

PINNACLE FINANCIAL PARTNERS INC  
Form 8-K  
August 08, 2013  
UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

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FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): August 6, 2013

PINNACLE FINANCIAL PARTNERS, INC.  
(Exact name of registrant as specified in charter)

Tennessee	000-31225	62-1812853
		(I.R.S.
(State or other jurisdiction (Commission Employer of incorporation)	File Number)	Identification No.)

150 Third Avenue South, Suite 900, Nashville, Tennessee	37201
(Address of principal executive offices)	(Zip Code)

Registrant's telephone number, including area code: (615) 744-3700

N/A  
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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Item 5.02. Departure of Directors or Certain Officers; Election of Directors; Appointment of Certain Officers; Compensation Arrangements of Certain Officers.

(b) On August 6, 2013, Pinnacle Financial Partners, Inc. (the "Company") received a letter from Wayne J. Riley, M.D. notifying the Company that Dr. Riley was resigning as a director of the Company and its bank subsidiary, Pinnacle Bank, effective that date.

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SIGNATURES

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

PINNACLE FINANCIAL PARTNERS, INC.

By: /s/ Harold R. Carpenter

Name: Harold R. Carpenter

Title: Executive Vice President and Chief Financial Officer

Date: August 7, 2013

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MORTGAGES PAYABLE

\$ 76,849,524

\$ 70,318,950

OTHER LIABILITIES

Accounts Payable

438,101

310,165

Loans Payable

22,391,260

	18,665,040
Accrued Liabilities and Deposits	
	2,355,810
	2,174,416
Tenant Security Deposits	
	632,269
	531,107
Total Other Liabilities	
	25,817,440
	21,680,728
Total Liabilities	
	102,666,964
	91,999,678

COMMITMENTS AND CONTINGENCIES

SHAREHOLDERS EQUITY:

Common Stock - \$.10 par value per share, 20,000,000 shares authorized; 12,651,256 and 12,081,452 shares issued and outstanding as of June 30, 2010 and December 31, 2009, respectively

	1,265,126
	1,208,145
Excess Stock - \$.10 par value per share, 3,000,000 shares authorized; no shares issued or outstanding	-0-
	-0-
Additional Paid-In Capital	57,790,284
	53,217,203
Accumulated Other Comprehensive Income	3,367,188
	2,214,307
Accumulated Deficit	(1,802,840)
	(667,793)
Total Shareholders' Equity	60,619,758
	55,971,862
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	

\$163,286,722

\$147,971,540

See Accompanying Notes to Consolidated Financial Statements

## UMH PROPERTIES, INC.

## CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

## FOR THE THREE AND SIX MONTHS ENDED

JUNE 30, 2010 AND 2009

	THREE MONTHS		SIX MONTHS	
	2010	2009	2010	2009
<b>INCOME:</b>				
Rental and Related Income	\$6,771,160	\$6,624,530	\$13,475,481	\$13,181,029
Sales of Manufactured Homes	1,091,480	1,494,118	2,548,431	2,579,918
Total Income	7,862,640	8,118,648	16,023,912	15,760,947
<b>EXPENSES:</b>				
Community Operating Expenses	3,649,910	3,232,626	7,084,611	6,443,312
Cost of Sales of Manufactured Homes	1,057,946	1,426,536	2,431,979	2,428,775
Selling Expenses	397,512	292,629	796,230	616,259
General and Administrative Expenses	743,564	817,175	1,610,292	1,598,813
Acquisition Costs	160,058	-0-	160,058	-0-
Depreciation Expense	1,070,226	1,021,354	2,088,874	2,052,228
Amortization of Financing Costs	57,369	54,970	108,489	103,840
Total Expenses	7,136,585	6,845,290	14,280,533	13,243,227
<b>OTHER INCOME (EXPENSE):</b>				
Interest and Dividend Income	1,243,060	1,198,074	2,320,672	2,233,336
Gain (Loss) on Securities Transactions, net	702,169	(169,480)	1,684,084	(2,450,065)
Other Income	22,534	22,120	35,481	31,009
Interest Expense	(1,212,270)	(1,135,033)	(2,432,175)	(2,230,294)

Total Other Income (Expense)	755,493	(84,319)	1,608,062	(2,416,014)
Income before Gain (Loss) on Sales of			3,351,441	
Investment Property and Equipment	1,481,548	1,189,039		101,706
Gain (Loss) on Sales of Investment			6,195	
Property and Equipment	(8,910)	(10,477)		(21,980)
Net Income	\$1,472,638	\$1,178,562	\$3,357,636	\$79,726
Net Income per Share -				
Basic	\$0.12	\$0.11	\$0.27	\$0.01
Diluted	\$0.12	\$0.11	\$0.27	\$0.01
Weighted Average Shares Outstanding -				
Basic	12,587,587	11,219,844	12,424,284	11,138,054
Diluted	12,636,669	11,227,560	12,470,293	11,143,182

-UNAUDITED-

See Accompanying Notes to Consolidated Financial Statements



## UMH PROPERTIES, INC.

## CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

## FOR THE SIX MONTHS ENDED

JUNE 30, 2010 AND 2009

	2010	2009
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Net Income	\$3,357,636	\$79,726
Non-Cash Adjustments:		
Depreciation	2,088,874	2,052,228
Amortization of Financing Costs	108,489	103,840
Stock Compensation Expense	15,220	14,278
Increase in Provision for Uncollectible Notes and Other Receivables	177,000	177,000
(Gain) Loss on Securities Transactions, net	(1,684,084)	2,450,065
(Gain) Loss on Sales of Investment Property and Equipment	(6,195)	21,980
Changes in Operating Assets and Liabilities:		
Inventory of Manufactured Homes	(1,086,810)	1,382,749
Notes and Other Receivables	(662,082)	530,618
Prepaid Expenses	41,325	52,856
Accounts Payable	127,936	(270,441)
Accrued Liabilities and Deposits	181,394	215,084
Tenant Security Deposits	101,162	33,520
Net Cash Provided by Operating Activities	2,759,865	6,843,503
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Purchase of Manufactured Home Community	(13,176,800)	-0-
Purchase of Investment Property and Equipment	(2,183,644)	(1,789,905)
Proceeds from Sales of Assets	188,898	229,029
Additions to Land Development	(88,973)	(479,843)
Purchase of Securities Available for Sale	(1,986,692)	(3,129,902)
Net Proceeds from Sales of Securities Available for Sale	3,172,625	703,807
Net Cash (Used in) Investing Activities	(14,074,586)	(4,466,814)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Proceeds from Mortgages	7,478,250	4,000,000

