

December 28, 2012

Mr. Robert R. Miller 5107 SW Inverness Court Palm City, FL 34990

Dear Rob:

This will serve as the official notice and call to meeting of the Shareholders of the W.C. and A.N. Miller Development Company for their Annual Meeting to be held at 10 am on Saturday, January 26, 2013 at Columbia County Club located at 7900 Connecticut Avenue, Chevy Chase, Maryland 20815. Enclosed with this mailing are the following:

- Proxy. This proxy should be completed by those that are not planning on attending the
  meeting. I do, though, recommend that all Shareholders complete a proxy so that should
  something come up preventing you from attending the meeting your vote will be counted.
  - Please designate your proxy, sign the form and return the completed proxy to Alan Gordon, CPA, who will be managing the proxy information on behalf of the Company, in the enclosed self-addressed stamped envelope to be received **no later than Wednesday**, **January 23, 2013** giving us enough time to prepare for Saturday's meeting.
- 2. Agenda for Annual Meeting of the Shareholders of the W.C. and A.N. Miller Development Company.
- Slate for Board of Directors for 2013.
- 4. Minutes from April 21, 2012 Annual Meeting.
- Sample Ballot.
- 6. Reviewed W.C. and A.N. Miller Development Company and its subsidiaries Financial Statements as of September 30, 2012 and 2011.

Additionally, the Stockholders will be voting to accept the Amended and Restated By-Laws. It was deemed by the Board of Directors that a revision to the Company's By-Laws were needed, therefore, below is a summary of the changes that have been made.

- The By-Laws were revised to reflect current Delaware law.
- b. They were made grammatically correct (he/she; shareholder/stockholder)
- c. The language reflects the communication methods of the 21<sup>st</sup> Century.
- d. The Office of President was replaced with Chief Executive Officer
- e. The number of Directors may be no less than five (5) and no more than eleven (11)
- f. The Chairman of the Board and the Vice Chairman are elected by the Board of Directors and are members of the Board of Directors.
- g. The indemnification language was changed to mirror the language of the agreement that is currently in use and is in keeping with Delaware law.

The redlined and clean copy of the Amended and Restated By-Laws may be found on the Company website <a href="https://www.wcanmiller.com">www.wcanmiller.com</a>.

Finally, please contact my associate, Patty Emory [301-915-9393 or <a href="mailto:pemory@wcanmiller.com">pemory@wcanmiller.com</a>] to let her know if you are planning on attending the meeting so that we have an accurate head count for the luncheon.

I look forward to seeing everyone on the  $26^{th}$  and in the meantime should you have any questions, please feel free to contact me.

Sincerely,

Robert R. Miller

# **NOTICE**

You are hereby notified that the Annual Meeting of the Stockholders of the W.C. and A.N. Miller Development Company will be held at Columbia Country Club, 7900 Connecticut Avenue, Chevy Chase, Maryland 20815, on Saturday, January 26, 2012 at 10:00 a.m. Please designate your proxy, sign and **return it**, in the enclosed self-addressed stamped envelope, **no later than Wednesday, January 23, 2013**.

# **PROXY**

proxy at the Annual Company to be held full power and author	on January 26, 2013 and at any	to act for me in my stead as a of the W.C. and A.N. Miller Development adjournment of adjournments thereof, with alf, with all powers and I, the undersigned,
Effective Date:		
Signed:		
Print Name:	Stockholder	

#### W.C. AND AN. MILLER DEVELOPMENT COMPANY 2013 ANNUAL SHAREHOLDERS MEETING

#### January 26, 2013

- 1. Approval of Minutes of 2012 Annual Meeting
- 2. Update on Company
- 3. Nomination from Floor for 2013 Board of Directors
- 4. Election of Board of Directors and Adoption of Changes to the By-Laws
- 5. Report from Audit and Finance Committee Chairman
- 6. Report of Outcome of Election
- 7. Discussion regarding Unsecured Subordinated Promissory Notes
- 8. Set Annual Meeting of the Board of Directors
- Recognition of Ernest "Bud" Miller's retirement from the Board of Directors of the W.C. and A.N. Miller Development Company
- 10. Adjourn
- 11. Board of Directors Meeting (All Shareholders are invited)
- 12. Luncheon

# W.C. AND AN. MILLER DEVELOPMENT COMPANY

## BOARD OF DIRECTORS RECOMMENDED

## 2013 SLATE OF DIRECTORS

Robert W. Beers, Jr.

