3%, and amortization of service contracts decreased by \$191,000 or 51.8%, for the year ended December 31, 2008, as compared to the year ended December 31, 2007. The carrying value of our rental equipment and service contracts decreased from \$309,000 at December 31, 2007 to \$272,000 at December 31, 2008. Depreciation on property and equipment increased by \$103,000 or 36.8% for the year ended December 31, 2007.

Depreciation expense on rentals decreased by \$3.4 million, or 83.1%, and amortization of service contracts decreased by \$647,000, or 63.7%, for the year ended December 31, 2007, as compared to the year ended December 31, 2006. The carrying value of our rental equipment and service contracts decreased from \$926,000 at December 31, 2006 to \$309,000 at December 31, 2007. Depreciation on property and equipment increased by \$78,000 or 38.6% for the year ended December 31, 2006.

#### Interest Expense

	2008	2008 Change		Change	2006	
		(Dolla	ars in thousa	ands)		
Interest	\$ 1,020	613.3%	\$ 143	(11.7)%	\$ 162	
As a percent of revenue	2.6%		0.5%		0.5%	

We pay interest on borrowings under our line of credit. Interest expense increased by \$877,000 or 613.3% for the year ended December 31, 2008, as compared to the year ended December 31, 2007. This increase resulted primarily from the increased borrowings on our line of credit. At December 31, 2008, we had notes payable of \$33.3 million compared to notes payable of \$6.5 million at December 31, 2007.

Interest expense decreased by \$19,000, or 11.7% for the year ended December 31, 2007, as compared to the year ended December 31, 2006. This decrease resulted primarily from the reduction in the interest expense related to the amortization of debt discount related to the warrants we issued to CIT in connection with our 2004 line of credit. At December 31, 2007, we had notes payable of \$6.5 million compared to notes payable of \$5,000 at December 31, 2006.

### Provision for Income Taxes

	2008	Change	2007 (In thousands)	Change	2006
Provision for income taxes As a percent of revenue	\$ 3,206 8.1%	(2.9)%	\$ 3,303 10.4%	112.4%	\$ 1,555 4.8%

The provision for income taxes, deferred tax assets and liabilities and any necessary valuation allowance recorded against net deferred tax assets, involves summarizing temporary differences resulting from the different treatment of items, such as leases, for tax and accounting purposes. These differences result in deferred tax assets and liabilities which are recorded on the balance sheet. We must then assess the likelihood that deferred tax assets will be recovered from future taxable income or tax carry-back availability and to the extent we believe recovery is more likely than not, a valuation allowance is unnecessary.

The provision for income taxes decreased by \$97,000, or 2.9%, for the year ended December 31, 2008, as compared to the year ended December 31, 2007. This decrease resulted primarily from the \$349,000 decrease in income before

### Table of Contents

income taxes. The effective tax rate for the year ended December 31, 2008 was 35.0% compared to 34.8% for the year ended December 31, 2007.

The provision for income taxes increased by \$1.7 million, or 112.4%, for the year ended December 31, 2007, as compared to the year ended December 31, 2006. This increase resulted primarily from the \$4.0 million increase in income before income taxes. The effective tax rate for the year ended December 31, 2007 was 34.8% compared to 28.4% for the year ended December 31, 2006. The primary reason for the increase in the rate is that we recognized a 7.03% decrease in the 2006 effective tax rate due to the settlement of an IRS audit.

Our 1997 through 2003 tax years were audited by the Internal Revenue Service. As part of the audit, the Internal Revenue Service Agent had proposed several adjustments to our federal income tax returns that would have

required us to pay the IRS an amount between \$8 and \$10 million. Such payments would have been offset by an adjustment to our deferred tax asset as the amount would likely have been recoverable in future periods. We filed a formal protest under the appeals process challenging these adjustments and reached a final settlement in December 2006 which required us to pay \$31,000 in additional taxes and \$9,000 in interest.

#### Other Operating Data

Dealer fundings were \$69 million during the year ended December 31, 2008, an increase of \$14.4 million or 26%, compared to the year ended December 31, 2007. This increase is a result of our continuing effort to increase originations through business development efforts that include increasing the size of our vendor base and sourcing a larger number of applications from those vendors. We funded these contracts using cash provided by operating activities as well as net borrowings of \$26.8 million against our lines of credit. Receivables due in installments, estimated residual values, net investment in service contracts, and investment in rental equipment increased from \$107.5 million at December 31, 2007 to \$162.1 million at December 31, 2008, an increase of \$54.6 million, or 51%. Unearned income increased by \$14 million, or 39.5%, from \$35.4 million at December 31, 2007 to \$49.4 million at December 31, 2008. This increase was due to the \$69 million in originations in 2008, representing a substantial increase over 2007. Net cash provided by operating activities increased by \$12.9 million, or 43%, to \$43.3 million during the year ended December 31, 2008, from the year ended December 31, 2007 because of the increase in originations.

Dealer fundings were \$54.6 million during the year ended December 31, 2007, an increase of \$33.1 million or \$154%, compared to the year ended December 31, 2006. This increase was a result of our continuing effort to increase originations through business development efforts noted above. We funded these contracts using cash provided by operating activities as well net borrowings of \$6.5 million against our lines of credit. Receivables due in installments, estimated residual values, net investment in service contracts, and investment in rental equipment increased from \$52.3 million at December 31, 2006 to \$107.5 million at December 31, 2007, an increase of \$55.2 million, or 105.5%. Unearned income increased by \$21.7 million, or 158.5%, from \$13.7 million at December 31, 2006 to \$35.4 million at December 31, 2007. This increase was due to the \$54.6 million in originations in 2007, representing a substantial increase over 2006. Net cash provided by operating activities increased by \$3.6 million, or 13.3%, to \$30.4 million during the year ended December 31, 2007, from the year ended December 31, 2006 because of the increase in originations.

#### Selected Quarterly Data

The following is a summary of our unaudited quarterly results of operations for 2008 and 2007. This unaudited quarterly information was prepared on the same basis as the audited Consolidated Financial Statements and, in the opinion of our management, reflects all necessary adjustments, consisting only of normal recurring items, necessary for a fair presentation of the information for the periods presented. The quarterly operating results are not necessarily indicative of future results of operations, and you should read them in conjunction with the audited Consolidated Financial Statements and Notes thereto included elsewhere in this Annual Report on Form 10-K.

		2	2008			20	2007		
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	
Revenues:									
Income on leases	\$ 4,940	\$ 5,596	\$ 6,030	\$ 6,529	\$ 2,033	\$ 2,653	\$ 3,406	\$ 4,210	
Rental income	2,752	2,484	2,330	2,263	3,924	3,514	3,268	2,906	
Income on service									
contracts	259	240	221	205	361	329	303	278	
Loss and damage	(00	-	0.40	0.01		450	50.4	500	
waiver fees	688	768	849	931	444	473	524	592	
Service fees and	549	532	632	587	386	330	415	115	
other Interest income	549 60	552 27	23	387	380 323	330 247	415 182	445 125	
Interest income	00	27	25	50	525	247	182	123	
Total revenues	9,248	9,647	10,085	10,545	7,471	7,546	8,098	8,556	
Expenses:									
Selling, general and									
administrative	3,239	3,198	3,260	3,363	3,568	3,158	3,134	2,964	
Provision for credit	2 257	2.000	2 702	5 114	1 500	1 (77	1.010	0 706	
losses	3,357	3,060	3,782	5,114	1,523	1,677	1,919	2,736	
Depreciation and amortization	230	230	245	271	463	347	288	246	
Interest	230 152	230 234	243 310	324	403	13	200 13	240 104	
merest	132	234	510	524	15	15	15	104	
Total expenses	6,978	6,722	7,597	9,072	5,567	5,195	5,354	6,050	
Income before									
provision for income			• 400	4 450	1 00 1			<b>. .</b>	
taxes	2,270	2,925	2,488	1,473	1,904	2,351	2,744	2,506	
Provision for income	712	1.052	005	525	(07	002	0.4.1	772	
taxes	713	1,053	905	535	687	902	941	773	
Net income	\$ 1,557	\$ 1,872	\$ 1,583	\$ 938	\$ 1,217	\$ 1,449	\$ 1,803	\$ 1,733	
Net income per									
Net income per common share basic	c\$ 0.11	\$ 0.13	\$ 0.11	\$ 0.07	\$ 0.09	\$ 0.10	\$ 0.13	\$ 0.12	
common share Dash	0.11	\$ 0.13 0.13	<b>3</b> 0.11 0.11	\$ 0.07 0.07	\$ 0.09 0.09	\$ 0.10 0.10	\$ 0.13 0.13	<sup>5</sup> 0.12 0.12	
	0.11	0.13	0.11	0.07	0.09	0.10	0.15	0.12	

Net income per common share diluted Dividends declared							
per common share	0.05	0.05	0.10	0.05	0.05	0.05	0.05
		25					

### **Exposure to Credit Losses**

The amounts in the table below represent the balance of delinquent receivables on an exposure basis for all leases, rental contracts and service contracts in our portfolio as of December 31, 2008, 2007 and 2006. An exposure basis aging classifies the entire receivable based on the invoice that is the most delinquent. For example, in the case of a rental or service contract, if a receivable is 90 days past due, all amounts billed and unpaid are placed in the over 90 days past due category. In the case of lease receivables, where the minimum contractual obligation of the lessee is booked as a receivable at the inception of the lease, if a receivable is 90 days past due, the entire receivable, including all amounts billed and unpaid as well as the minimum contractual obligation yet to be billed, will be placed in the over 90 days past due category.

	December 31, 2008		December 3 (Dollars in the	,	December 31, 2006		
Current	\$ 110,423	77.3%	\$ 75,528	81.8%	\$ 29,027	71.8%	
31-60 days past due	6,941	4.8	4,565	5.0	1,607	4.0	
61-90 days past due	5,079	3.6	3,016	3.2	825	2.0	
Over 90 days past due	20,438	14.3	9,205	10.0	8,996	22.2	
Receivables due in installments	\$ 142,881	100.0%	\$ 92,314	100.0%	\$ 40,455	100.0%	

### Liquidity and Capital Resources

#### General

Our lease and finance business is capital-intensive and requires access to substantial short-term and long-term credit to fund lease originations. Since our inception, we have funded our operations primarily through borrowings under our credit facilities, on-balance sheet securitizations, the issuance of subordinated debt, free cash flow and the proceeds from our initial public offering completed in February 1999. We will continue to require significant additional capital to maintain and expand our funding of leases and contracts, as well as to fund any future acquisitions of leasing companies or portfolios. In the near term, we expect to finance our business utilizing the cash on hand and our line of credit which matures in August 2010. Additionally, our uses of cash include the payment of interest and principal on borrowings, selling, general and administrative expenses, income taxes, payment of dividends, and capital expenditures.

We generated cash flow from operations of \$43.3 million for the year ended December 31, 2008, \$30.4 million for the year ended December 31, 2007, and \$26.9 million for the year ended December 31, 2006.

Net cash used in investing activities was \$69.5 million for the year ended December 31, 2008, \$55.2 million for the year ended December 31, 2007 and \$22.1 million for the year ended December 31, 2006. Investing activities primarily relate to the origination of leases with investments in lease contracts, direct costs, property, and equipment.

Net cash provided by financing activities was \$24.1 million for the year ended December 31, 2008 and \$3.1 million for the year ended December 31, 2007. Net cash used by financing activities was \$8.9 million for the year ended December 31, 2006. Financing activities includes borrowings from and repayments on our various financing sources. We repaid \$60.7 million during 2008, \$5.1 million during 2007, and \$2.9 million during 2006. In addition, we paid dividends of \$2.8 million in 2008, \$2.8 million in 2007 and \$6.2 million in 2006.

We believe that cash flows from our existing portfolio, cash on hand, available borrowings on the existing credit facility, and additional financing as required will be sufficient to support our operations and lease origination activity in the near term.

#### Borrowings

We utilize our line of credit to fund the origination and acquisition of leases. Borrowings outstanding under our lines of credit consist of the following:

	December 31, 2008				December 31, 2007					
	Amounts Outstanding	Interest Rate	Unused Capacity		Amounts Outstanding s in 000)		Unused Capacity	Maximum Facility Amount		
Revolving credit facility(1	) \$ 33,325	3.25%	\$ 26,675	\$ 60,000	\$ 6,531	7.25%	\$ 23,469	\$ 30,000		

(1) The unused capacity is subject to limitations based on lease eligibility and the borrowing base formula.

