Pete Grum, President and Chief Executive Officer: Thank you. Thank you all for coming. The first thing to get out of the way is our safe harbor statement, which is remarkably similar to a bunch of them that you've seen today.

Slide 3: As you've learned a little bit, Rand is really a mutual fund of private companies. If you start on the right, we have about $39 million of total assets, minus our debt net assets of about $31 million, and a book value per share of $4.87. We're now priced at about $2.60, so we trade at a significant discount to book value as many of our brethren in the BDC space do also. One of the things you learned earlier, Rand was founded in 1969, went public in 1971 and issued on Nasdaq.

Slide 4: Over the last couple of years, we've been relatively flat in net asset value.

Slide 5: Here's kind of a history of the company. Dan and I started about 20 years ago when the Company had about $8 million of investments. We had a big exit and we applied to become an SBIC. To become an SBIC, we had to become a BDC, so we got approval and borrowed $10 million from the SBA. We have since paid that back, borrowed another $8 million from the SBA and I'm negotiating with them now to hopefully get some more leverage. It's been a great program for the country; the SBA is probably the best private public partnership that exists.

Slide 6: What have we done with that money in the last five years? We've had eleven exits, both positive and negative. The $11 million we invested generated $52 million of income and gains on sales. And if you go to the bottom, since we started the SBIC, we have 29 companies that have exited with three times cash and an IRR of approximately 25%.

Slide 7: We have bills to pay. And so we lever between debt and equity. As opposed to most BDCs, we're much more equity focused, but we do put debt into companies to pay our bills, with a goal of becoming neutral between our operating expenses and operating income.

Slide 8: We have typically invested about $6 million a year. We're a little bit low. As I said, we're negotiating with the Small Business Administration for some more money and until that finalizes, and I'm now hopeful it will be in the next three to six months, we've kind of slowed down.

We have invested in three companies this year and to-date these are all follow-on investments from current portfolio companies.

Slide 9: The next few slides are a couple of different ways to look at our portfolio companies; this one is by revenue stage. On the left side are the beginning start-ups, up to $1 million in revenue. As you go left to right, all the way to what we call high traction, which is greater than $20 million in revenue, as we would hope and if you've tracked us for some time, companies tend to move across that as they mature and as they get market acceptance for their products.

Slide 10: Another way to look at it is how long we've been into these companies. As Dan said, we're very patient capital. We don't have closed-end funds, so we can be in deals for a fairly long time. This shows that we didn't do any new investments so far this year. As we go across, the companies tend to be more associated with exits. If you look at it historically, on average we have exits that begin after six years. Most beneficial to us and the shareholders have been the longer ones that we've kept. We may keep a company for eight, ten, twelve years.

Slide 11: Our top five, like many companies, are about half of the business. Healthcare is a fairly big part of our portfolio, but the companies are drastically different. Genicon is a surgical instrument company. eHealth does files that allow people to deal with specialists, and they're hired by the hospital. And Rheonix is a company with molecular testing devices that came out of

Cornell MEMS Technology. Those are all healthcare, but drastically different as far as what part of healthcare they're in.

Slide 12: Here are some of the portfolio companies that we've recently invested in. Knowledge Vision is a video platform that people use to communicate all around the globe. They're based up in Massachusetts. Centivo is a startup that represents a new health solution for a company that does self-insurance. And Rheonix, as we've talked about, is a technology that came out of Ithaca that does genetic testing.

I'll turn it over to Dan who's going to talk a little bit more about SciAps.

Dan Penberthy, Executive Vice President and Chief Financial Officer: Slide 13: SciAps is really the perfect case study for the type of company that we invest in. One of my earlier deals in 2004, I dealt with a management team out of Woburn, Massachusetts that had spun out of a company called Nikon Scientific Testing Handheld Devices. The management team at that time said, I have a better idea for XRF handheld detection devices. We invested in that company and then, ultimately, sold it to a company called Olympus for a 3.3x multiple of revenue, or $70 million. RAND realized a multiple of invested cash in excess of 4x and a time-adjusted IRR in excess of 80%.

What happened was that management team worked for a few years in a corporate environment and then came back to us and said, I think I have a better way. And so, in 2013, SciAps came back to RAND as a startup company, where we knew the management team and had some experience in their industry, and so we banked the company with about a $1 million equity investment. You might have noticed on a previous slide, Slide 9, SciAps is now in the $5 million to $20 million revenue category, so that company has gone from a startup phase to that categorization of $5 million to $20 million in five years, from 2013 to 2018.