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Net Proceeds on Loans	3,726,220	-0-
Principal Payments of Mortgages and Loans	(947,676)	(2,329,087)
Financing Costs on Debt	(167,861)	(115,390)
Proceeds from Issuance of Common Stock, net of amount reinvested	3,988,560	1,542,439
Dividends Paid, net of amount reinvested	(3,866,401)	(3,447,694)
Net Cash Provided by (Used in) Financing Activities	10,211,092	(349,732)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(1,103,629)	2,026,957
CASH & CASH EQUIVALENTS-BEGINNING	4,519,785	2,783,250
CASH & CASH EQUIVALENTS-ENDING	\$3,416,156	\$4,810,207

-UNAUDITED-

See Accompanying Notes to Consolidated Financial Statements

**UMH PROPERTIES, INC.**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**JUNE 30, 2010 (UNAUDITED)**

**NOTE 1 ORGANIZATION AND ACCOUNTING POLICIES**

UMH Properties, Inc. (the Company or we) owns and operates thirty manufactured home communities containing approximately 7,200 sites. The communities are located in New Jersey, New York, Ohio, Pennsylvania and Tennessee. The Company, through its wholly-owned taxable subsidiary, UMH Sales and Finance, Inc. (S&F), conducts manufactured home sales in its communities. This company was established to enhance the occupancy of the communities. The consolidated financial statements of the Company include S&F and all of its other wholly-owned subsidiaries. All intercompany transactions and balances have been eliminated in consolidation.

The Company has elected to be taxed as a real estate investment trust (REIT) under Sections 856-860 of the Internal Revenue Code (the Code), and intends to maintain its qualification as a REIT in the future. As a qualified REIT, with limited exceptions, the Company will not be taxed under Federal and certain state income tax laws at the corporate level on taxable income that it distributes to its shareholders. For special tax provisions applicable to REITs, refer to Sections 856-860 of the Code. The Company is subject to franchise taxes in some of the states in which the Company owns property.

The interim consolidated financial statements furnished herein have been prepared in accordance with generally accepted accounting principles for interim financial information, the instructions to Form 10-Q, and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three and six months ended June 30, 2010 are not necessarily indicative of the results that may be expected for the year ended December 31, 2010. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's annual report on Form 10-K for the year ended December 31, 2009.

**Use of Estimates**

In preparing the consolidated financial statements, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities, as well as contingent assets and liabilities as of the dates of the consolidated balance sheets and revenue and expenses for the periods then ended. Actual results could differ significantly from these estimates and assumptions.

Stock Based Compensation

The Company accounts for its stock option plan under the provisions of ASC 718-10, Compensation-Stock Compensation. ASC 718-10 requires that compensation cost for all stock awards be calculated and recognized over the service period (generally equal to the vesting

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period). This compensation cost is determined using option pricing models, intended to estimate the fair value of the awards at the grant date. Compensation costs amounted to \$7,547 and \$15,220 for the three and six months ended June 30, 2010, respectively, and \$7,203 and \$14,278 for the three and six months ended June 30, 2009, respectively.

On June 7, 2010, the shareholders approved and ratified an amendment and restatement of the Company's 2003 Stock Option and Stock Award Plan (the Plan). The amendment and restatement made two substantive changes: (1) the inclusion of Directors as participants in the Plan, and (2) the ability to grant restricted stock to Directors, officers and key employees. The amendment and restatement also made other conforming, technical and other nonsubstantive changes. There was no change to the total number of shares subject to grant under the Plan. The amendment and restatement also makes certain modifications and clarifications, including concerning administration and compliance with applicable tax rules, such as Section 162(m) of the Internal Revenue Code. As of June 30, 2010, no restricted stock had been awarded.

On August 2, 2010, the Company awarded 60,000 shares of restricted stock grants to five participants and stock options to purchase 80,000 shares to twelve participants. See Note 12.

During the six months ended June 30, 2010, the following stock options were granted:

Date of Grant	Number of Employees	Number of Shares	Exercise Price	Expiration Date
1/8/10	1	10,900	\$9.13	1/8/18
1/8/10	1	14,100	8.30	1/8/18

The fair value of each option grant is estimated on the date of grant using the Black-Scholes option pricing model with the following weighted-average assumptions used for grants in the following years:

	2010	2009
Dividend yield	9.85%	9.25%
Expected volatility	22.37%	21.14%
Risk-free interest rate	3.31%	2.62%

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Expected lives	8	8
Estimated forfeitures	-0-	-0-

The weighted-average fair value of options granted during the six months ended June 30, 2010 and 2009 was \$0.32 and \$0.27, respectively.

During the six months ended June 30, 2010, options to six employees to purchase a total of 38,000 shares expired. As of June 30, 2010, there were options outstanding to purchase 645,000 shares and 881,188 shares were available for grant under the Company's 2003 Stock Option Plan. As of June 30, 2009, there were options outstanding to purchase 664,000 shares and 862,188 shares were available for grant under the Company's 2003 Stock Option Plan.