Robert W. Beers, III

Michael C.J. Fallon, Chairman

Katharine P. Kile

Paul L. (Jay) Maddock, Jr.

Geoffrey T. Miller

Robert R. Miller

James L. Myers, Jr.

Deborah O. Vaughan, Vice Chairman

# MINUTES OF THE W.C. and A. N. MILLER DEVELOPMENT COMPANY

#### ANNUAL SHAREHOLDERS MEETING

#### April 21, 2012

The annual meeting of the Shareholders of the W.C. and A.N. Miller Development Company, a Delaware Corporation (the "Company") was held at Columbia Country Club in Chevy Chase, Maryland.

#### I. Participants

The following Shareholders of record were present and no stockholder objected to lack of notice:

Robert W. Beers, Jr.	Robert W. Beers, III	Mary Church
Richard Graft	Katharine P. Kile	Katharine Jones
Adam Miller	Allison Miller, III	Geoffrey T. Miller
Kathleen Miller	Matthew Miller	Patricia Miller
Robert R. Miller	Rosemary Miller	William Miller
Jennifer O. Morgan	James L. Myers, Jr.	James Myers, III
Kenneth Myers	Mark Ong	Thomas Ong
Monica M. Satrape	Francis Seay	Michael Seay, Jr.
Sarah Shaw	Deborah O. Vaughan	

Others in attendance included: Chairman of the Board of Directors, Ernest (Bud) Miller, Jr., Michael (Mike) Fallon, Paul (Jay) Maddock, Jr., and Patricia Emory served as secretary.

#### II. Call to Order

A quorum being present, Bud Miller, Chairman of the Board of Directors, called the meeting to order at approximately 10:05 am, immediately bringing attention to the Agenda (Attachment A).

#### III. Approval of April 2011 Meeting Minutes

The first order of business is the approval of the minutes of last year's meeting.

**Motion** was made by Patricia Miller to approve the minutes from the April 30, 2011 meeting and seconded by Mary Church. All in favor none opposed.

#### IV. Company Update

The floor was turned over to Robert (Rob) Miller to report on the status of the Company.

a. Rob Miller showed the Shareholders the new Company website that can be found at <a href="https://www.wcanmiller.com">www.wcanmiller.com</a>. He stated that there are still some tweaking that needs to be done but once ready a notice to the Shareholders will be sent including login information

- b. Financial Statements as of September 30, 2011: Rob Miller reviewed the financial statements that are detailed in the attached Power Point presentation. He noted the following:
  - There was an increase in cash by approximately \$1,000,000.
  - Net Rental Income showed an increase of 1,284,645.
  - Gross Profit for Sale of Lots is a negative due to the expenses that the Company had been carrying for the lots.
  - Net Loss was (\$1,679,489) for the year.
  - Cash Flow Statement shows a net increase in cash of \$995,797.

#### c. Company Update 2010/2011

Rob Miller reviewed the highlights of the fiscal year that ended September 30, 2011 which are detailed in the attached Power Point Presentation.

#### d. Review of Haymount Litigation

Rob Miller explained the lawsuit to the Shareholders. He noted that there is a settlement conference scheduled for April 25, 2012 in Newark, NJ along with a hearing on our Motion for Summary Judgment sometime in June 2012. He stated that he will keep the Shareholders informed as things progress.

### e. Fiscal Year 2011/2012 Leasing Update

Rob Miller explained that the Company's portfolio is ahead of our competitive set in regards to vacancy. He explained that the Company has created small speculative suites that new tenants have been leasing quicker than we can build them, along with all of the common area improvements that have been made our properties are quite desirable. He explained that our rates are solid and that once all of the vacancy in the Massachusetts Avenue properties are fully leased 4301 50<sup>th</sup> Street should lease soon thereafter since it will be the only vacancy in Spring Valley. Additionally, he noted that Sumner Highlands is doing well and that we only have 6 units vacant going into our high leasing period.

#### f. Dividend

Rob Miller explained that the dividend had been suspended due to the fact that our available cash fell below our agreed minimum cash reserve of \$2,000,000. He stated that he anticipates that the Company will be able to resume paying dividends next fiscal year. He explained that due to the Company's refinancing of the Shops at Sumner Place, the Company should realize a savings of \$600,000 in interest costs per year. Further, due to the properties being primarily fully leased the Company's leasing expenses (leasing commissions and tenant improvements) will decrease. The only issue that will be outstanding is the Haymount litigation. Due to these factors, the Board of Directors declared a special dividend in the amount of \$200,000. Rob Miller explained that the Company anticipates being able to pay a smaller sustainable dividend next fiscal year and review the Company's financial position from time to time and if warranted pay a special dividend.