As Pete mentioned, we're not locked into a holding period for any one investment. Optimally, we're looking for this investment to optimize the return to RAND and to our shareholders, and that may take another two years, three years, five years. We're very patient investors. We believe that, with the technology that this company has, which is scientific testing with handheld devices, they have a unique ability to test for such things as carbon in pipelines.

I have a quote from the CEO, which is in the bottom of this slide that talks about the new instrumentation, which is the only one permitted for pipeline inspection, and there are 200,000 miles of pipelines in North America alone. They've also just announced a major partnership and distributorship into China, replacing some prior Japanese suppliers' products. So this opportunity has a lot of possibilities at once, a successful management team, it has grown from startup to expansion stage in a very attractive industry that has high industry multiples attributed to it, and it's a very typical Rand investment.

Slide 14: As Pete mentioned, we have a pretty diverse portfolio. While healthcare does appear to be our strongest market segment there, Pete already identified for you that healthcare is actually broken down into a few different categories. GENICON is one of my portfolio companies down in Orlando that has a medical device, basically a handheld tool that's used for laparoscopic surgery; a very nice company. A second company in the healthcare sector is eHealth, coincidentally over in Rochester, New York, home of such folks as Xerox and Bausch and Lomb, and they have an electronic medical record, so a software angle on healthcare. And then, the third healthcare company, Rheonix, is actually out of Cornell University, where we do a lot of investing with tech transfer, and that is in the molecular testing category. So while it appears that healthcare is the concentration, it's pretty well spread across the portfolio.

Slide 15: Where we do invest is important, as investors, that we have the ability to get to a portfolio company quickly.

We have 30 portfolio companies and, while we do not actively run these companies that we're involved in, it is important that we attend board meetings and be accessible to the CEOs and the management team. We can step in as needed to assist them with strategic initiatives, whether it be fundraising, management of the company, operations, respond to their questions and inquiries, and honestly just to make sure that the lights are still on late at night. We like to visit our companies.

So that's why if you look at the snapshot, it's northeast based. Roughly between Buffalo and Ithaca is a three hour car ride. Buffalo to New York is a one hour flight, as is Massachusetts. And as we reach down into other states, Florida, Georgia, Tennessee, Texas, they all tend to have one of two things: either a Buffalo-based investor group or tie to one, or a co-investor that we've worked with in the past who pulls us down into these regions. That's specifically how we ended up in Florida and Georgia.

Slide 16: Rand is a little bit different from a lot of other BDCs in the marketplace in that we are internally managed. We feel that really gives it a Buffalo flavor and keeps it clean and simple. So Pete and I are employees of the corporation, which we believe provides for greater transparency on fund manager compensation. There are no management fees that exit the fund, everything stays inside.

Like I said, Pete and I are employees, and are incentivized with a profit sharing plan based on realized gains. Shareholders do vote on compensation issues and so they always have a voice at the table on compensation, which we think is important.

Pete also highlighted our strong operating leverage. We have $40 million in assets leveraged against $8 million of outstanding debt. We believe that our expenses are under control and that our assets and our net asset value will continue to grow at a faster pace.

Slide 17: We do have a number of co-investment partners, but certainly our most important is the SBA. We borrow money from the federal government. That is how we funded the SBIC program since 2002. Around the chart here, we've highlighted some of our other co-investment partners, some of the brand name ones certainly you would recognize. Most of the other ones are regional co-investment funds and some are multistate capital funds.

A common theme about these is, Rand likes to invest $1 million each time we go into a new deal and the folks on this chart are willing to co-invest $1 million to $3 million alongside us. That's a common theme around Rand's portfolio.

Slide 18: We have a very strong balance sheet. Currently, there's $5.5 million in total cash that's split between the parent company and the SBIC subsidiary. There's a $32 million portfolio investment leveraged against $8 million of outstanding SBA leverage. That's a very strong balance sheet.

Slide 19: We talked about the importance of the SBA to what we do. It is long-term patient capital, much like Rand's capital investments are. Currently, we have $8 million of outstanding leverage with them that has very long maturities, 2022 to 2025. What does that mean in regards to 2018? We have a minimum of four to five years and up to seven years to reinvest money from exits back into the portfolio, before we're required to make any principle repayments back to the federal government.

We do pay semi-annual interest to the government, that's at a rate of 3.5%. My total interest expense is about $300,000 annually. We can easily cover that with the debenture yield off our portfolio. Pete talked about the focus between debt and equity in the portfolio earlier. I would note that we have borrowed a total of $18 million from the SBA since 2002 and we've repaid $10 million to date.