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### Recent Accounting Pronouncements

In May 2009, the Financial Accounting Standards Board ( FASB ) issued guidance on the accounting for and disclosure of events that occur after the balance sheet date. This guidance was effective for interim and annual financial periods ending after June 15, 2009. In February 2010, the FASB issued Accounting Standards Update ( ASU ) 2010-09, Subsequent Events: Amendments to Certain Recognition and Disclosure Requirements. This ASU retracts the requirement to disclose the date through which subsequent events have been evaluated and whether that date is the date the financial statements were issued or were available to be issued. ASU 2010-09 requires an entity that is a SEC filer to evaluate subsequent events through the date that the financial statements are issued. ASU 2010-09 is effective for interim and annual financial periods ending after February 24, 2010. The adoption of this guidance did not have an impact on our consolidated financial statements.

In January 2010, the FASB issued ASU 2010-01, Equity (Topic 505) Accounting for Distributions to Shareholders with Components of Stock and Cash. ASU 2010-01 clarifies that the stock portion of a distribution to shareholders that allows them to elect to receive cash or shares with a potential limitation on the amount of cash that all shareholders can elect to receive is considered a share issuance. ASU 2010-01 is effective for interim and annual periods ending on or after December 15, 2009 and should be applied on a retrospective basis. The adoption of ASU 2010-01 did not have any impact on our financial position, results of operations or cash flows since UMH distributed only cash dividends.

In January 2010, the FASB issued ASU 2010-06, Fair Value Measurements and Disclosures (Topic 820) Improving Disclosures about Fair Value Measurements. This ASU requires new disclosures and clarifies certain existing disclosure requirements about fair value measurements. ASU 2010-06 requires a reporting entity to disclose significant transfers in and out of Level 1 and Level 2 fair value measurements, to describe the reasons for the transfers and to present separately information about purchases, sales, issuances and settlements for fair value measurements using significant unobservable inputs. ASU 2010-06 is effective for interim and annual reporting periods beginning after December 15, 2009, except for the disclosures about purchases, sales, issuances and settlements in the roll forward of activity in Level 3 fair value measurements, which is effective for interim and annual reporting periods beginning after December 15, 2010; early adoption is permitted. We do not expect that the full adoption of ASU 2010-06 will have a material impact on our financial position, results of operations or cash flows.

### NOTE 2 NET INCOME PER SHARE AND COMPREHENSIVE INCOME (LOSS)

Basic net income per share is calculated by dividing net income by the weighted average shares outstanding for the period. Diluted net income per share is calculated by dividing net income by the weighted average number of common shares outstanding plus the weighted average number of net shares that would be issued upon exercise of stock options pursuant to the treasury stock method.

Options in the amount of 49,082 and 46,009 shares for the three and six months ended June 30, 2010, respectively are included in the diluted weighted average shares outstanding.

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Options in the amount of 7,716 and 5,128 shares for the three and six months ended June 30, 2009, respectively are included in the diluted weighted average shares outstanding. As of June 30, 2010 and 2009, options to purchase 432,000 and 600,000 shares, respectively, were antidilutive.

The following table sets forth the components of the Company's comprehensive income (loss) for the three and six months ended June 30, 2010 and 2009:

	Three Months		Six Months	
	2010	2009	2010	2009
Net income	\$1,472,638	\$1,178,562	\$3,357,636	\$79,726
Change in unrealized gain (loss) on securities available for sale	(2,937,062)	681,134	1,152,881	1,362,519
Comprehensive income (loss)	(\$1,464,424)	\$1,859,696	\$4,510,517	\$1,442,245

### NOTE 3 INVESTMENT PROPERTY AND EQUIPMENT

On June 4, 2010, the Company acquired two manufactured home communities from ARCPA Properties, LLC, an unrelated entity, for a total purchase price of \$13,200,000. The purchase price also included related notes receivables, rental homes and equipment. Proceeds from homes sold prior to acquisition of approximately \$23,600 have been treated as a reduction in the purchase price. Sunny Acres is a 207 space community located in Somerset, PA. Suburban Estates is a 200 space community located in Greensburg, PA. The Company obtained a \$7,478,250 mortgage from Sun National Bank at a fixed rate of 6.5% which matures on June 1, 2020. The interest rate will reset after five years to the rate the Federal Home Loan Bank of New York charges to its members plus 3%. The Company utilized its margin loan for the remaining purchase price.

Accounting Standards Codification (ASC) 805-10, Business Combinations, requires most identifiable assets, liabilities, noncontrolling interests and goodwill acquired in a business combination to be recorded at full fair value. Accordingly, acquisition costs incurred, which would have previously been capitalized, are expensed currently. The Company has recognized \$160,058 in professional fees and other acquisition costs in our results of operations for the three and six months ended June 30, 2010.



NOTE 4 SECURITIES AVAILABLE FOR SALE

The following table summarizes the Company's gain (loss) on securities transactions, net for the three and six months ended June 30, 2010 and 2009:

	<u>Three Months</u>		<u>Six Months</u>	
	<u>2010</u>	<u>2009</u>	<u>2010</u>	<u>2009</u>
Gain (loss) on sale of securities, net	\$702,169	\$-0-	\$1,684,084	(\$556,751)
Impairment losses	-0-	(169,480)	-0-	(1,893,314)
Gain (loss) on securities transactions, net	\$702,169	(\$169,480)	\$1,684,084	(\$2,450,065)

During the six months ended June 30, 2010, the Company purchased \$1,986,692 of securities available for sale and sold \$1,488,541, recognizing a gain of \$1,684,084.

During the three and six months ended June 30, 2009, the Company recognized non-cash impairment losses of \$169,480 and \$1,893,314, respectively, due to the write-down of the carrying value of securities which were considered other than temporarily impaired. The Company also recognized a loss of \$-0- and \$556,751, respectively on securities sold.