On August 2, 2007, we entered into a new three-year \$30 million line of credit with Sovereign based on qualified lease receivables. On July 9, 2008 we entered into an amended agreement to increase our line of credit with Sovereign to \$60 million. The maturity date of the amended agreement is August 2, 2010. Outstanding borrowings are collateralized by eligible lease contracts and a security interest in all of our other assets and, until February 2009, bore interest at Prime or the 90-day London Interbank Offered Rate (LIBOR) plus 2.75%. At December 31, 2008 all of our loans were Prime Rate Loans. The Prime at December 31, 2008 was 3.25%. As of December 31, 2008 the qualified lease receivables eligible under the borrowing base exceeded the \$60 million line of credit. The line of credit has financial covenants that we must comply with to obtain funding and avoid an event of default. As of December 31, 2008, we were in compliance with all covenants under the line of credit.

On February 10, 2009 we entered into an amended agreement to increase our line of credit with Sovereign to \$85 million. Under the amended agreement, outstanding borrowings bear interest at Prime plus 1.75% or LIBOR plus 3.75%, subject in each case to a minimum interest rate of 5%. All other terms of the facility remained the same.

Prior to entering into the Sovereign facility, we had a three-year senior secured revolving line of credit with CIT where we could borrow a maximum of \$30 million based upon qualified lease receivables. Outstanding borrowings bore interest at Prime plus 1.5% for Prime Rate Loans or at LIBOR plus 4.0% for LIBOR loans. As of December 31, 2006, based on lease eligibility and the borrowing base formula, we had \$20.8 million in excess availability on the CIT line of credit. On July 20, 2007, by mutual agreement between CIT and us, we paid off and terminated the CIT line of credit without penalty, and CIT released its security interests and liens.

Prior to obtaining the \$30 million CIT line of credit in September 2004, we had borrowings outstanding under a \$192 million senior credit facility with a group of financial institutions, which failed to renew in September 2002. While cash flows from our portfolio were sufficient to repay borrowings under the \$192 million senior credit facility, we were forced to suspend virtually all contract originations until a new source of liquidity was obtained. As of December 31, 2004, the loan under the \$192 million senior credit facility had been fully repaid.

We have periodically in the past financed our lease and service contracts through securitizations using special purpose entities. When we use this financing alternative, the assets of these special purpose entities were not available to pay our other creditors. However, the special purpose entities were included in our consolidated financial statements under

generally accepted accounting principles. As a result, such assets and the related liabilities remain on our balance sheet and do not receive gain on sale treatment. The amounts borrowed under our securitization agreements were fully repaid as of December 31, 2004 and the special purpose entities associated with these agreements were subsequently dissolved.

### Financial Covenants

Our Sovereign line of credit, like our prior facilities, has financial covenants that must be complied with in order to obtain funding through the facility and to avoid an event of default. These include requirements that we (i) maintain a ratio of our consolidated net earnings before interest, taxes and non-recurring non-cash items, as calculated under the agreement, to our consolidated interest expense of not less than 2:1 as of the end of any fiscal quarter; (ii) maintain consolidated tangible capital base (defined to mean our consolidated tangible net worth, as calculated under the agreement, plus subordinated debt) at minimum levels, which are increased from quarter to

quarter in relation to our net income and any equity capital we receive; (iii) maintain a leverage ratio (defined to mean the ratio of consolidated total liabilities, less subordinated debt, to consolidated tangible net worth, plus subordinated debt) of 3.75:1 during fiscal 2009 and 4:1 during 2010; and (iv) not permit the amount of receivables over 90 days past due to exceed 18.75% of gross lease installments. The line of credit also contains other affirmative and negative covenants, including a restriction on our ability to incur or guaranty indebtedness, dispose of or acquire assets or engage in a merger transaction, or make certain restricted payments. As of December 31, 2008, we believe that we were in compliance with all covenants in our borrowing relationships.

#### **Contractual Obligations and Lease Commitments**

The following table summarizes our contractual cash obligations at December 31, 2008 and the effect such obligations are expected to have on our liquidity and cash flow in future periods (in thousands):

Contractual Obligations		Pa	Payments Due		Payments		Payments		Payments Due	
	Total	Less than 1 Year		Due 1-3 Years		Due 4-5 Years		After 5 Years		
Revolving line of credit Operating lease obligations Capital lease obligations	\$ 33,325 474 132	\$	33,325 237 59	\$	0 237 73	\$	0 0 0	\$	0 0 0	
Total	\$ 33,391	\$	33,621	\$	310	\$	0	\$	0	

#### Contractual Obligations

We have entered into various agreements, such as debt and operating lease agreements that require future payments. During the year ended December 31, 2008 we had net borrowings of \$26.8 million against our line of credit. The \$33.3 million of outstanding borrowings as of December 31, 2008 will be repaid by the daily application of TimePayment receipts to our outstanding balance. Our future minimum lease payments under non-cancelable operating leases are \$237,000 annually for the years 2009 through 2010. Our future minimum lease payments under capital leases are \$59,000, \$59,000 and \$14,000 for the years ended December 31, 2009, 2010 and 2011 respectively.

#### Lease Commitments

We accept lease applications on daily basis and have a pipeline of applications that have been approved, where a lease has not been originated. Our commitment to lend does not become binding until all of the steps in the lease origination process have been completed, including but not limited to the receipt of a complete and accurate lease document, all required supporting information and successful verification with the lessee. Since we fund on the same day a lease is successfully verified, we have no firm outstanding commitments to lend.

#### Market Risk and Financial Instruments

The following discussion about our risk management activities includes forward-looking statements that involve risk and uncertainties. Actual results could differ materially from those projected in the forward-looking statements. In the

#### Table of Contents

normal course of operations, we also face risks that are either non-financial or non-quantifiable. Such risks principally include credit risk and legal risk, and are not represented in the analysis that follows.

The implicit yield on all of our leases and contracts is on a fixed interest rate basis due to the leases and contracts having scheduled payments that are fixed at the time of origination. When we originate or acquire leases or contracts, we base our pricing in part on the spread we expect to achieve between the implicit yield on each lease or contract and the effective interest rate we expect to incur in financing such lease or contract through our credit facility. Increases in interest rates during the term of each lease or contract could narrow or eliminate the spread, or result in a negative spread.

Given the relatively short average life of our leases and contracts, our goal is to maintain a blend of fixed and variable interest rate obligations which limits our interest rate risk. As of December 31, 2008, we have repaid all of

our fixed-rate debt and have \$33.3 million of outstanding variable interest rate obligations under our Sovereign line of credit.

Our Sovereign line of credit bears interest at rates which fluctuate with changes in the Prime or the LIBOR; therefore, our interest expense is sensitive to changes in market interest rates. The effect of a 10% adverse change in market interest rates, sustained for one year, on our interest expense would be immaterial.

We maintain an investment portfolio in accordance with our investment policy guidelines. The primary objectives of the investment guidelines are to preserve capital, maintain sufficient liquidity to meet our operating needs, and to maximize return. We minimize investment risk by limiting the amount invested in any single security and by focusing on conservative investment choices with short terms and high credit quality standards. We do not use derivative financial instruments or invest for speculative trading purposes.

#### **Recently Issued Accounting Pronouncements**

In September 2006, the FASB issued Statement of Financial Accounting Standards No. 157 (SFAS 157), Fair Value Measurements, which defines fair value, establishes guidelines for measuring fair value and expands disclosures regarding fair value measurements. SFAS 157 does not require any new fair value measurements but rather eliminates inconsistencies in guidance found in various prior accounting pronouncements. SFAS 157 is effective for fiscal years beginning after November 15, 2007. Earlier adoption is permitted, provided the company has not yet issued financial statements, including for interim periods, for that fiscal year. The FASB has agreed to defer the effective date of SFAS 157 for all nonfinancial assets and liabilities, except those that are recognized or disclosed at fair value in the financial statements on a recurring basis, for one year. SFAS 157 was adopted by the Company for financial assets and liabilities during the first quarter of fiscal 2008 with no material effect on the Company s financial statements. SFAS 157 will be adopted during the first quarter of 2009 for non-financial assets and liabilities with no material impact on the Company s financial statements anticipated.

In February 2007, the FASB issued Statement of Financial Accounting Standards No. 159 (SFAS 159), The Fair Value Option for Financial Assets and Financial Liabilities. This Statement permits entities to choose to measure many financial instruments and certain other items at fair value that are not currently required to be measured at fair value. The objective is to improve financial reporting by providing entities with the opportunity to mitigate volatility in reported earnings caused by measuring related assets and liabilities differently without having to apply complex hedge accounting provisions. This Statement is expected to expand the use of fair value measurement, which is consistent with the Board s long-term measurement objectives for accounting for financial instruments. This Statement also establishes presentation and disclosure requirements designed to facilitate comparisons between entities that choose different measurement attributes for similar types of assets and liabilities. This Statement does not affect any existing accounting literature that requires certain assets and liabilities to be carried at fair value. This Statement does not establish requirements for recognizing and measuring dividend income, interest income, or interest expense nor does it eliminate disclosure requirements included in other accounting standards, including requirements for disclosures about fair value measurements included in FASB Statements No. 157, Fair Value Measurements, and No. 107, Disclosures about Fair Value of Financial Instruments. This Statement is effective as of the beginning of an entity s first fiscal year that begins after November 15, 2007. SFAS 159 was adopted by the Company during the first quarter of fiscal 2008 but the Company chose not to apply the provisions of SFAS 159 to any assets or liabilities.

In December 2007, the FASB issued SFAS No. 141(R) Business Combinations (SFAS 141R). SFAS 141R establishes principles and requirements for how the acquirer of a business recognizes and measures in its financial statements the identifiable assets acquired, the liabilities assumed, and any non-controlling interest in the acquiree. SFAS 141R also provides guidance for recognizing and measuring the goodwill acquired in the business combination and determines what information to disclose to enable users of the financial statements to evaluate the nature and financial effects of

the business combination. The guidance applies prospectively to business combinations for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after December 15, 2008. An entity may not apply it before that date. The Company believes that this new pronouncement will have an impact on our accounting for future business combinations once adopted, but the effect is dependent upon the acquisitions that are made in the future.

In December 2007, FASB issued SFAS 160, Noncontrolling Interests in Consolidated Financial Statements An Amendment of ARB No. 51. This statement addresses consolidation rules for noncontrolling interests. The objective is to improve the relevance, comparability, and transparency of the financial information that a reporting entity provides in its consolidated financial statements by establishing accounting and reporting standards for the noncontrolling interest in a subsidiary and for the deconsolidation of a subsidiary. It applies to all entities, but will affect only entities that have an outstanding noncontrolling interest in one or more subsidiaries or that deconsolidate a subsidiary. Statement 160 is effective as of the beginning of fiscal years that begin on or after December 15, 2008. We believe the adoption of this standard will not have a material impact on our consolidated financial position or results of operations.

In March 2008, the FASB issued SFAS No. 161, Disclosures about Derivative Instruments and Hedging Activities an amendment of FASB statement No. 133. This statement applies to all derivative instruments and related hedge items accounted for under SFAS No. 133. Entities are required to provide enhanced disclosure requirements for derivative instruments and hedging activities. Entities are required to provide enhanced disclosures about (a) how and why an entity uses derivative instruments, (b) how derivative instruments and related hedge items are accounted for under Statement 133 and its related interpretations, and (c) how derivative instruments and related hedge items affect an entity s financial position, financial performance, and cash flows. SFAS No. 161 is effective for fiscal years and interim periods beginning after November 15, 2008. We believe the adoption of this standard will not have a material impact on our consolidated financial position or results of operations.

In May 2008, the FASB issued SFAS No. 162, The Hierarchy of General Accepted Accounting Principles. This statement identifies the sources of accounting principles and the framework for selecting the principles to be used in the preparations of financial statements of nongovernmental entities that are presented in conformity with GAAP in the United States (the GAAP hierarchy). SFAS No. 162 is effective 60 days following the SEC s approval of the Public Company Accounting Oversight Board amendments to AU Section 411, the Meaning of Present Fairly in Conformity With Generally Accepted Accounting Principles. The FASB Board does not expect this statement will result in a change in current practice.