Pete can talk about the capital allocation priorities now.

Pete Grum: Slide 20: Going forward, we're going to concentrate on things that we can control and that's cash flow from operations through investment results and the interest income. We want to cover our operating expenses to the point that we're at a breakeven. We have looked at many other options for Rand and continue to work with people. We need to get bigger. The thing we can do is grow the company through investment returns and by investing SBA capital. We do have investment bankers that we work with for some other alternatives, but right now, the ones we're concentrating on are cash flow and borrowing from the SBA.

Slide 21: As you can see, this is Rand and the BDC Index. The BDC Index is at the bottom and it's not been well received by the investment community over recent years. We're here to find people that are interested in learning more about Rand and to find new shareholders.

Slide 22: Why should you invest in Rand? It has a strong performance. We've been around a long time. Our management team has been stable, as we learned earlier. There are four of us in the company. We are committed to delivering shareholder returns. Most of my net worth and Dan's net worth is in Rand stock. We do know how to grow the net asset value. We have an advantage in that we're the only early and expansion stage SBIC in Upstate New York. We have a large group of investment partners and we're viewed as a good investment partner.

That is the story of Rand. We're open for any questions. If you have one of our booklets, in the back, it has a lot of information about the different companies that we currently have in our portfolio. We're happy to go into the details about the companies, as we're really a mutual fund of all of these companies. Yes, sir.

<Q>: [Inaudible]

Pete Grum: Not really. The SBA requires that the majority of people be in America, because it's American money. Now, there are some other quirky things, oil and gas, insurance companies, but we have invested from pre-revenue to leverage buyout. We tend to like to have companies have at least a run rate of $1 million in sales. It's much easier for us to do due diligence if we're talking to customers rather than hypothetical. We don't do life sciences and a variety of other things that are either too complicated for us or have too long of a time horizon for returns.

<Q>: [Inaudible]

Pete Grum: These are all private companies. We have ended up with public shares two or three times. One, Synacor, which was here earlier, we were a very early investor in them. I think we invested when they had 20 people and, when they went public, they had a couple hundred. We had another company last year, which was in the pharmaceutical business. We sold one of our companies and got a combination of cash and stock and we sold that stock. If we get to where we have public shares, we will be a seller of those.

<Q>: [Inaudible]

Pete Grum: City Dining Cards was a local company. They had a product where they went out and they sold an organization a pack of cards that could be used for discounts at local restaurants and such. They changed their business model and they were doing some healthcare things. And frankly, got caught at the wrong time during an election. They had a large contract with one of the BlueCross/BlueShield organizations, I think in North Carolina, a multi-year contract where, in essence, they were providing benefits to people that were with BlueCross/BlueShield. When Trump got elected, the people said they weren't going to go forward with this contract, because they weren't sure what was going to happen with Obamacare. That company has subsequently gone out of business.

<Q>: [Inaudible]

Pete Grum: Yeah. I mean they're down the street from us. And we know the founder fairly well.

<Q>: [Inaudible]

Pete Grum: I believe they're winding down, if you look…

<Q>: [Inaudible]

Pete Grum: Yes. I got some of our slides from their presentation, so I've followed them. They have been phenomenal investors in early stage companies, but I believe they're going to go out of business. Sam, do you know?

<Q>: [Inaudible]

Pete Grum: Similar, yeah. And they have, as far as I know, a stellar reputation for nurturing companies along the way. They are a little bit different, because they would own 20% to 30%, which forced them to consolidate P&Ls together. So, if you would look at their P&L, it would show that they were losing a lot of money, but that's just because they recognized a proportional amount of what their investments were in the company.

<Q>: [Inaudible]

Pete Grum: There may have been. Sam, do you know?

<Q>: [Inaudible]

Pete Grum: There's been a handful. I think Triangle Capital out of the Raleigh area has also gone out of business.

<Q>: [Inaudible]

Pete Grum: There is nothing that we have done that I know of that prevents that.

<Q>: [Inaudible]

Pete Grum: That's not done on purpose to prevent any exodus at all. We need the cash, because we have bills to pay. In fact, we just had a new owner buy 24% of Rand, and there's been a filing of that in the last two or three months.

Dan Penberthy: And that 24% owner was done at $3; that's what it was reported at.

Pete Grum: We're open for any follow-up discussions. Thank you all for coming and thanks for playing 'Let's make a deal' with Dan and his golf balls.