As of June 30, 2010, the Company had five securities that were temporarily impaired. The Company considers many factors in determining whether a security is other than temporarily impaired, including the nature of the security and the cause, severity and duration of the impairment. The following is a summary of temporarily impaired securities at June 30, 2010:

<u>Less Than 12 Months</u>		<u>12 Months or Longer</u>	
<u>Fair Value</u>	<u>Unrealized Loss</u>	<u>Fair Value</u>	<u>Unrealized Loss</u>

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Common Stock	\$13,879,967	\$1,523,304	\$-0-	\$-0-
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The following is a summary of the range of the losses:

Number of <u>Individual Securities</u>	<u>Fair Value</u>	<u>Unrealized Loss</u>	<u>Range of Loss</u>
4*	\$13,677,367	\$1,479,999	Less than or equal to 10%
1	202,600	43,305	Less than or equal to 20%
5	\$13,879,967	\$1,523,304	

\* Includes common stock of Monmouth Real Estate Investment Corporation, a related entity, with a fair value of \$11,631,267 and an unrealized loss of \$1,331,946.

The Company has determined that these securities are temporarily impaired as of June 30, 2010. The Company normally holds REIT securities long term and has the ability and intent to hold securities to recovery. As of June 30, 2010, the Company had total net unrealized gains on its securities portfolio of \$3,367,188.

#### NOTE 5 DERIVATIVE INSTRUMENTS

The Company had entered into various interest rate swap agreements to effectively convert a portion of its variable rate debt to fixed rate debt. Changes in the fair value of these agreements have been recorded as an increase or deduction from interest expense with corresponding amounts in other assets or other liabilities. The increase in the fair value of these agreements for the three and six months ended June 30, 2009 amounted to \$95,623 and \$172,744, respectively, and has been recorded as a deduction from interest expense. As of June 30, 2010 and December 31, 2009, there were no interest rate swap agreements outstanding.

#### NOTE 6 LOANS AND MORTGAGES PAYABLE

During the six months ended June 30, 2010, the Company modified and extended its \$5,000,000 unsecured line of credit with Bank of America. The interest rate was modified from LIBOR plus 350 basis points to LIBOR plus 400 basis points. As of June 30, 2010 and December 31, 2009, the amounts outstanding on this credit line was \$-0- and \$3,000,000. This line of credit expires on June 30, 2011.

During the six months ended June 30, 2010, the Company modified and extended its mortgage on Sandy Valley Estates. The interest rate was modified from LIBOR plus 450 basis points to LIBOR plus 400 basis points. This mortgage matures on July 1, 2012.

On June 4, 2010, the Company entered into a \$7,478,250 mortgage as described in Note 3 above.

As of June 30, 2010, total mortgages amounted to \$76,849,524, of which \$68,374,589 were at fixed rates and \$8,474,935 were at variable rates. Total loans amounted to \$22,391,260, of which \$2,500,000 were at fixed rates and \$19,891,260 were at variable rates.

#### NOTE 7 SHAREHOLDERS EQUITY

On June 30, 2010, the Company paid \$2,269,804, of which \$336,907 was reinvested, as a dividend of \$.18 per share to shareholders of record as of May 17, 2010. Total dividends paid for the six months ended June 30, 2010 amounted to \$4,492,683, of which \$626,282 was reinvested. On July 1, 2010, the Company declared a dividend of \$.18 per share to be paid on September 15, 2010 to shareholders of record, August 16, 2010.

During the six months ended June 30, 2010, the Company received, including dividends reinvested, a total of \$4,614,842 from the Dividend Reinvestment and Stock Purchase Plan. There were 569,804 new shares issued under the Plan.

NOTE 8 - FAIR VALUE MEASUREMENTS

In accordance with ASC 820-10, Fair Value Measurements and Disclosures, the Company measures certain financial assets and liabilities at fair value on a recurring basis, including securities available for sale. The fair value of this financial asset was determined using the following inputs at June 30, 2010:

	Fair Value Measurements at Reporting Date Using			
	Total	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Securities available for sale	\$33,475,309	\$28,475,309	\$5,000,000	\$ -0-
	\$33,475,309	\$28,475,309	\$5,000,000	\$ -0-

The Company's convertible subordinated debentures were valued at par based on significant other observable inputs (Level 2) as follows:

- The issuer has redeemed these debentures at par.
- Debenture holders have transferred these debentures at par.
- A brokerage firm has recommended a transfer at par.
- Borrowings against these debentures were based on par.

Additionally, the Company corroborated the valuation at par by performing a comparable yield analysis of these debentures using observable market data.

The Company is also required to disclose certain information about fair values of financial instruments, as defined in ASC 825-10, Financial Instruments.

Estimates of fair value are made at a specific point in time, based upon, where available, relevant market prices and information about the financial instrument. Such estimates do not include any premium or discount that could result from offering for sale at one time the Company's entire holdings of a particular financial instrument. Almost all of the Company's securities available for sale have quoted market prices. However, for a portion of the Company's other financial instruments, no quoted market value exists. Therefore, estimates of fair value are necessarily based on a number of significant assumptions (many of which involve events outside the control of management). Such assumptions include assessments of current economic conditions, perceived risks associated with these financial instruments and their counterparties, future expected loss experience and other factors. Given the uncertainties surrounding these assumptions, the reported fair values represent estimates only and, therefore, cannot be compared to the historical accounting model. Use of different assumptions or methodologies is likely to result in significantly different fair value estimates.



The fair value of cash and cash equivalents and notes receivables approximates their current carrying amounts since all such items are short-term in nature. The fair value of securities available for sale is primarily based upon quoted market values. The fair value of variable rate mortgages payable and loans payable approximate their current carrying amounts since such amounts payable are at approximately a weighted-average current market rate of interest. As of June 30, 2010, the fair and carrying value of fixed rate mortgages payable amounted to \$67,882,417 and \$68,374,589, respectively. The fair value of mortgages payable is based upon discounted cash flows at current market rates for instruments with similar remaining terms.