In June 2007, the FASB ratified Emerging Issues Task Force Issue No. 06-11, Accounting for Income Tax Benefits of Dividends on Share-Based Payment Awards (EITF 06-11), which requires income tax benefits from dividends or dividend equivalents that are charged to retained earnings and are paid to employees for equity classified nonvested shares, nonvested equity share units and outstanding equity share options to be recognized as an increase in additional paid-in capital and to be included in the pool of excess tax benefits available to absorb potential future tax deficiencies on share based payment awards. The adoption of EITF 06-11 becomes effective in 2008 and impacts unvested restricted stock. EITF 06-11 was adopted by the Company for financial assets and liabilities during the first quarter of fiscal 2008 with no material effect on the Company s financial statements.

In June 2008, the FASB issued Staff Position EITF 03-6-1, Determining Whether Instruments Granted in Share-Based Payment Transactions Are Participating Securities (FSP EITF 03-6-1), effective for fiscal years beginning after December 15, 2008. FSP EITF 03-6-1 clarifies that unvested share-based awards that contain nonforfeitable rights to dividends or dividend equivalents (whether paid or unpaid) are participating securities and shall be included in computation of EPS pursuant to the two class method. We believe adoption of this EITF will not have a material impact on our consolidated financial position or results of operations.

In June 2008, the FASB issued Staff Position EITF 07-05, Determining Whether Instrument (or Embedded Feature) is Indexed to an Entity s Own Stock (FSP EITF 07-05), effective for fiscal years beginning after December 15, 2008, and interim periods within those fiscal years. This Issue addresses the determination of whether an in instrument (or an embedded feature) is indexed to an entity s own stock. If an instrument (or an embedded feature) that has the characteristics of a derivative instrument under the relative paragraphs of Statement 133 is indexed to an entity s own

stock, it is still necessary to evaluate whether it is classified in stockholders equity (or would be classified in stockholders equity if it were a freestanding instrument). The guidance in this Issue shall be applied to outstanding instruments as of the beginning of the fiscal year in which this Issue is initially applied. The cumulative effect of the change in accounting principle shall be recognized as an adjustment to the opening balance of retained earnings (or other appropriate components of equity or net assets in the statement of financial position) for that fiscal year, presented separately. However, in circumstances in which a previously bifurcated embedded conversion option

in a convertible debt instrument no longer meets the bifurcation criteria in Statement 133 at initial application of this Issue, the carrying amount of the liability for the conversion option (that is, its fair value on the date of adoption) shall be reclassified to shareholders equity. Any debt discount that was recognized when the conversion option was initially bifurcated from the convertible debt instrument shall continue to be amortized. Earlier application by an entity that has previously adopted an alternative accounting policy is not permitted. We believe adoption of this EITF will not have a material impact on our consolidated financial position or results of operations.

### Item 7A. Quantitative and Qualitative Disclosures About Market Risk

See Item 7, under the caption Market Risk and Financial Instruments.

#### Item 8. Financial Statements and Supplementary Data

Our Financial Statements, together with the related report of our Independent Registered Public Accounting Firm, appear on pages F-1 through F-23 of this Form 10-K.

#### Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

Not applicable.

#### Item 9A. Controls and Procedures

#### Disclosure controls and procedures

As of the end of the period covered by this report, we carried out an evaluation, under the supervision and with the participation of our management, including our Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of our disclosure controls and procedures pursuant to Rule 13a-15 under the Exchange Act. Based upon the evaluation, our Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls and procedures are effective. Disclosure controls and procedures are controls and procedures that are designed to ensure that information required to be disclosed in our reports filed or submitted under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission s rules and forms.

#### Management s Report on Internal Control over Financial Reporting

Our management is responsible for establishing and maintaining adequate internal control over financial reporting, as such term is defined in Rule 13a-15(f) under the Exchange Act. Internal control over financial reporting is defined as a process designed by, or under the supervision of, our executive officers and effected by our board of directors, management and other personnel, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles.

Under the supervision and with the participation of our management, including our executive officers, we assessed as of December 31, 2008, the effectiveness of our internal control over financial reporting. This assessment was based on criteria established in Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission. Based on our assessment using those criteria, our management concluded that our internal control over financial reporting as of December 31, 2008 was effective.

#### Change in Internal Control over Financial Reporting

#### Table of Contents

During the fourth quarter of our fiscal year ended December 31, 2008, no changes were made in our internal control over financial reporting that materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

# Item 9B. Other Information

Not applicable.

# PART III

#### Item 10. Directors, Executive Officers and Corporate Governance

The sections, Section 16(a) Beneficial Ownership Reporting Compliance, Governance of the Corporation and Proposal 1 Election of Directors, included in our proxy statement for the 2009 Special Meeting in Lieu of Annual Meeting of Stockholders to be filed with the Securities and Exchange Commission on or before April 30, 2009, are hereby incorporated by reference.

### Item 11. Executive Compensation

The sections, Compensation Discussion and Analysis, Compensation Committee Report, Compensation of Executive Officers and Compensation of Directors included in our proxy statement for the 2009 Special Meeting in Lieu of Annual Meeting of Stockholders to be filed with the Securities and Exchange Commission on or before April 30, 2009, are hereby incorporated by reference.

#### Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters

The section, Security Ownership of Certain Beneficial Owners and Management, included in our proxy statement for the 2009 Special Meeting in Lieu of Annual Meeting of Stockholders to be filed with the Securities and Exchange Commission on or before April 30, 2009, is hereby incorporated by reference.

The following table summarizes information, as of December 31, 2008, relating to our equity compensation plans pursuant to which grants of options, restricted stock, restricted stock units or other rights to acquire shares may be granted from time to time.

### **Equity Compensation Plan Information**

	Number of Securities	Weighted-Average Exercise Price	Future Issuance Under Equity	
	to be Issued upon Exercise			
	of Outstanding Options, Options,		(Excluding Securities	
Plan Category	Warrants and Rights (a)	Warrants and Rights(2) (b)	Reflected in Column (a)) (c)	
Equity compensation plans approved by security holders(1) Equity compensation plans not approved by security holders	1,442,067	\$ 8.78	969,271	
Total	1,442,067	\$ 8.78	969,271	

- (1) Includes our 1998 Equity Incentive Plan (which was approved by stockholders at the 2001 special meeting of stockholders in lieu of annual meeting) and our 2008 Equity Incentive Plan (which was approved by our stockholders at the 2008 special meeting of stockholders in lieu of annual meeting). The number of securities available for future issuance will be reduced by three for each share of restricted stock or other full share award made to an employee of the Company, and by one for any option granted or for any award made to non-employee directors, under the terms of our 2008 Equity Incentive Plan.
- (2) Weighted average exercise price of outstanding options; excludes restricted stock.

#### Item 13. Certain Relationships and Related Transactions and Director Independence

The sections Governance of the Corporation Certain Relationships and Related Person Transactions and Determination of Director Independence included in our proxy statement for the 2009 Special Meeting in Lieu of

Annual Meeting of Stockholders to be filed with the Securities and Exchange Commission on or before April 30, 2009, are hereby incorporated by reference.

#### Item 14. Principal Accountant Fees and Services

The section Proposal 2 Ratification of the Selection of MicroFinancial s Independent Registered Public Accounting Firm, included in our proxy statement for the 2009 Special Meeting in Lieu of Annual Meeting of Stockholders to be filed with the Securities and Exchange Commission on or before April 30, 2009, is hereby incorporated by reference.

### PART IV

#### Item 15. Exhibits and Financial Statement Schedules

(a) (1) Financial Statements

Our Financial Statements, together with the related report of the Independent Registered Public Accounting Firm, appear at pages F-1 through F-26 of this Form 10-K

(2) None

(3) Exhibits Index

## Exhibit Number

### Description

3.1	Restated Articles of Organization, as amended. Incorporated by reference to the Exhibit with the same exhibit number in the Registrant s Registration Statement on Form S-1 (Registration Statement No. 333-56639) filed with the Securities and Exchange Commission on June 9, 1998.
3.2	Restated Bylaws, as amended. Incorporated by reference to Exhibit 3.2 in the Registrant s Annual Report on Form 10- K filed with the Securities and Exchange Commission on March 28, 2007.
10.1	Warrant Purchase Agreement dated April 14, 2003 among the Company, Fleet National Bank, as agent, and the other Lenders named therein. Incorporated by reference to Exhibit 10.2 in the Registrant s Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on May 15, 2003.
10.2	Form of Warrants to purchase Common Stock of the Company issued April 14, 2003. Incorporated by reference to Exhibit 10.3 in the Registrant s Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on May 15, 2003.
10.3	Co-Sale Agreement dated April 14, 2003 among the Company, Peter R. Bleyleben, Torrence C. Harder, Brian E. Boyle, Richard F. Latour, Alan J. Zakon, and James R. Jackson, Jr., and the Lenders named therein. Incorporated by reference to Exhibit 10.4 in the Registrant s Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on May 15, 2003.
10.4	Registration Rights Agreement dated April 14, 2003 among the Company and the Lenders named therein. Incorporated by reference to Exhibit 10.5 in the Registrant s Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on May 15, 2003.
10.5.1	Commercial Lease, dated November 3, 1998, between Cummings Properties Management, Inc. and MicroFinancial Incorporated. Incorporated by reference to Exhibit 10.25 in the Registrant s Amendment No. 2 to Registration Statement on Form S-1 (Registration Statement No. 333-56639) filed with the Securities and Exchange Commission on January 11, 1999.
10.5.2	Amendment to Lease #1, dated November 3, 1998, between Cummings Properties Management, Inc. and MicroFinancial Incorporated. Incorporated by reference to Exhibit 10.26 in the Registrant s Amendment No. 2 to Registration Statement on Form S-1 (Registration Statement No. 333-56639) filed with the Securities and Exchange Commission on January 11, 1999.
10.5.3	Lease Extension for the facility at 10-M Commerce Way, Woburn, MA dated September 16, 2003 among MicroFinancial Incorporated and Cummings Properties, LLC. Incorporated by reference to Exhibit 10.1 in the Registrant s Quarterly Report on Form 10-Q filed with the Securities and Exchange

Commission on November 14, 2003.

- 10.5.4 Lease Extension #2 for the facility at 10-M Commerce Way, Woburn, MA dated July 15, 2005 among MicroFinancial Incorporated and Cummings Properties, LLC. Incorporated by reference to Exhibit 10.1 in the Registrant s Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on August 12, 2005.
- 10.6.1\* 1998 Equity Incentive Plan. Incorporated by reference to Exhibit 10.12 in the Registrant s Amendment No. 2 to Registration Statement on Form S-1 (Registration Statement No. 333-56639) filed with the Securities and Exchange Commission on January 11, 1999.
- 10.6.2\* Forms of Restricted Stock Agreement grant under 1998 Equity Incentive Plan. Incorporated by reference to Exhibit 10.27 in the Registrant s Annual Report on Form 10-K filed with the Securities and Exchange Commission on March 30, 2004.