#### NOTE 9 RELATED PARTY TRANSACTIONS AND OTHER MATTERS

Effective January 1, 2010, the Company and Allison Nagelberg, General Counsel, entered into a three-year employment agreement, under which Ms. Nagelberg receives an annual base salary of \$178,126 for 2010, \$178,126 for 2011 and \$196,000 for 2012, plus bonuses and customary fringe benefits. Ms. Nagelberg will also receive four weeks vacation and reimbursement of reasonable and necessary business expenses. Pursuant to this employment agreement, the Company will also pay on behalf of Ms. Nagelberg, all tuition and fees associated with her pursuit of an Executive MBA degree. In the event of a merger, sale or change of voting control of the Company, the employee will have the right to extend and renew this employment agreement so that the expiration date will be three years from the date of merger, sale or change of voting control. If there is a termination of employment by the Company for any reason, either involuntary or voluntary, including the death of the employee, other than a termination for cause as defined by the agreement, the employee shall be entitled to the greater of the salary due under the remaining term of the agreement or one year's compensation at the date of termination, paid monthly over the remaining term or life of the agreement.

#### NOTE 10 - CONTINGENCIES

The Company is subject to claims and litigation in the ordinary course of business. Management does not believe that any such claim or litigation will have a material adverse effect on the consolidated balance sheet or results of operations.

#### NOTE 11 - SUPPLEMENTAL CASH FLOW INFORMATION

Cash paid during the six months ended June 30, 2010 and 2009 for interest was \$2,303,392 and \$2,283,981, respectively. Interest cost capitalized to Land Development was \$142,442 and \$131,000 for the six months ended

June 30, 2010 and 2009, respectively. The increase in fair value of the interest rate swap agreements amounted to \$-0- and \$172,744 for the six months ended June 30, 2010 and 2009, respectively.

During the six months ended June 30, 2010 and 2009, the Company had dividend reinvestments of \$626,282 and \$556,556, respectively, which required no cash transfers.

NOTE 12 SUBSEQUENT EVENTS

On August 2, 2010, the Compensation Committee of the Board of Directors awarded 60,000 shares of restricted stock grants to five participants under the Company's 2003 Stock Option and Stock Award Plan. The fair value of stock awards is equal to the fair value of the Company's stock on the grant date. The grant date fair value of restricted stock grants awarded to participants in 2010 was approximately \$691,000. In accordance with ASC Topic 718, the Company recognizes compensation expense for restricted stock awards upon the explicit vesting period stated in the individual award agreements, which for fiscal 2010 had an average term of five years. The Compensation Committee also awarded stock options to purchase 80,000 shares to twelve participants.

## ITEM 2 - MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### Overview

The following discussion and analysis of the consolidated financial condition and results of operations should be read in conjunction with the Consolidated Financial Statements and notes thereto included elsewhere herein and in our annual report on Form 10-K for the year ended December 31, 2009.

The Company is a real estate investment trust (REIT). The Company's primary business is the ownership and operation of manufactured home communities leasing manufactured home spaces on a month-to-month basis to private manufactured home owners. The Company also leases homes to residents and, through its taxable REIT subsidiary, UMH Sales and Finance, Inc. (S&F), sells and finances homes to residents and prospective residents of our communities. The Company owns thirty communities containing approximately 7,200 sites. These communities are located in New Jersey, New York, Ohio, Pennsylvania and Tennessee. The Company also invests in debt and equity securities of other REITs.

The Company's income primarily consists of rental and related income from the operation of its manufactured home communities. Income also includes sales of manufactured homes. Total income decreased by approximately 3% from \$8,118,648 for the quarter ended June 30, 2009 to \$7,862,640 for the quarter ended June 30, 2010. Total income increased by approximately 2% from \$15,760,947 for the six months ended June 30, 2009 to \$16,023,912 for the six months ended June 30, 2010. These variances were primarily due to an increase in rental and related income but a decrease in sales of manufactured homes. Sales of manufactured homes amounted to \$1,091,480 and \$2,548,431 for the quarter and six months ended June 30, 2010, as compared to the \$1,494,118 and \$2,579,918 for the quarter and six months ended June 30, 2009. Sales have continued to be disappointing due to weaknesses in the overall economy. While housing markets are beginning to stabilize, our customers still face difficulties in selling their existing homes. This coupled with continued high unemployment rates, has negatively impacted our sales and our gross profit percentage. The gross profit percentage decreased from 6% for the six months ended June 30, 2009 to 5% for the six months ended June 30, 2010. Rental and related income increased \$146,630 and \$294,452 for the quarter and six months ended June 30, 2010, as compared to the quarter and six months ended June 30, 2009. This was primarily due to rental increases to residents and the purchase of two new communities in June 2010, Sunny Acres, a 207-space community in Somerset, PA and Suburban Estates, a 200-space community in Greensburg, PA. Occupancy decreased from approximately 80% as of June 30, 2009 to approximately 78% at December 31, 2009 and has remained steady to June 30, 2010. Economic growth in the US economy has moderated and high unemployment rates have persisted. However, activity in our communities has recently increased as conventional home ownership rates continue to fall. We are seeing increased demand for rental units and have added approximately 50 rental units to selected communities.

The Company also holds a portfolio of securities of other REITs with a fair value of \$33,475,309 at June 30, 2010. The Company invests in these securities on margin from time to

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time when the Company can achieve an adequate yield spread. The REIT securities portfolio provides the Company with liquidity and additional income and serves as a proxy for real property investments. At June 30, 2010, the Company's portfolio consisted of 67% common stocks, 18% preferred stocks and 15% debentures. The Company's weighted-average yield on the securities portfolio was approximately 6.9% at June 30, 2010.

Gain (loss) on securities transactions, net amounted to a gain of \$702,169 and \$1,684,084 for the quarter and six months ended June 30, 2010, respectively, as compared to a loss of \$169,480 and \$1,893,314 for the quarter and six months ended June 30, 2009. For the quarter and six months ended June 30, 2009, the Company recognized non-cash impairment charges of \$169,480 and \$1,893,314, respectively, relating to securities which were considered other than temporarily impaired. The market for REIT securities has dramatically improved and the Company has unrealized gains of \$3,367,188 in its REIT securities portfolio as of June 30, 2010. It is our intent to hold these securities long-term.