Exhibit Number	Description
10.6.3*	Form of incentive stock option agreement under 1998 Equity Incentive Plan. Incorporated by reference to Exhibit 10.6.3 in the Registrant s Annual Report on Form 10-K filed with the Securities and Exchange Commission on March 28, 2007.
10.6.4*	Form of non-qualified stock option agreement under 1998 Equity Incentive Plan. Incorporated by reference to Exhibit 10.6.4 in the Registrant s Annual Report on Form 10-K filed with the Securities and Exchange Commission on March 28, 2007.
10.6.5*	MicroFinancial Incorporated 2008 Equity Incentive Plan. Incorporated by reference to Exhibit 10.1 in the Registrant s Form 8-K filed with the Securities and Exchange Commission on May 16, 2008.
10.7*	Second Amended and Restated Employment Agreement between the Company and Peter R. Bleyleben dated July 15, 2005. Incorporated by reference to Exhibit 10.2 in the Registrant s Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on August 12, 2005.
10.8.1*	Amended and Restated Employment Agreement between the Company and Richard F. Latour dated March 15, 2004. Incorporated by reference to Exhibit 10.8 in the Registrant s Annual Report on Form 10-K filed with the Securities and Exchange Commission on March 28, 2007.
10.8.2*	Amendment to Employment Agreement between the Company and Richard F. Latour dated December 24, 2008.
10.9.1*	Employment Agreement between the Company and James R. Jackson, Jr. dated May 4, 2005. Incorporated by reference to Exhibit 10.3 in the Registrant s Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on August 12, 2005.
10.9.2*	Amendment to Employment Agreement between the Company and James R. Jackson dated December 24, 2008.
10.10.1*	Employment Agreement between the Company and Stephen Constantino dated May 4, 2005. Incorporated by reference to Exhibit 10.4 in the Registrant s Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on August 12, 2005.
10.10.2*	Amendment to Employment Agreement between the Company and Stephen Constantino dated December 24, 2008.
10.11.1*	Employment Agreement between the Company and Steven LaCreta dated May 4, 2005. Incorporated by reference to Exhibit 10.5 in the Registrant s Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on August 12, 2005.
10.11.2*	Amendment to Employment Agreement between the Company and Steven LaCreta dated December 24, 2008.
10.12	Registration Rights Agreement dated June 10, 2004 by and among MicroFinancial Incorporated, Acorn Capital Group, LLC and Ampac Capital Solutions, LLC. Incorporated by reference to Exhibit 10.12 of the Registrant s Form 8-K filed on June 15, 2004.
10.13	Registration Rights Agreement dated as of September 29, 2004, by and between MicroFinancial Incorporated and The CIT Group/Commercial Services, Inc., as Holder. Incorporated by reference to Exhibit 10.10 of the Registrant s Form 8-K filed on October 4, 2004.
10.14.1	Credit Agreement dated August 2, 2007. Incorporated by reference to Exhibit 10.1 of the Registrant s Form 8-K filed on August 8, 2007.
10.14.2	Unlimited Guaranty of Registrant dated August 2, 2007. Incorporated by reference to Exhibit 10.2 of the Registrant s Form 8-K filed on August 8, 2007.
10.14.3	Unlimited Guaranty of Leasecomm dated August 2, 2007. Incorporated by reference to Exhibit 10.3 of the Registrant s Form 8-K filed on August 8, 2007.
10.14.4	Security Agreement between Borrower and Agent dated August 2, 2007. Incorporated by reference to Exhibit 10.4 of the Registrant s Form 8-K filed on August 8, 2007.

- 10.14.5 Security Agreement between Registrant and Agent dated August 2, 2007. Incorporated by reference to Exhibit 10.5 of the Registrant s Form 8-K filed on August 8, 2007.
- 10.14.6 Security Agreement between Leasecomm and Agent dated August 2, 2007. Incorporated by reference to Exhibit 10.6 of the Registrant s Form 8-K filed on August 8, 2007.

Exhibit	
Number	Description
10.14.7	Trademark Security Agreement and License dated August 2, 2007 by Borrower. Incorporated by reference to Exhibit 10.7 of the Registrant s Form 8-K filed on August 8, 2007.
10.14.8	Trademark Security Agreement and License dated August 2, 2007 by Registrant. Incorporated by reference to Exhibit 10.8 of the Registrant s Form 8-K filed on August 8, 2007.
10.14.9	Trademark Security Agreement and License dated August 2, 2007 by Leasecomm. Incorporated by reference to Exhibit 10.9 of the Registrant s Form 8-K filed on August 8, 2007.
10.14.10	Pledge Agreement of Registrant dated August 2, 2007. Incorporated by reference to Exhibit 10.10 of the Registrant s Form 8-K filed on August 8, 2007.
10.14.11	Amended and Restated Credit Agreement dated July 9, 2008. Incorporated by reference to Exhibit 10.10 of the Registrant s Form 8-K filed on July 15, 2008.
10.14.12	Agreement and Amendment No. 1 to Amended and Restated Credit Agreement dated February 10, 2009. Incorporated by reference to Exhibit 10.1 of the Registrant s Form 8-K filed on February 17, 2009).
10.14.13	Additional Lender Supplement dated February 10, 2009 (incorporated by reference to Exhibit 10.2 of the Registrant s Form 8-K filed on February 17, 2009.
10.14.14	Commitment Increase Supplement dated February 10, 2009. Incorporated by reference to Exhibit 10.3 of the Registrant s Form 8-K filed on February 17, 2009.
10.14.15	Sovereign Note dated July 9, 2008.
10.14.16	TD Banknorth Note dated July 9, 2008.
10.14.17	Commerce Bank & Trust Company Note dated February 10, 2009.
10.14.18	Danversbank Note dated February 10, 2009.
10.14.19	Wells Fargo Bank Note dated February 10, 2009.
10.15*	Compensatory Arrangements for Non-Employee Directors.
21.1	Subsidiaries of Registrant.
23.1	Consent of Vitale, Caturano & Company, P.C.
31.1	Certification of Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
31.2	Certification of Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
32.1	Certification of Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
32.2	Certification of Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

Filed herewith.

\* Management contract or compensatory plan or arrangement required to be filed as an exhibit pursuant to Item 14(c) of this Report.

(b) See (a) (3) above.

(c) None.

#### SIGNATURES

Pursuant to the requirements of Section 13 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.

MicroFinancial Incorporated

By: /s/ Richard F. Latour *President and Chief Executive Officer* 

*By:* /s/ James R. Jackson Jr. *Vice President and Chief Financial Officer* 

Date: March 31, 2009

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the Registrant and in the capacities and on the dates indicated.

Signature	Title	Date	
/s/ Peter R. Bleyleben	Chairman of the Board of Directors	March 31, 2009	
Peter R. Bleyleben			
/s/ Richard F. Latour	President, Chief Executive Officer, Treasurer, Clerk, Secretary and Director	March 31, 2009	
Richard F. Latour	Clerk, Secretary and Director		
/s/ James R. Jackson Jr.	Vice President and Chief Financial Officer	March 31, 2009	
James R. Jackson Jr.			
/s/ Brian E. Boyle	Director	March 31, 2009	
Brian E. Boyle			
/s/ John W. Everets	Director	March 31, 2009	
John W. Everets			
/s/ Torrence C. Harder	Director	March 31, 2009	
Torrence C. Harder			
/s/ Fritz Von Mering	Director	March 31, 2009	

1 0000
31, 2009

# MICROFINANCIAL INCORPORATED

# INDEX TO CONSOLIDATED FINANCIAL STATEMENTS

Report of Independent Registered Public Accounting Firm	F-2
Financial Statements	
Consolidated Balance Sheets as of December 31, 2008 and 2007	F-3
Consolidated Statements of Operations for the Years Ended December 31, 2008, 2007 and 2006	F-4
Consolidated Statements of Stockholders Equity for the Years Ended December 31, 2008, 2007 and 2006	F-5
Consolidated Statements of Cash Flows for the Years Ended December 31, 2008, 2007 and 2006	F-6
Notes to Consolidated Financial Statements	F-7

F-1

#### **REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

To the Board of Directors and Stockholders of MicroFinancial Incorporated:

We have audited the accompanying consolidated balance sheets of MicroFinancial Incorporated and its subsidiaries (the Company ) as of December 31, 2008 and 2007, and the related consolidated statements of operations, stockholders equity and cash flows for the years ended December 31, 2008, 2007 and 2006. These consolidated financial statements are the responsibility of the Company s management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. The Company was not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. Our audit included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company s internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Company as of December 31, 2008 and 2007, and the results of its operations, changes in stockholder s equity and its cash flows for the years ended December 31, 2008, 2007 and 2006 in conformity with accounting principles generally accepted in the United States of America.

/s/ Vitale, Caturano & Company, P.C.

Boston, MA March 31, 2009

F-2

# MICROFINANCIAL INCORPORATED

### **CONSOLIDATED BALANCE SHEETS**

	December 31, 2008 2007 (In thousands, except share and per share data)		
ASSETS			
Cash and cash equivalents	\$ 5,047	\$	7,080
Restricted cash	528		561
Net investment in leases:			
Receivables due in installments	142,881		92,314
Estimated residual value	15,257		9,814
Initial direct costs	1,211		729
Less:			
Advance lease payments and deposits	(982)		(219)
Unearned income	(49,384)		(35,369)
Allowance for credit losses	(11,722)		(5,722)
Net investment in leases	97,261		61,547
Investment in service contracts, net	32		203
Investment in rental contracts, net	240		106
Property and equipment, net	759		782
Other assets	983		703
Total assets	\$ 104,850	\$	70,982
LIABILITIES AND STOCKHOLDERS EQUITY			
Revolving line of credit	\$ 33,325	\$	6,531
Accounts payable	1,648		1,350
Capital lease obligation	125		
Dividends payable	702		698
Other liabilities	1,308		801
Income taxes payable	8		228
Deferred income taxes	3,396		546
Total liabilities	40,512		10,154
Commitments and contingencies Stockholders equity: Preferred stock, \$.01 par value; 5,000,000 shares authorized; no shares issued at December 31, 2008 and 2007			
Common stock, \$.01 par value; 25,000,000 shares authorized; 14,038,257 and 13,960,778 shares issued and outstanding at December 31, 2008 and 2007, respectively	140		140

Additional paid-in capital Retained earnings	45,774 18,424	45,412 15,276
Total stockholders equity	64,338	60,828
Total liabilities and stockholders equity	\$ 104,850	\$ 70,982

The accompanying notes are an integral part of the consolidated financial statements.

# MICROFINANCIAL INCORPORATED

# CONSOLIDATED STATEMENTS OF OPERATIONS

	Year Ended December 31,							
	2008			2007	,	2006		
	(In thousands, except share and				d per share data)			
D								
Revenues:	\$	22.005	¢	12 202	\$	2 017		
Income on financing leases Rental income	Ф	23,095 9,829	\$	12,302 13,612	Ф	3,917 20,897		
Income on service contracts		9,829 925		13,012		1,870		
Loss and damage waiver fees		3,236		2,033		1,895		
Service fees and other		2,300		1,576		2,448		
Interest income		140		877		1,415		
Total revenues		39,525		31,671		32,442		
Expenses:								
Selling, general and administrative		13,060		12,824		14,499		
Provision for credit losses		15,313		7,855		6,985		
Depreciation and amortization		976		1,344		5,326		
Interest		1,020		1,344		162		
Interest		1,020		143		102		
Total expenses		30,369		22,166		26,972		
Income before provision for income taxes		9,156		9,505		5,470		
Provision for income taxes		3,206		3,303		1,555		
Net income	\$	5,950	\$	6,202	\$	3,915		
Net income (loss) per common share basic	\$	0.42	\$	0.45	\$	0.28		
Net income (loss) per common share diluted	\$	0.42	\$	0.44	\$	0.28		
Weighted average shares outstanding basic		14,002,045		13,922,974		13,791,403		
Weighted average shares outstanding diluted		14,204,105		14,149,634		13,958,759		
	¢		ሰ	0.00				
Dividends declared per common share	\$	0.20	\$	0.20	\$	0.20		

The accompanying notes are an integral part of the consolidated financial statements.

# MICROFINANCIAL INCORPORATED

# CONSOLIDATED STATEMENTS OF STOCKHOLDERS EQUITY Years Ended December 31, 2006, 2007 and 2008

	Common S Shares	Additional Stock Paid-In Retained Amount Capital Earnings (In thousands, except share data)			d-In Retained pital Earnings			Total ckholders Equity
Balance at December 31, 2005 Warrant exercises	13,713,899 13,983	\$ 13	7 3	\$ 43,839	\$	10,711	\$	54,687
Stock issued for deferred compensation	56,141		l	199				200
Restricted stock granted	16,169		L	51				51
Stock-based compensation	10,109			10				10
Amortization of unearned compensation Common stock dividends (\$0.20 per	11,250			37				37
share)						(2,764)		(2,764)
Net income						3,915		3,915
Balance at December 31, 2006	13,811,442	13	3	44,136		11,862		56,136
Warrant exercises	125,000		l	319				320
Purchase and retirement of shares	(75,000)	(	l)	(398)				(399)
Stock issued for deferred compensation	77,654		2	307				309
Restricted stock granted	11,682			72				72
Stock-based compensation				12				12
Amortization of unearned compensation Conversion of share-based liability awards	10,000			32				32
to equity awards Common stock dividends (\$0.20 per				932				932
share)						(2,788)		(2,788)
Net income						6,202		6,202
Balance at December 31, 2007	13,960,778	14	)	45,412		15,276		60,828
Stock options exercised	17,500			28				28
Stock issued for deferred compensation	53,729			241				241
Stock-based compensation				74				74
Amortization of unearned compensation Common stock dividends (\$0.20 per	6,250			19				19
share)						(2,802)		(2,802)
Net income						5,950		5,950
Balance at December 31, 2008	14,038,257	\$ 14	) :	\$ 45,774	\$	18,424	\$	64,338

The accompanying notes are an integral part of the consolidated financial statements.

# MICROFINANCIAL INCORPORATED

# CONSOLIDATED STATEMENTS OF CASH FLOWS

	Year Ended Decembe 2008 2007				oer	31, 2006
		(	In	thousands	)	
Cash flows from operating activities:						
Cash received from customers	\$ :	59,330	\$	42,553	\$	39,790
Cash paid to suppliers and employees	(	14,564)		(12,653)		(13,762)
Cash paid for income taxes		(576)		(230)		(453)
Interest paid		(1,020)		(107)		(120)
Interest received		140		877		1,415
Net cash provided by operating activities	4	43,310		30,440		26,870
Cash flows from investing activities:						
Investment in lease contracts	(	68,007)		(54,035)		(21,498)
Investment in direct costs		(1,156)		(761)		(345)
Investment in property and equipment		(360)		(407)		(271)
Net cash used in investing activities	(	69,523)		(55,203)		(22,114)
Cash flows from financing activities:						
Proceeds from secured debt	:	87,541		11,685		179
Repayment of secured debt	(	60,747)		(5,159)		(335)
Decrease (increase) in restricted cash		33		(561)		
Repayment of subordinated debt						(2,602)
Capital leases obligations		163				
Repayment of capital leases		(38)				
Proceeds from exercise of common stock warrants				41		
Purchase and retirement of common stock warrants				(120)		
Proceeds from the sale of capital stock		28				
Payment of dividends		(2,800)		(2,780)		(6,187)
Net cash provided by (used in) financing activities	,	24,180		3,106		(8,945)
Net change in cash and cash equivalents		(2,033)		(21,657)		(4,189)
Cash and cash equivalents, beginning		7,080		28,737		32,926
Cash and cash equivalents, ending	\$	5,047	\$	7,080	\$	28,737
Reconciliation of net income (loss) to net cash provided by operating activitites:						
	\$	5,950	\$	6,202	\$	3,915
Adjustments to reconcile net income to net cash provided by operating activities:	¥	5,550	Ψ	0,202	Ψ	5,715

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Amortization of unearned income, net of initial direct costs	(23,095)	(12,302)	(3,917)
Depreciation and amortization	976	1,344	5,326
Provision for credit losses	15,313	7,855	6,985
Recovery of equipment cost and residual value	40,549	22,909	12,309
Stock-based compensation expense	334	549	292
Non-cash interest expense		37	46
Increase in deferred income taxes payable	2,850	3,636	1,792
Changes in assets and liabilities:			
Deferred income taxes	(220)	(513)	310
Decrease (increase) in other assets	(280)	(87)	678
Increase (decrease) in accounts payable	426	691	(61)
Increase (decrease) in other liabilities	507	119	(805)
Net cash provided by operating activities	\$ 43,310	\$ 30,440	\$ 26,870
Supplemental disclosure of non-cash activities:			
Fair value of stock issued for compensation	\$ 241	\$ 381	\$ 251
Conversion of share-based liability awards to equity awards		932	

The accompanying notes are an integral part of the consolidated financial statements.

# MICROFINANCIAL INCORPORATED

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Tables in thousands, except share and per share data)

## A. Nature of Business

MicroFinancial Incorporated (referred to as MicroFinancial, we, us or our) operates primarily through its wholly-owned subsidiaries, TimePayment Corp. and Leasecomm Corporation. TimePayment is a specialized commercial finance company that leases and rents microticket equipment and provides other financing services. The average amount financed by TimePayment during 2008 was approximately \$5,500 while Leasecomm historically financed contracts of approximately \$1,900. We primarily source our originations through a nationwide network of independent equipment vendors, sales organizations and other dealer-based origination networks. We fund our operations through cash provided by operating activities and borrowings under our line of credit.

#### **B.** Summary of Significant Accounting Policies

#### **Basis of Presentation**

The consolidated financial statements include the accounts of MicroFinancial and its wholly owned subsidiaries. Intercompany accounts and transactions have been eliminated in consolidation. We operate in one principal business segment, the leasing and renting of equipment and other financing services.

#### Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amount 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 reported period. Significant areas requiring the use of management estimates are revenue recognition, the allowance for credit losses, share-based payments and income taxes. Actual results could differ from those estimates.

#### Cash and Cash Equivalents

We consider all highly liquid instruments purchased with original maturities of less than three months to be cash equivalents. Cash equivalents consist principally of overnight investments, collateralized repurchase agreements, commercial paper, certificates of deposit and US government and agency securities. As of December 31, 2008 our cash equivalents consisted of certificates of deposit.

## Restricted Cash

As part of our line of credit under the securitization agreements, we collected cash receipts for financing contracts that had been pledged to pay down the line of credit. Under the Sovereign line of credit agreement the TimePayment receipts are posted to a collateralization account which gives rise to their restricted nature.

#### Leases and Revenue Recognition

Our lease contracts are accounted for as financing leases. At origination, we record the gross lease receivable, the estimated residual value of the leased equipment, initial direct costs incurred and the unearned lease income. Unearned

## Table of Contents

lease income is the amount by which the gross lease receivable plus the estimated residual value exceeds the cost of the equipment. Unearned lease income and initial direct costs incurred are amortized over the related lease term using the interest method. Amortization of unearned lease income and initial direct costs is suspended if, in our opinion, full payment of the contractual amount due under the lease agreement is doubtful. In conjunction with the origination of leases, we may retain a residual interest in the underlying equipment upon termination of the lease. The value of such interest is estimated at inception of the lease and evaluated periodically for impairment. At the end of the lease term, the lessee has the option to buy the equipment at the fair market value, return the equipment or continue to rent the equipment on a month-to-month basis. If the lessee continues to rent the

## MICROFINANCIAL INCORPORATED

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

equipment, we record our investment in the rental contract at its estimated residual value. Rental revenue and depreciation are recognized based on the methodology described below. Other revenues such as loss and damage waiver fees and service fees relating to the leases and contracts are recognized as they are earned.

## Allowance for Credit Losses

We maintain an allowance for credit losses on our investment in leases, service contracts and rental contracts at an amount that we believe is sufficient to provide adequate protection against losses on our portfolio. Given the nature of the microticket market and the individual size of each transaction, the business does not warrant the creation of a formal credit review committee to review individual transactions. As a result of approving a wide range of credits, we experience a relatively high level of delinquency and write-offs in our portfolio. We periodically review the credit scoring and approval process to ensure that the automated system is making appropriate credit decisions. Given the nature of the microticket market and the individual size of each transaction, we do not evaluate transactions individually for the purpose of determining the adequacy of the allowance for credit losses. Contracts in our portfolio are not re-graded subsequent to the initial extension of credit and the allowance is not allocated to specific contracts. Rather, we view the contracts as having common characteristics and we maintain a general allowance against our entire portfolio utilizing historical collection statistics and an assessment of current credit risk in the portfolio as the basis for the amount.

We have adopted a consistent, systematic procedure for establishing and maintaining an appropriate allowance for credit losses for our microticket transactions. We estimate the likelihood of credit losses net of recoveries in the portfolio at each reporting period based upon a combination of the lessee s bureau reported credit score at lease inception and the current delinquency status of the account. In addition to these elements, we also consider other relevant factors including general economic trends, trends in delinquencies and credit losses, static pool analysis of our portfolio, trends in recoveries made on charged off accounts, and other relevant factors which might affect the performance of our portfolio. This combination of historical experience, credit scores, delinquency levels, trends in credit losses, and the review of current factors provide the basis for our analysis of the adequacy of the allowance for credit losses. We take charge-offs against our receivables when such receivables are deemed uncollectible. In general a receivable is deemed uncollectible when it is 360 days past due where no contract has been made with the lessee for 12 months or, if earlier, when other adverse events occur with respect to an account. Historically, the typical monthly payment under our microticket leases has been small and as a result, our experience is that lessees will pay past due amounts later in the process because of the small amount necessary to bring an account current.

## Investment in Service Contracts

Our investments in cancelable service contracts are recorded at cost and amortized over the expected life of the contract. Income on service contracts from monthly billings is recognized as the related services are provided.

At December 31, 2008 and 2007, our investment in service contracts consisted of the following:

December 31, 2008 2007

Investment in service contracts Less accumulated amortization	\$ 1,819 (1,787)	2,482 (2,279)
Investment in service contracts, net	\$ 32	\$ 203

Amortization expense on service contracts totaled \$178,000, \$369,000 and \$1,016,000 for the years ended December 31, 2008, 2007 and 2006, respectively. Upon retirement or other disposition, the cost and related accumulated amortization are removed from the accounts and any resulting gain or loss is reflected in income. We periodically evaluate whether events or circumstances have occurred that may affect the estimated useful life or recoverability of our investment in service contracts.

# MICROFINANCIAL INCORPORATED

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### Investment in Rental Contracts

Our investment in rental contracts is either recorded at estimated residual value for converted leases and depreciated using the straight-line method over a period of twelve months or at the acquisition cost and depreciated using the straight line method over an estimated life of three years. Rental equipment consists of low-priced commercial equipment, including point-of-sale authorization systems and a wide variety of other equipment with similar characteristics.

At December 31, 2008 and 2007, our investment in rental contracts consisted of the following:

		December 31,				
	2	008	2007			
Investment in rental contracts Less accumulated depreciation		4,020 \$ (3,780)	5,198 (5,092)			
Investment in rental contracts, net	\$	240 \$	106			

Depreciation expense on rental contracts totaled \$415,000, \$695,000 and \$4,108,000 for the years ended December 31, 2008, 2007 and 2006, respectively. Upon retirement or other disposition, the cost and related accumulated depreciation are removed from the accounts and any resulting gain or loss is reflected in income. We periodically evaluate whether events or circumstances have occurred that may affect the estimated useful life or recoverability of the investment in rental contracts.

#### Property and Equipment

Office and computer equipment are recorded at cost and depreciated using the straight-line method over estimated lives of three to five years. Leasehold improvements are amortized over the shorter of the life of the lease or the estimated life of the improvement. Upon retirement or other disposition, the cost and related accumulated depreciation of the assets are removed from the accounts and any resulting gain or loss is reflected in income.

## Fair Value of Financial Instruments

For financial instruments including cash and cash equivalents, restricted cash, net investment in leases, accounts payable, line of credit, and other liabilities, we believe that the carrying amount approximates fair value. The fair value of the revolving line of credit is calculated based on incremental borrowing rates currently available on loans with similar terms and maturities. The fair value of the Company s revolving line of credit at December 31, 2008 exceeded its carrying value by approximately \$470,000.

Debt Issue Costs

Costs incurred in securing financing are capitalized in other assets and amortized over the term of the financing. We incurred amortization expenses of \$195,000, \$345,000, and \$387,000 for the years ended December 31, 2008 through 2006, respectively.

## Income Taxes

Deferred income taxes are determined under the asset/liability method. Differences between the financial statement and tax bases of assets and liabilities are measured using the currently enacted tax rates expected to be in effect when these differences reverse. Deferred tax expense is the result of changes in the liability for deferred taxes. The principal differences between assets and liabilities for financial statement and tax return purposes are the treatment of leased assets, accumulated depreciation and provisions for credit losses. The deferred tax liability is reduced by loss carry-forwards and alternative minimum tax credits available to reduce future income taxes. In

# MICROFINANCIAL INCORPORATED

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

addition, management must assess the likelihood that deferred tax assets will be recovered from future taxable income or tax carry-back availability and determine the need for a valuation allowance.

Effective January 1, 2007, we adopted the provisions of FASB Interpretation No. 48 (FIN 48), Accounting for Uncertainty in Income Taxes An Interpretation of FASB Statement No. 109. The adoption of FIN 48 did not have a material effect on our consolidated financial position or results of operations. We account for interest and penalties related to uncertain tax positions as part of our provision for federal and state income taxes.