Total expenses increased by approximately 4% and 8% for the quarter and six months, respectively, ended June 30, 2010 as compared to the quarter and six months ended June 30, 2009. This was primarily due to increases in community operating expenses, selling expenses, and professional and other acquisition costs.

Net income increased from \$1,178,562 and \$79,726 for the quarter and six months ended June 30, 2009, respectively, to \$1,472,638 and \$3,357,636 for the quarter and six months ended June 30, 2010.

In spite of challenges in the broad economy, the Company continues to strengthen its balance sheet. We have extended our line of credit. We have extended our one mortgage loan which expired in 2010. At June 30, 2010, the Company had approximately \$3 million in cash, \$33 million in securities encumbered by \$11 million in margin and term loans, and \$5 million available on its line of credit. We have been positioning ourselves for future growth and will continue to seek opportunistic investments. However, there is no guarantee that any of these opportunities will materialize or that the Company will be able to take advantage of such opportunities.

The Company believes that funds generated from operations and the DRIP, the funds available on the line of credit, together with the ability to finance and refinance its properties will provide sufficient funds to adequately meet its obligations over the next year.

See PART I, Item 1 Business in the Company's 2009 annual report on Form 10-K for a more complete discussion of the economic and industry-wide factors relevant to the Company and the opportunities and challenges, and risks on which the Company is focused.



### **Changes In Results Of Operations**

Rental and related income increased 2% from \$6,624,530 for the quarter ended June 30, 2009 to \$6,771,160 for the quarter ended June 30, 2010. Rental and related income increased 2% from \$13,181,029 for the six months ended June 30, 2009 to \$13,475,481 for the six months ended June 30, 2010. This was primarily due to rental increases to residents, partially offset by a decrease in occupancy. The Company has been raising rental rates by approximately 3% to 6% annually. Occupancy decreased from approximately 80% at June 30, 2009 to approximately 78% at December 31, 2009 and has remained steady to June 30, 2010. The Company has faced many challenges in filling vacant homesites due to the current economic environment.

Sales of manufactured homes amounted to \$1,091,480 and \$1,494,118 for the quarters ended June 30, 2010 and 2009, respectively, a decrease of 27%. Sales of manufactured homes amounted to \$2,548,431 and \$2,579,918 for the six months ended June 30, 2010 and 2009, respectively, a decrease of 1%. Cost of sales of manufactured homes amounted to \$1,057,946 and \$1,426,536 for the quarters ended June 30, 2010 and 2009, respectively. Cost of sales of manufactured homes amounted to \$2,431,979 and \$2,428,775 for the six months ended June 30, 2010 and 2009, respectively. Selling expenses amounted to \$397,512 and \$292,629 for the quarters ended June 30, 2010 and 2009, respectively. Selling expenses amounted to \$796,230 and \$616,259 for the six months ended June 30, 2010 and 2009, respectively. Loss from the sales operations (defined as sales of manufactured homes less cost of sales of manufactured homes less selling expenses) amounted to \$363,978, or 33% of total sales, for the quarter ended June 30, 2010 as compared to \$225,047, or 15% of total sales, for the quarter ended June 30, 2009. Loss from sales operations amounted to \$679,778, or 27% of total sales, for the six months ended June 30, 2010 as compared to \$465,116, or 18% of total sales, for the six months ended June 30, 2009. The Company believes that sales of new homes produces new rental revenue and is an investment in the upgrading of the communities.

Community operating expenses increased 13% from \$3,232,626 for the quarter ended June 30, 2009 to \$3,649,910 for the quarter ended June 30, 2010. Community operating expenses increased 10% from \$6,443,312 for the six months ended June 30, 2009 to \$7,084,611 for the six months ended June 30, 2010. This was primarily due to an increase in repairs and maintenance due to the severe winter and spring and an increase in personnel. General and administrative expenses decreased 9% from \$817,175 for the quarter ended June 30, 2009 to \$743,564 for the quarter ended June 30, 2010 primarily due to a decrease in reporting and publication costs. General and administrative expenses remained relatively stable for the six months ended June 30, 2010 as compared to the six months ended June 30, 2009. Acquisition costs relating to the transaction and due diligence costs associated to the acquisition of Sunny Acres and Suburban Estates amounted to \$160,058 for the quarter and six months ended June 30, 2010. These costs would have previously been capitalized. Depreciation expense and amortization expense remained relatively stable for the quarter and six months ended June 30, 2010 as compared to the quarter and six months ended June 30, 2009.

Interest and dividend remained relatively stable for the quarter and six months ended June 30, 2010 as compared to the quarter ended June 30, 2009.





Gain (loss) on securities transactions, net for the three and six months ended June 30, 2010 and 2009 consisted of the following:

	<u>Three Months</u>		<u>Six Months</u>	
	<u>2010</u>	<u>2009</u>	<u>2010</u>	<u>2009</u>
Gain (loss) on sale of securities, net	\$702,169	\$-0-	\$1,684,084	(\$556,751)
Impairment losses	-0-	(169,480)	-0-	(1,893,314)
Gain (loss) on securities transactions, net	\$702,169	(\$169,480)	\$1,684,084	(\$2,450,065)

Gain on securities transactions, net amounted to \$702,169 for the quarter ended June 30, 2010, as compared to a loss of \$169,480 for the quarter ended June 30, 2009 and a gain of \$1,684,084 for the six months ended June 30, 2010, as compared to a loss of \$2,450,065 for the six months ended June 30, 2009. During 2009, the Company recognized approximately \$1,900,000 in impairment losses due to the writing down of the carrying value of certain securities which were considered other than temporarily impaired. The market for REIT securities has dramatically improved and the Company has unrealized gains of approximately \$3,400,000 in its REIT securities portfolio as of June 30, 2010. The dividends received from our securities investments continue to meet our expectations. It is our intent to hold these securities long-term.