#### Net Income Per Common Share

Basic net income per common share is computed based on the weighted-average number of common shares outstanding during the period. Diluted net income per common share gives effect to all potentially dilutive common shares outstanding during the period. The computation of diluted net income per share does not assume the issuance of common shares that have an antidilutive effect on net income per common share. At December 31, 2008, 1,292,067 options were excluded from the computation of diluted net income per share because their effect was antidilutive. At December 31, 2007, 1,115,188 options were excluded from the computation of diluted net income per share because their effect was antidilutive. At December 31, 2007, 1,115,188 options were excluded from the computation of diluted net income per share because their effect was antidilutive. At December 31, 2006, 1,075,000 options and 175,000 warrants were excluded from the computation of diluted net loss per share because their effect was antidilutive.

	Year Ended December 31,													
		2008		2007		2006								
Net income	\$	5,950	\$	6,202	\$	3,915								
Weighted-average shares outstanding used in computation of net income per share basic Dilutive effect of options, warrants and restricted stock	1	4,002,045 202,060	1	3,922,974 226,660		13,791,403 167,356								
Shares used in computation of net income per common share assuming dilution	14,204,105		14,204,105		14,204,105		14,204,105		14,204,105		14,149,634			13,958,759
Net income per common share basic	\$	.42	\$	.45	\$	.28								
Net income per common share diluted	\$	.42	\$	.44	\$	.28								

## Stock-Based Employee Compensation

Effective January 1, 2005, we adopted the fair value recognition provisions of Statement of Financial Accounting Standards (SFAS) No. 123(R), *Share-Based Payment*. SFAS 123(R) requires us to recognize the compensation cost related to share-based payment transactions with employees in the financial statements. The compensation cost is measured based upon the fair value of the instrument issued. Share-based compensation transactions with employees covered by SFAS 123(R) include share options, restricted share plans, performance-based awards, share appreciation

rights, and employee share purchase plans. Under the modified prospective method of adoption, compensation cost was recognized beginning with the year ended December 31, 2005 for stock based compensation. The modified prospective application transition method requires the application of this standard to:

All new awards issued after the effective date;

All modifications, repurchases or cancellations of existing awards after the effective date; and

Unvested awards at the effective date.

# MICROFINANCIAL INCORPORATED

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

For unvested awards, the compensation cost related to the remaining required service period that was not rendered upon the adoption date was determined based on the compensation cost calculated for either recognition or pro forma disclosure under SFAS 123.

#### **Recent Accounting Pronouncements**

In September 2006, the FASB issued Statement of Financial Accounting Standards No. 157 (SFAS 157), Fair Value Measurements, which defines fair value, establishes guidelines for measuring fair value and expands disclosures regarding fair value measurements. SFAS 157 does not require any new fair value measurements but rather eliminates inconsistencies in guidance found in various prior accounting pronouncements. SFAS 157 is effective for fiscal years beginning after November 15, 2007. Earlier adoption is permitted, provided the company has not yet issued financial statements, including for interim periods, for that fiscal year. The FASB has agreed to defer the effective date of SFAS 157 for all nonfinancial assets and liabilities, except those that are recognized or disclosed at fair value in the financial statements on a recurring basis, for one year. SFAS 157 was adopted by the Company for financial assets and liabilities during the first quarter of fiscal 2008 with no material effect on the Company s financial statements. SFAS 157 will be adopted during the first quarter of 2009 for non-financial assets and liabilities with no material impact on the Company s financial statements anticipated.

In February 2007, the FASB issued Statement of Financial Accounting Standards No. 159 (SFAS 159), The Fair Value Option for Financial Assets and Financial Liabilities. This Statement permits entities to choose to measure many financial instruments and certain other items at fair value that are not currently required to be measured at fair value. The objective is to improve financial reporting by providing entities with the opportunity to mitigate volatility in reported earnings caused by measuring related assets and liabilities differently without having to apply complex hedge accounting provisions. This Statement is expected to expand the use of fair value measurement, which is consistent with the Board s long-term measurement objectives for accounting for financial instruments. This Statement also establishes presentation and disclosure requirements designed to facilitate comparisons between entities that choose different measurement attributes for similar types of assets and liabilities. This Statement does not affect any existing accounting literature that requires certain assets and liabilities to be carried at fair value. This Statement does not establish requirements for recognizing and measuring dividend income, interest income, or interest expense nor does it eliminate disclosure requirements included in other accounting standards, including requirements for disclosures about fair value measurements included in FASB Statements No. 157, Fair Value Measurements, and No. 107. Disclosures about Fair Value of Financial Instruments. This Statement is effective as of the beginning of an entity s first fiscal year that begins after November 15, 2007. SFAS 159 was adopted by the Company during the first quarter of fiscal 2008 but the Company chose not to apply the provisions of SFAS 159 to any assets or liabilities.

In December 2007, the FASB issued SFAS No. 141(R) Business Combinations (SFAS 141R). SFAS 141R establishes principles and requirements for how the acquirer of a business recognizes and measures in its financial statements the identifiable assets acquired, the liabilities assumed, and any non-controlling interest in the acquiree. SFAS 141R also provides guidance for recognizing and measuring the goodwill acquired in the business combination and determines what information to disclose to enable users of the financial statements to evaluate the nature and financial effects of the business combination. The guidance applies prospectively to business combinations for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after December 15, 2008. An entity may not apply it before that date. The Company believes that this new pronouncement will have an impact on our

accounting for future business combinations once adopted, but the effect is dependent upon the acquisitions that are made in the future.

In December 2007, FASB issued SFAS 160, Noncontrolling Interests in Consolidated Financial Statements An Amendment of ARB No. 51. This statement addresses consolidation rules for noncontrolling interests. The objective is to improve the relevance, comparability, and transparency of the financial information that a reporting entity provides in its consolidated financial statements by establishing accounting and reporting standards for the

# MICROFINANCIAL INCORPORATED

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

noncontrolling interest in a subsidiary and for the deconsolidation of a subsidiary. It applies to all entities, but will affect only entities that have an outstanding noncontrolling interest in one or more subsidiaries or that deconsolidate a subsidiary. Statement 160 is effective as of the beginning of fiscal years that begin on or after December 15, 2008. We believe the adoption of this standard will not have a material impact on our consolidated financial position or results of operations.

In March 2008, the FASB issued SFAS No. 161, Disclosures about Derivative Instruments and Hedging Activities an amendment of FASB statement No. 133. This statement applies to all derivative instruments and related hedge items accounted for under SFAS No. 133. Entities are required to provide enhanced disclosure requirements for derivative instruments and hedging activities. Entities are required to provide enhanced disclosures about (a) how and why an entity uses derivative instruments, (b) how derivative instruments and related hedge items are accounted for under Statement 133 and its related interpretations, and (c) how derivative instruments and related hedge items affect an entity s financial position, financial performance, and cash flows. SFAS No. 161 is effective for fiscal years and interim periods beginning after November 15, 2008. We believe the adoption of this standard will not have a material impact on our consolidated financial position or results of operations.

In May 2008, the FASB issued SFAS No. 162, The Hierarchy of General Accepted Accounting Principles. This statement identifies the sources of accounting principles and the framework for selecting the principles to be used in the preparations of financial statements of nongovernmental entities that are presented in conformity with GAAP in the United States (the GAAP hierarchy). SFAS No. 162 is effective 60 days following the SEC s approval of the Public Company Accounting Oversight Board amendments to AU Section 411, the Meaning of Present Fairly in Conformity With Generally Accepted Accounting Principles. The FASB Board does not expect this statement will result in a change in current practice.

In June 2007, the FASB ratified Emerging Issues Task Force Issue No. 06-11, Accounting for Income Tax Benefits of Dividends on Share-Based Payment Awards (EITF 06-11), which requires income tax benefits from dividends or dividend equivalents that are charged to retained earnings and are paid to employees for equity classified nonvested shares, nonvested equity share units and outstanding equity share options to be recognized as an increase in additional paid-in capital and to be included in the pool of excess tax benefits available to absorb potential future tax deficiencies on share based payment awards. The adoption of EITF 06-11 becomes effective in 2008 and impacts unvested restricted stock. EITF 06-11 was adopted by the Company for financial assets and liabilities during the first quarter of fiscal 2008 with no material effect on the Company s financial statements.

In June 2008, the FASB issued Staff Position EITF 03-6-1, Determining Whether Instruments Granted in Share-Based Payment Transactions Are Participating Securities (FSP EITF 03-6-1), effective for fiscal years beginning after December 15, 2008. FSP EITF 03-6-1 clarifies that unvested share-based awards that contain nonforfeitable rights to dividends or dividend equivalents (whether paid or unpaid) are participating securities and shall be included in computation of EPS pursuant to the two class method. We believe adoption of this EITF will not have a material impact on our consolidated financial position or results of operations.

In June 2008, the FASB issued Staff Position EITF 07-05, Determining Whether an Instrument (or Embedded Feature) is Indexed to an Entity s Own Stock (FSP EITF 07-05), effective for fiscal years beginning after December 15, 2008, and interim periods within those fiscal years. This Issue addresses the determination of whether an in instrument (or an embedded feature) is indexed to an entity s own stock. If an instrument (or an embedded

feature) that has the characteristics of a derivative instrument under the relative paragraphs of Statement 133 is indexed to an entity s own stock, it is still necessary to evaluate whether it is classified in stockholders equity (or would be classified in stockholders equity if it were a freestanding instrument). The guidance in this Issue shall be applied to outstanding instruments as of the beginning of the fiscal year in which this Issue is initially applied. The cumulative effect of the change in accounting principle shall be recognized as an adjustment to the opening balance of retained earnings (or other appropriate components of equity or net assets in the statement of financial position) for that fiscal year, presented separately. However, in circumstances in which a previously bifurcated embedded conversion option in a convertible debt instrument no longer meets the bifurcation criteria in Statement 133 at initial

# MICROFINANCIAL INCORPORATED

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

application of this Issue, the carrying amount of the liability for the conversion option (that is, its fair value on the date of adoption) shall be reclassified to shareholders equity. Any debt discount that was recognized when the conversion option was initially bifurcated from the convertible debt instrument shall continue to be amortized. Earlier application by an entity that has previously adopted an alternative accounting policy is not permitted. We believe adoption of this EITF will not have a material impact on our consolidated financial position or results of operations.

## C. Net Investment in Leases

At December 31, 2008, future minimum payments on our lease receivables are as follows:

## Year Ending December 31,

2009	\$ 59,297
2010	42,088
2011	26,349
2012	12,188
2013	2,959
Total	\$ 142,881

At December 31, 2008, the weighted-average remaining life of the leases in our portfolio is approximately 38 months and the weighted-average implicit rate of interest is approximately 28.4%.

A summary of the activity in our allowance for credit losses is as follows:

	Year Ended December 31,							
	2008	2007	2006					
Allowance for credit losses, beginning	\$ 5,722	\$ 5,223	\$ 8,714					
Provision for credit losses	15,313	7,855	6,985					
Charge-offs	(13,641)	(12,119)	(16,069)					
Recoveries	4,328	4,763	5,593					
Allowance for credit losses, ending	\$ 11,722	\$ 5,722	\$ 5,223					

A summary of the changes in estimated residual value is as follows:

# Year Ended December 31, 2008 2007 2006

Estimated residual value, beginning Lease originations Terminations	\$ 9,814 8,221 (2,778)	\$ 3,859 7,145 (1,190)	\$ 3,865 2,954 (2,960)
Estimated residual value, ending	\$ 15,257	\$ 9,814	\$ 3,859

Originations represent the residual value capitalized upon origination of leases and terminations represent the residual value deducted upon the termination of a lease that (i) is bought out during or at the end of the lease term, (ii) has completed its original lease term and converted to an extended rental contract, (iii) has been charged off by us, or (iv) has been returned to us and recorded as inventory.

## MICROFINANCIAL INCORPORATED

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### **D.** Property and Equipment

At December 31, 2008 and 2007, our property and equipment consisted of the following:

	December 31,			31,
		2008		2007
Computer equipment	\$	4,911	\$	4,551
Office equipment		732		732
Leasehold improvements		263		263
Total		5,906		5,546
Less accumulated depreciation and amortization		(5,147)		(4,764)
Net	\$	759	\$	782

Depreciation and amortization expense on property and equipment totaled \$383,000, \$280,000 and \$202,000 for the years ended December 31, 2008, 2007 and 2006, respectively. Total depreciation and amortization expense for property and equipment, service contracts and rental contracts was \$976,000, \$1,344,000 and \$5,326,000 or the years ended December 31, 2008, 2007 and 2006, respectively.