Interest expense increased 7% from \$1,135,033 for the quarter ended June 30, 2009 to \$1,212,270 for the quarter ended June 30, 2010. Interest expense increased 9% from \$2,230,294 for the six months ended June 30, 2009 to \$2,432,175 for the six months ended June 30, 2010. This was primarily due to an increase in mortgages payable and the change in fair value of the Company's interest rate swaps. The change in fair value of the Company's interest rate swaps decreased interest expense by \$95,623 and \$172,744 for the quarter and six months ended June 30, 2009. Cash paid for interest during the three and six months ended June 30, 2010 amounted to \$1,128,853 and \$2,303,392, respectively. Cash paid for interest during the three and six months ended June 30, 2009 amounted to \$1,297,378 and \$2,283,981, respectively.

### **Changes in Financial Condition**

Net cash provided by operating activities decreased 148% from \$6,843,503 for the six months ended June 30, 2009 to \$2,759,865 for the six months ended June 30, 2010. This was primarily due to an increase in inventory and notes and

other receivables for the six months ended June 30, 2010 as compared to a decrease for the six months ended June 30, 2009.

Total investment property and equipment increased 11% or \$15,001,841 during the six months ended June 30, 2010. This increase was primarily due to the acquisition of the manufactured home communities in Somerset, PA and Greensburg, PA for a total purchase price of approximately \$13,200,000, including notes receivables of approximately \$600,000.

Securities available for sale increased 5% or \$1,651,032 during the six months ended June 30, 2010. This increase was due primarily to an increase in the unrealized gain of \$1,152,881 and purchases of \$1,986,692, partially offset by the sales of securities with a cost of \$1,488,541.

Inventory of manufactured homes increased 14% or \$1,086,810 during the six months ended June 30, 2010. Because conventional home ownership rates continue to decline, the Company is optimistic about future sales and rental prospects.

Mortgages payable increased 9% or \$6,530,574 during the six months ended June 30, 2010. This increase was due to a new \$7,478,250 mortgage on the new communities partially offset by principal repayments of \$947,676.

Loans payable increased 20% or \$3,726,220 during the six months ended June 30, 2010. This increase was primarily due to an increase in the margin loan for the purchase of the new communities.

The Company raised \$4,614,842 from the issuance of shares in the DRIP during the six months ended June 30, 2010, which included dividend reinvestments of \$626,282. Dividends paid on the common stock for the six months ended June 30, 2010 were \$4,492,683 of which \$626,282 was reinvested. On July 1, 2010, the Company declared a dividend of \$0.18 per common share to be paid September 15, 2010 to common shareholders of record as of August 16, 2010.

The Company uses a variety of sources to fund its cash needs in addition to cash generated through operations. The Company may sell marketable securities, borrow on its line of credit, refinance debt, or raise capital through the DRIP or capital markets.

### **Liquidity And Capital Resources**

The Company's principal liquidity demands have historically been, and are expected to continue to be, distributions to the Company's stockholders, acquisitions, capital improvements, development and expansions of properties, debt service, purchases of manufactured home inventory, investment in debt and equity securities of other REITs and payments of expenses relating to real estate operations. The Company's ability to generate cash adequate to meet these demands is dependent primarily on income from its real estate investments and securities portfolio, the sale of real estate investments and securities, refinancing of mortgage debt, leveraging of real estate investments, availability of bank borrowings, proceeds from the DRIP, and access to the capital markets.

The recent economic downturn and the lack of liquidity in the lending environment may impact management's ability to grow by acquiring additional properties or REIT securities. Current economic indicators show the US economy to be slowly improving. The affordability of our homes and the slow-down in site-built homes should enable the Company to perform well despite the challenging economy. While the recent recession has proven difficult, the manufactured housing industry property type has performed better than other commercial property types.

As of June 30, 2010, the Company had cash and cash equivalents of \$3,416,156 and securities available for sale of \$33,475,309 subject to margin and bank loans of \$11,260,590. These marketable securities provide the Company with additional liquidity. The dividends

received from our securities investments continue to meet our expectations. It is our intent to hold these securities long-term and anticipate realizing satisfactory returns.

As of June 30, 2010, the Company has a \$5,000,000 unsecured line of credit, all of which was available. The Company also has a \$10,000,000 revolving line of credit for the financing of home sales, of which \$8,100,000 was utilized. The Company also has a \$7,500,000 revolving credit facility to finance inventory purchases, of which \$2,954,402 was utilized. The Company owns 30 properties, of which 16 are unencumbered. The Company's securities portfolio, non-mortgaged properties, and lines of credit provide additional liquidity. The Company has been raising capital through its DRIP. The Company believes that funds generated from operations and the DRIP, together with the ability to finance and refinance its properties will provide sufficient funds to adequately meet its obligations over the next several years.

The Company had one mortgage with a balance of approximately \$2,400,000, which matured in May 2010. This mortgage has been extended to July 1, 2012.

The Company does not have any off-balance sheet arrangements.

### **Funds From Operations**

Funds from Operations (FFO) is defined as net income excluding gains (or losses) from sales of depreciable assets, plus depreciation. FFO should be considered as a supplemental measure of operating performance used by real estate investment trust (REITs). FFO excludes historical cost depreciation as an expense and may facilitate the comparison of REITs which have different cost basis. The items excluded from FFO are significant components in understanding and assessing the Company's financial performance. FFO (1) does not represent cash flow from operations as defined by generally accepted accounting principles; (2) should not be considered as an alternative to net income as a measure of operating performance or to cash flows from operating, investing and financing activities; and (3) is not an alternative to cash flow as a measure of liquidity. FFO, as calculated by the Company, may not be comparable to similarly entitled measures reported by other REITs.

The Company's FFO for the three and six months ended June 30, 2010 and 2009 is calculated as follows:

Three Months

Six Months

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	2010	2009	2010	2009
Net Income	\$1,472,638	\$1,178,562	\$3,357,636	\$79,726
Loss (Gain) on Sales of				
Depreciable Assets	8,910	10,477	(6,195)	21,980
Depreciation Expense	1,070,226	1,021,354	2,088,874	2,052,228
FFO	\$2,551,774	\$2,210,393	\$5,440,315	\$2,153,934

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The following are the cash flows provided (used) by operating, investing and financing activities for the six months ended June 30, 2010 and 2009:

	2010	2009
Operating Activities	\$2,759,865	\$6,843,503
Investing Activities	(14,074,586)	(4,466,814)
Financing Activities	10,211,092	(349,732)

**Safe Harbor Statement**

Statements contained in this Form 10-K, including the documents that are incorporated by reference, that are not historical facts are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the Securities Act ), and Section 21E of the Securities Exchange Act of 1934, as amended (the Exchange Act ). Also, when we use any of the words anticipate, assume, believe, estimate, expect, intends, plans, may, or similar expressions, we are making forward-looking statements. These forward-looking statements are not guaranteed and are based on our current intentions and on our current expectations and assumptions. These statements, intentions, expectations and assumptions involve risks and uncertainties, some of which are beyond our control, which could cause actual results or events to differ materially from those we anticipate or project. Such risks and uncertainties include, but are not limited to, the following:

- changes in the real estate market and general economic conditions;
- the inherent risks associated with owning real estate, including local real estate market conditions, governing laws and regulations affecting manufactured housing communities and illiquidity of real estate investments;
- increased competition in the geographic areas in which we own and operate manufactured housing communities;
- our ability to continue to identify, negotiate and acquire manufactured housing communities and/or vacant land which may be developed into manufactured housing communities on terms favorable to us;



- our ability to maintain rental rates and occupancy levels;
- changes in market rates of interest;
- our ability to repay debt financing obligations;
- our ability to refinance amounts outstanding under our credit facilities at maturity on terms favorable to us;
- our ability to comply with certain debt covenants;
- the availability of other debt and equity financing alternatives;
- continued ability to access the debt or equity markets;
- the loss of any member of our management team;
- our ability to maintain internal controls and processes to ensure all transactions are accounted for properly, all relevant disclosures and filings are timely made in accordance with all rules and regulations, and any potential fraud or embezzlement is thwarted or detected;
- our ability to qualify as a real estate investment trust for federal income tax purposes;

- the ability of manufactured home buyers to obtain financing;
- the level of repossessions by manufactured home lenders;
- changes in federal or state tax rules or regulations that could have adverse tax consequences;
- our ability to qualify as a real estate investment trust for federal income tax purposes; and
- those risks and uncertainties referenced under the heading "Risk Factors" contained in contained in the Company's Form 10-K and other filings with the Securities and Exchange Commission..

You should not place undue reliance on these forward-looking statements, as events described or implied in such statements may not occur. The forward-looking statements contained in this Form 10-Q speak only as of the date hereof and the Company expressly disclaims any obligation to publicly update or revise any forward-looking statements whether as a result of new information, future events, or otherwise.

### **ITEM 3 - QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

There have been no material changes to information required regarding quantitative and qualitative disclosures about market risk from the end of the preceding year to the date of this Quarterly Report on Form 10-Q.

### **ITEM 4 - CONTROLS AND PROCEDURES**

The Company's Chief Executive Officer and Chief Financial Officer, with the assistance of other members of the Company's management, have evaluated the effectiveness of the Company's disclosure controls and procedures as of

the end of the period covered by this Quarterly Report on Form 10-Q. Based on such evaluation, the Company's Chief Executive Officer and Chief Financial Officer have concluded that the Company's disclosure controls and procedures are effective.

**Changes In Internal Control Over Financial Reporting**

There were no changes in the Company's internal control over financial reporting during the quarterly period ended June 30, 2010 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

**PART II**

**OTHER INFORMATION**

Item 1 - Legal Proceedings none

Item 1A - Risk Factors

There have been no material changes to information required regarding risk factors from the end of the preceding year to the date of this Quarterly Report on Form 10-Q. In addition to the other information set forth in this Quarterly Report on Form 10-Q, you should carefully consider the factors discussed in Part I, Item 1A Risk Factors in the Company's Annual Report on Form 10-K for the year ended December 31, 2009, which could materially affect the Company's business, financial condition or future results. The risks described in the Company's Annual Report on Form 10-K are not the only risks facing the Company. Additional risks and uncertainties not currently known to the Company or that the Company currently deems to be immaterial also may materially adversely affect the Company's business, financial condition and/or operating results.

Item 2 - Unregistered Sale of Equity Securities and Use of Proceeds none

Item 3 - Defaults Upon Senior Securities none

Item 4 - Removed and Reserved

Item 5 - Other Information

(a) Information Required to be Disclosed in a Report on Form 8-K, but

not Reported none

(b) Material Changes to the Procedures by which Security Holders May

Recommend Nominees to the Board of Directors none



Item 6 - Exhibits

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Employment Agreement with Ms. Allison Nagelberg effective January 1, 2010 (incorporated by reference to the 8-K as filed by the Registrant with the Securities and Exchange Commission on January 6, 2010, Registration No. 001-12690).

31.1

Certification of Samuel A. Landy, President and Chief Executive Officer of the Company, pursuant to Rule 13a-14(a) of the Securities Exchange Act of 1934, as amended (Filed herewith).

31.2

Certification of Anna T. Chew, Vice President and Chief Financial Officer of the Company, pursuant to Rule 13a-14(a) of the Securities Exchange Act of 1934, as amended (Filed herewith).

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Certification pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, signed by Samuel A. Landy, President and Chief Executive Officer, and Anna T. Chew, Vice President and Chief Financial Officer (Furnished herewith).

**SIGNATURES**

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

UMH PROPERTIES, INC.

DATE:

August 5, 2010

By /s/ Samuel A. Landy

Samuel A. Landy

President and

Chief Executive Officer

DATE:

August 5, 2010

By /s/ Anna T. Chew

Anna T. Chew

Vice President and

Chief Financial Officer