## E. Notes Payable

At December 31, 2008 and 2007, our notes payable consisted of the following:

		Decem	oer 31,
		2008	2007
Credit facility	Sovereign	\$ 33,325	\$ 6,531

On August 2, 2007, we entered into a three-year \$30 million revolving line of credit with Sovereign based on qualified TimePayment lease receivables. On July 9, 2008 we entered into an amended agreement to increase our revolving line of credit with Sovereign to \$60 million. The maturity date of the amended agreement is August 2, 2010. Outstanding borrowings are collateralized by eligible lease contracts and a security interest in all of our other assets and, until February 2009, bore interest at Prime or at a London Interbank Offered Rate (LIBOR) plus 2.75%. Under the terms of the facility, loans are Prime Rate Loans, unless we elect LIBOR Loans. If a LIBOR Loan is not renewed at maturity it automatically converts to a Prime Rate Loan. At December 31, 2008 and 2007 all of our loans were Prime Rate Loans. The Prime at December 31, 2008 was 3.25%. The amount available on our revolving line of credit at December 31, 2008 was \$26,675,000. The revolving line of credit has financial covenants that we must comply with to obtain funding and avoid an event of default. As of December 31, 2008, we were in compliance with all covenants under the

revolving line of credit.

On February 10, 2009 we entered into an amended agreement to increase our revolving line of credit with Sovereign to \$85 million. Under the amended agreement, outstanding borrowings bear interest at Prime plus 1.75% or LIBOR plus 3.75%, in each case subject to a minimum interest rate of 5%. All other terms of the facility remained the same.

Prior to obtaining the Sovereign revolving line of credit, on September 29, 2004, we entered into a three-year senior secured revolving line of credit with CIT under which we could borrow a maximum of \$30 million based upon qualified lease receivables. Outstanding borrowings bore interest at Prime plus 1.5% or at the 90-day LIBOR plus 4.0%. The Prime at December 31, 2006 was 8.25%. The 90-day LIBOR rate at December 31, 2006 was 5.36%. As of December 31, 2006, the interest rate on the CIT line of credit was 9.75%, and we were in compliance with all covenants under the CIT credit facility. On July 20, 2007, by mutual agreement between CIT and us, we paid off and terminated the CIT line of credit without penalty.

# MICROFINANCIAL INCORPORATED

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

In connection with the CIT line of credit, we issued warrants to CIT to purchase 50,000 shares of our common stock at an exercise price of \$0.825 per share which were exercised on May 29, 2007. The fair market value of the warrants, as determined using the Black-Scholes option-pricing model, was accounted for as additional paid-in capital and debt issue costs. The resulting debt issue cost of \$139,000 was being amortized to interest expense under the effective interest method. Non-cash interest expense was \$37,000 and \$46,000 for the years ended December 31, 2007 and 2006, respectively.

We also issued warrants to our financial advisor, in connection with the CIT line of credit, to purchase 75,000 shares of our common stock at an exercise price of \$3.704 per share which were exercised on October 5, 2007. The fair market value of the warrants, as determined using the Black-Scholes option- pricing model, was accounted for as additional paid in capital and debt issue costs. The resulting debt issue cost of \$131,000 was being amortized over the life of the CIT line of credit. Debt issue cost expense related to these warrants was \$43,000 and \$39,000 for the years ended December 31, 2007 and 2006 respectively.

## F. Stockholders Equity

#### Warrants

On April 14, 2003, we issued warrants to purchase an aggregate of 268,199 shares of our common stock at an exercise price of \$0.825 per share. The warrants were issued to the lenders in connection with the waiver of the covenant defaults and the extension of our loan. Due to the anti-dilutive rights contained in the warrant agreement, on June 10, 2004, an additional 2,207 warrants were issued to the lenders and all of the warrants were re-priced to \$0.815 per share. The warrants held by the lenders became 50% exercisable on June 30, 2004. Since all of our obligations to the lenders were paid in full prior to September 30, 2004, the remaining 50% of the warrants were automatically canceled. During the year ended December 31, 2006, the cashless exercise of 17,668 warrants resulted in the issuance of 13,983 shares. The remaining 93,289 warrants expire on September 30, 2014. The \$77,000 fair market value of the warrants as determined using the Black-Scholes option-pricing model was accounted for as additional paid in capital and was being amortized to interest expense under the effective interest method. As of December 31, 2004, because the debt had been repaid in full, the entire \$77,000 had been amortized to interest expense. The resulting effective interest rate on the senior credit facility was Prime plus 2.09%.

In connection with an \$8 million line of credit, we issued warrants to purchase an aggregate of 100,000 shares of our common stock at an exercise price of \$6.00 per share which expired on June 10, 2007. The fair market value of the warrants, as determined using the Black-Scholes option-pricing model, was accounted for as additional paid in capital and discount on notes payable. The resulting discount of \$117,000 was being amortized to interest expense under the effective interest method. Since the \$8 million line of credit was canceled as of September 29, 2004 the entire discount was accreted to interest expense during the year ended December 31, 2004.

On October 5, 2007, 75,000 warrants were exercised by the warrant holder and the shares were subsequently repurchased and retired by the Company.

Stock Options and Restricted Stock

The Microfinancial 2008 Equity Incentive Plan (the 2008 Plan ) permits the Compensation and Benefits Committee of our Board of Directors to grant stock options, restricted stock, restricted stock units, shares of common stock without restrictions, and any other right to receive payment from the corporation based in whole or in part on the value of common stock. We reserved 1,000,000 shares of common stock for issuance pursuant to the 2008 Plan. All employees and directors of the Corporation or any of its affiliates are eligible to receive awards under the 2008 Plan. For purposes of calculating the shares remaining for grant under the 2008 Plan, grants of stock options or stock appreciation rights to any participant will reduce that reserve by one share for each share subject to the option or the settled portion of the stock appreciation right. Grants of restricted stock and any other full share award will reduce the reserve by three shares for each share of common stock subject to the award, in the case of

# MICROFINANCIAL INCORPORATED

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

awards to employees, or by one share for each share of common stock subject to the award, in the case of awards to non-employee directors. Stock options under the 2008 Plan may be incentive stock options or nonstatutory stock options. The maximum cumulative number of shares available for grants of incentive stock options under the Plan is 1,000,000 shares. The committee determines the term of the option, including the amount, exercise price, vesting schedule and term, which may not exceed ten years. The per share exercise price of the option may not be less than 100% of the fair market value of the common stock on the grant date. No stock option granted to an employee under the 2008 Plan shall become fully vested within one year of grant date and no restricted stock or other awards made to an employee without any performance-based criteria other than the employee s continued service will have a restricted period of less than one year. We may not in any fiscal year grant to any participant options or other awards covering more than 200,000 shares.

The 1998 Equity Incentive Plan (the 1998 Plan ) permits the Compensation Committee of our Board of Directors to make various long-term incentive awards, generally equity-based, to eligible persons. We reserved 4,120,380 shares of our common stock for issuance pursuant to the 1998 Plan. Qualified stock options, which are intended to qualify as incentive stock options under the Internal Revenue Code, may be issued to employees at an exercise price per share not less than the fair value of our common stock on the date of grant. Nonqualified stock options may be issued to our

officers, employees and directors, as well as our consultants and agents, at an exercise price per share not less than fifty percent of the fair value of our common stock on the date of grant. The vesting periods and expiration dates of the grants are determined by the Board of Directors. The option period may not exceed ten years. The 1998 Plan expired in 2008 and was replaced by the 2008 Plan.

On February 4, 2004, a new non-employee director was granted 25,000 shares of restricted stock with a fair value of \$3.17 per share. On August 15, 2006, a second new non-employee director was granted 25,000 shares of restricted stock with a fair value of \$3.35 per share. In each case, the restricted stock vested 20% upon grant, and vests 5% on the first day of each quarter after the grant date. As vesting occurs, compensation expense is recognized and deferred compensation on the balance sheet was reduced. The following table summarizes non-employee directors restricted stock activity:

	Number of Shares	Amortized Compensation Expense	
Non-vested at December 31, 2005 Granted Vested	11,250 25,000 (11,250)	\$	37,000
Non-vested at December 31, 2006 Granted Vested	25,000 (10,000)	\$	32,000
Non-vested at December 31, 2007 Granted Vested	15,000 (6,250)	\$	19,000

Non-vested at December 31, 2008

8,750

At December 31, 2008 there was approximately \$24,000 of total unrecognized compensation expense related to directors non-vested restricted stock activity. That cost is expected to be recognized over a period of 2 years.

In February 2006, executive officers and directors were granted a total of 56,141 shares of stock with a fair value of \$3.55 per share for services rendered during the year ended December 31, 2005. In July 2006, the non-employee directors were granted a total of 15,078 shares of stock with a fair value of \$3.17 per share in accordance with our director compensation policy. In August 2006, a new non-employee director was granted a total of

# MICROFINANCIAL INCORPORATED

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

1,091 shares of stock with a fair value of \$3.35 per share in accordance with our director compensation policy. These shares were fully vested on the date of issuance.

In February 2007, executive officers and directors were granted a total of 77,654 shares of stock with a fair value of \$3.96 per share for services rendered during the year ended December 31, 2006. The total 2006 expense related to the grant of these shares was \$309,000. These shares were fully vested on the date of issuance.

In February 2007, we granted ten year options to our executive officers to purchase 40,188 shares of common stock at an exercise price of \$5.77 per share. The options vest on the fifth anniversary of their grant. The total 2007 expense related to these options was \$12,000. The total 2008 expense related to these options was \$16,000.

In July 2007, we granted our non-employee directors a total of 11,682 shares of stock with a fair value of \$6.18 per share in accordance with our directors compensation policy. The total 2007 expense related to the grant of these shares was \$72,000.

In February 2008, we granted 10 year options to our executive officers to purchase 176,879 shares of common stock at an exercise price of \$5.85 per share. The options vest over five years beginning on the second anniversary of the grant date. The total 2008 expense related to the grant was \$58,000.

In February 2008, we granted our non-employee directors a total of 23,000 shares of stock with a fair value of \$5.55 per share in accordance with our directors compensation policy. The total 2008 expense related to the grant of these shares was \$127,000. These shares were fully vested on the date of issuance.

In July 2008, we granted our non-employee directors a total of 30,729 shares of stock with a fair value of \$3.71 per share in accordance with our directors compensation policy. The total 2008 expense related to the grant of these shares was \$114,000. These shares were fully vested on the date of issuance.

The following summarizes stock option activity for the years ended December 31, 2008, 2007 and December 31, 2006:

	Shares	Price Per Share	A	eighted- verage cise Price
Outstanding at December 31, 2006	1,242,500	\$1.585 to \$13.544	\$	9.189
Granted in 2007	40,188	\$5.77	\$	5.77
Outstanding at December 31, 2007	1,282,688	\$1.585 to \$13.544	\$	9.08
Granted in 2008	176,879	\$5.85	\$	5.85
Exercised in 2008	(17,500)	\$1.585	\$	1.585
Outstanding at December 31, 2008	1,442,067	\$1.585 to \$13.544	\$	8.78

The options granted prior to, and including 2007, vest over five years based solely on service and are exercisable only after they become vested. At December 31, 2008, 2007 and 2006, 1,225,000, 1,242,500 and 1,195,500, respectively, of the outstanding options were fully vested. The total intrinsic value of all options exercised during the year ended December 31, 2008 was \$8,000.

## MICROFINANCIAL INCORPORATED

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Information relating to our outstanding stock options at December 31, 2008 is as follows:

		Outstanding Weighted-		Weighted-	Exercisable	
		Average Life	Intrinsic	Average Exercise		Intrinsic
Exercise Price	Shares	(Years)	Value	Price	Shares	Value
\$12.31	359,391	0.16	\$	\$ 12.31	359,391	\$
13.54	40,609	0.16		13.54	40,609	
9.78	350,000	1.15		9.78	350,000	
13.10	90,000	2.14		13.10	90,000	
6.70	235,000	3.16		6.70	235,000	
1.59	150,000	3.91	65,000	1.59	150,000	65,000
5.77	40,188	8.17		5.77		
5.85	176,879	9.10		5.85		
	1,442,067	2.72	\$ 65,000	9.30	1,225,000	\$ 65,000

Our Board of Directors elected to allow the cashless exercise of options exercised during the year ended December 31, 2005. As a result of the circumstances of the exercises, all awards made under the 1998 Plan were classified as share-based liability awards. During the years ended December 31, 2007 and 2006 the total share-based employee compensation cost recognized for stock options was \$517,000 and \$255,000 respectively. We did not recognize a related income tax benefit in either year as no options were exercised.

In accordance with SFAS 123(R), for share-based liability awards, we recognize compensation cost equal to the greater of (a) the grant date fair value or (b) the fair value of the modified liability when it is settled. In addition, we will recognize any incremental compensation cost as it is incurred. For the years ended December 31, 2007 and 2006, we recognized an additional \$503,000 and \$23,000, respectively, in compensation expense due to the change in the fair value of the share-based liability awards outstanding.

In April 2007, we modified the exercise terms of all our outstanding share-based liability awards by restricting the settlement methods available to the option holders and converted these awards to equity awards. As a result of the modifications, our cumulative share-based compensation liability of \$932,000 was reclassified to additional paid-in capital.

We estimate the fair value of stock options using a Black-Scholes valuation model, consistent with the provisions of SFAS 123(R), Securities and Exchange Commission (SEC) Staff Accounting Bulletin No. 107. Key input assumptions used to estimate the fair value of stock options include the expected option term, volatility of the stock, the risk-free interest rate and the dividend yield.

During the year ended December 31, 2008, 176,879 options were granted with an exercise price of \$5.85 per share. The fair value of these awards was \$1.78 per share. The options were valued at the date of grant using the following assumptions: expected life in years of 6.25, annualized volatility of 41.30%, expected dividend yield of 3.70%, and a risk-free interest rate of 2.66%. The options vest over five years beginning on the second anniversary of the grant date. During the year ended December 31, 2008 we have recognized \$58,000 of costs related to these options. As of December 31, 2008 we had approximately \$258,000 of total unrecognized costs related to these options. The remaining cost is expected to be recognized over a period of 4 years.

During the year ended December 31, 2007, 40,188 options were granted with an exercise price of \$5.77. The fair value of these awards was \$2.08 per share. The options were valued at the date of grant using the following assumptions; expected life in years of 7, annualized volatility of 43.62%, expected dividend yield of 3.47%, and a risk free interest rate of 4.62%. During the year ended December 31, 2008 we have recognized \$17,000 of costs related to these options. As of December 31, 2008 we had approximately \$53,000 of total unrecognized costs related to these options. The remaining cost is expected to be recognized over a period of 3 years.

# MICROFINANCIAL INCORPORATED

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

There were no options granted during the year ended December 31, 2006. The fair values as of December 31, 2006, of the outstanding options classified as liability instruments under SFAS 123(R) were estimated using expected lives of one to three years, annualized volatility of 40.45%, and an expected dividend yield of 5.14% and a risk-free interest rate of 4.82%.

The expected life represents the average period of time that the options are expected to be outstanding given consideration to vesting schedules; annualized volatility is based on historical volatilities of our common stock; dividend yield represents the current dividend yield expressed as a constant percentage of our stock price and the risk-free interest rate is based on the U.S. Treasury yield curve in effect on the measurement date for periods corresponding to the expected life of the option.

#### Common Stock Reserved

At December 31, 2008 1,442,067 shares of common stock were reserved for common stock exercises. At December 31, 2007, 1,282,688 shares of common stock were reserved for common stock option exercises. At December 31, 2006, 1,242,500 shares of common stock were reserved for common stock option exercises. At December 31, 2008, 2007, and 2006, 969,271, 1,537,118 and 1,666,642 shares of common stock were reserved for future grants, respectively.

We reserved shares of common stock at December 31, 2008 as follows:

Warrants	93,289
Stock options	1,442,067
Restricted stock grants	8,750
Reserved for future grants under 2008 Equity Incentive Plan	969,271
Total	2,513,377

#### G. Income Taxes

The provision for income taxes consists of the following:

	Year 2008	Ended Decem 2007	ıber 31, 2006
Current: Federal State	\$ 358	\$67 188	\$ (416) 179
	358	255	(237)

Deferred: Federal State		2,988 (140)	3,269 (221)	2,039 (247)
		2,848	3,048	1,792
Total		\$ 3,206	\$ 3,303	\$ 1,555
	F-19			

## MICROFINANCIAL INCORPORATED

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

At December 31, 2008 and 2007, the components of the net deferred tax liability were as follows:

	2008		2007	
Deferred tax assets:				
Allowance for credit losses	\$	4,713	\$	2,289
Depreciation and amortization		17,640		18,194
Federal alternative minimum tax credit		808		599
Federal NOL carryforward		4,146		
State NOL and other state attributes		3,440		3,396
State valuation allowance		(1,289)		(2,442)
Total deferred tax assets		29,458		22,036
Deferred tax liabilities:				
Lease receivable and unearned income		(26,109)		(17,968)
Residual value		(6,131)		(3,926)
Initial direct costs		(325)		(291)
Reserve for Contingencies		(289)		(397)
Total deferred tax liabilities		(32,854)		(22,582)
Net deferred tax liability	\$	(3,396)	\$	(546)

At December 31, 2008, we had a federal loss carry-forward of \$11.8 million which may be used to offset future income. At December 31, 2008, we had state net operating loss carry-forwards of \$25.4 million which may be used to offset future income. The state NOL s have restrictions and expire in approximately one to twenty years. We recorded a valuation allowance against some of our state deferred tax assets as it is unlikely that these deferred tax assets will be fully realized.

The following is reconciliation between the effective income tax rate and the applicable statutory federal income tax rate:

	Year Ended December 31,			
	2008	2007	2006	
Federal statutory rate	35.00%	35.00%	35.00%	
State income taxes, net of federal benefit	4.33	7.10	6.36	
State valuation allowance	(3.33)	(6.35)	(7.49)	
IRS audit settlement			(7.03)	
Reversal of state income tax reserve	(1.17)	(2.02)		

#### Table of Contents

Nondeductible expenses and other	0.18	1.02	1.58
Effective income tax rate	35.01%	34.75%	28.42%

The calculation of our tax liabilities involves dealing with estimates in the application of complex tax regulations in a multitude of jurisdictions. We record liabilities for estimated tax obligations for federal and state purposes. For the years ended December 31, 2008, 2007 and 2006, the nondeductible expenses and other rate of 0.18%, 1.02% and 1.58% respectively, includes certain non-deductible stock-based compensation.

Our 1997 through 2003 tax years were audited by the Internal Revenue Service. As part of the audit, the Internal Revenue Service Agent had proposed several adjustments to our federal tax returns that would have required us to pay the IRS an amount between \$8 and \$10 million. Such payments would have been offset by an adjustment to our deferred tax asset as the amount would likely have been recoverable in future periods. We filed a

# MICROFINANCIAL INCORPORATED

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

formal protest under the appeals process challenging these adjustments and reached a final settlement in December 2006 which required us to pay \$31,000 in additional taxes and \$9,000 in interest. The income tax provision for the year ended December 31, 2006 includes a net benefit of \$385,000 resulting from the IRS audit settlement.

#### Uncertain Tax Positions

As of December 31, 2008, we had a liability of \$293,000 and a liability of \$152,000 for accrued interest and penalties related to various state income tax matters. Of these amounts, approximately \$289,000 would impact our effective tax rate after a \$156,000 federal tax benefit for state income taxes. As of December 31, 2007 we had a liability of \$450,000 for unrecognized tax benefits and a liability of \$170,000 for accrued interest and penalties related to various state income tax matters. As of December 31, 2006, we had a liability of \$760,000 for unrecognized tax benefits and a liability of \$760,000 for unrecognized tax benefits and penalties related to various state income tax matters. As of December 31, 2006, we had a liability of \$760,000 for unrecognized tax benefits and a liability of \$160,000 for accrued interest and penalties related to various state income tax matters. It is reasonably possible that the total amount of unrecognized tax benefits may change significantly within the next 12 months; however at this time we are unable to estimate the change. A reconciliation of the beginning and ending amount of unrecognized tax benefits is as follows:

Balance at January 1, 2007 Additions for tax positions related to current year Reductions for tax positions as a result of:	\$ 920,000 25,000
Settlements	(25,000)
Lapse of statue of limitations	(300,000)
Balance at December 31, 2007	\$ 620,000
Additions for tax positions related to current year	32,000
Reductions for tax positions as a result of:	
Settlements	(44,000)
Lapse of statute of limitations	(163,000)
Balance at December 31, 2008	445,000

Our federal income tax returns are subject to examination for tax years ended on or after December 31, 2004 and our state income tax returns are subject to examination for tax years ended on or after December 31, 2001.

## H. Commitments and Contingencies

## **Operating Leases**

The lease for our facility in Woburn, Massachusetts expires in 2010. At December 31, 2008, future minimum lease payments under non-cancelable operating leases are \$237,000 in 2009 and \$237,000 in 2010. Rental expense under operating leases totaled \$296,000, \$280,000 and \$275,000 for the years ended December 31, 2008, 2007 and 2006, respectively.

# MICROFINANCIAL INCORPORATED

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Capital Leases

During 2008 we entered into capital lease obligations with three year terms for computer and telecommunication equipment. At December 31, 2008 future minimum lease payments under our capital leases were as follows:

For the years Ended December 31,	
2009	\$ 59,000
2010	59,000
2011	14,000
Total minimum payments	132,000
Less amounts representing interest	(7,000)
Total	125,000
Less amounts representing interest	(7,000)

#### Legal Matters

We are subject to claims and suits arising in the ordinary course of business. At this time, we do not believe these matters will have a material adverse effect on our results of operation or financial position.

## Lease Commitments

We accept lease applications on a daily basis and, as a result, we have a pipeline of applications that have been approved, where a lease has not been originated. Our commitment to lend does not become binding until all of the steps in the origination process have been completed, including the receipt of the lease, supporting documentation and verification with the lessee. Since we fund on the same day a lease is verified, we have no outstanding commitments to lend.

## I. Employee Benefit Plan

We have a defined contribution plan under Section 401(k) of the Internal Revenue Code to provide retirement and profit sharing benefits covering substantially all full-time employees. Employees are eligible to contribute up to 100% of their gross salary until they reach the maximum annual contribution amount allowed under the Internal Revenue Code. We match \$0.50 for every \$1.00 contributed by an employee up to 6% of the employee salary; the maximum match is 3%. Vesting of our contributions is over a five-year period at 20% per year. Our payments on behalf of the defined contribution plan were \$83,000, \$75,000 and \$47,000 in the years ended December 31, 2008, 2007, and 2006 respectively.

## J. Concentration of Credit Risk

Our financial instruments that are exposed to concentration of credit risk consist primarily of lease and rental receivables and cash and cash equivalent balances. To reduce our risk, credit policies are in place for approving leases

## Table of Contents

and lease pools are monitored by us. In addition, cash and cash equivalents are maintained at high-quality financial institutions.

Financial instruments that subject us to concentrations of credit risk principally consist of cash equivalents and deposits in bank accounts. We deposit our cash and invest in short-term investments primarily through a national commercial bank. Deposits in excess of amounts insured by the Federal Deposit Insurance Corporation (FDIC) are exposed to loss in the event of nonperformance by the institution. The Company has had cash deposits in excess of the FDIC insurance coverage.

# MICROFINANCIAL INCORPORATED

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

During the year ended December 31, 2008, our top dealer accounted for 4.5% of all leases originated. No dealer accounted for more than 5% of all leases originated in 2008. During the years ended December 31, 2007 and 2006 our top dealers accounted for 10.03% and 13.91%, respectively, of all leases originated.

We service leases and rental contracts in all 50 states of the United States and its territories. As of December 31, 2008, California, Florida, Texas, and New York accounted for approximately 13%, 12%, 8%, and 7%, respectively, of the total portfolio. None of the remaining states accounted for more than 5% of such total. As of December 31, 2007, California, Florida, Texas, and New York accounted for approximately 13%, 13%, 8%, and 7%, respectively, of the total portfolio. None of the remaining states accounted for more than 5% of such total. As of December 31, 2007, California, Florida, Texas, and New York accounted for more than 5% of such total. As of December 31, 2006, leases in California, Florida, Texas, Massachusetts and New York accounted for approximately 40% of our portfolio.

The majority of our portfolio consists of authorization systems for point-of-sale (POS), card-based payments for example, debit, credit, gift and charge cards. These systems may be subject to adverse business or technological changes that could impact their demand.