A discussion occurred regarding growing the Copmpany. It was explained that the Board of Directors have been working on a Strategic Plan which when finalized, and will be made available to the Shareholders on the website.

#### V. Slate for Board of Directors

Bud Miller asked if there were any nominations from the floor for the 2012 Board of Directors. None were noted and the floor was closed. William Miller and Kathleen Miller volunteered to be the Shareholder representatives to work with Alan Gordon CPA, PA in tallying the votes.

A discussion occurred regarding Bud Miller staying on the Board for an additional year. It was noted his assistance is necessary in transitioning the two non-family Board members.

A discussion occurred regarding the change to the By-Laws on the Ballot. Bob Beers as Chairman of the Governance & Nominating Committee explained that the only request is to allow 10 Board of Directors for one additional year. He further stated that the By-Laws are being reviewed by his Committee with assistance from outside counsel and he hopes to have a draft of the Revised By-Laws to the Shareholders by the end of the year so that they will have plenty of time to review them and provide feed-back.

The Shareholders were then asked to vote.

#### VI. Report of the Audit & Finance Committee

Rob Beers as Chairman of the Audit & Finance Committee stated that his Committee is comprised of Jim Myers, Mike Fallon along with himself. He explained what the Committee was responsible for:

- Budget Review
- b. Review and Approval of year end Financials from our Accountant
- c. Review of the Agreed Upon procedures Report from our Accountant
- d. Presentation to the full Board of Directors of all 3 items along with the Committee's recommendations.

He further explained that his Committee feels that due to the size of the Company that a Review in conjunction with an Agreed Upon Procedures Report from our Accountant is adequate at this time. Additionally, he explained that the Board of Directors is looking into alternative Corporate structures.

#### VII. Report of the Governance & Nominating Committee

Bob Beers as Chairman of the Governance & Nominating Committee stated that his Committee is comprised of Kathy Kile, Jay Maddock along with himself. He explained the tasks that his Committee is currently working on:

- a. Revisions to the By-Laws so that they are in compliance with Delaware Law.
- b. Finding a replacement for the Chairman of the Board of Directors. He noted that they will be looking for someone who is currently a Board member. It was asked whether they would look for someone outside of the current Board and Bob Beers said that he will review all candidates. Bud Miller explained that the

- Shareholders will be asked for nominations as well as any candidates from the floor during the 2013 Annual Meeting.
- c. Succession Planning. As noted earlier, the immediate replacement would be the Chairman of the Board. The Executive Compensation Committee will be creating the long term Succession Plan.

### VIII. Report of the Strategic Planning Committee

Mike Fallon as Chairman of the Strategic Planning Committee stated that his Committee is comprised of Rob Beers, Geoff Miller, Rob Miller, Jim Myers, Debbie Vaughan along with himself. He explained that his Committee has developed a Strategic Plan that will be finalized over the next few months and then presented to the Shareholders. It was noted that the Shareholders will have an opportunity to provide fed back regarding the Strategic Plan. He explained that the Plan is the process of defining the direction the Company should be going in and then allocating the necessary resources to accomplish it.

#### IX. Report from the Executive Compensation Committee

Debbie Vaughan as Chairman of the Executive Compensation Committee stated that her Committee is comprised of Jay Maddock, Bud Miller, Geoff Miller along with herself. She explained that Rob Miller's position is unique and that the Board of Directors felt that they would need outside assistance in determining what his compensation package should be. The Committee hired two consulting firms with completely different approaches but both came to the same conclusions regarding what the compensation package should be. She explained that her Committee has developed goals for Rob Miller so that there is a measure of accountability. The Committee's goals are to make sure that the best interests of Rob Miller, the Company and the Shareholders are taken into account when developing a compensation package.

The Committee will also be working on developing a long term Succession Plan for the Company.

#### X. Voting Results

After tallying the votes, William Miller and Kathleen Miller rejoined the meeting; William Miller reported the results:

#### Directors of the Board:

Ernest Miller, Chairman Robert W. Beers, III Katharine P. Kile Geoffrey T. Miller James L. Myers, Jr.

Robert W. Beers, Jr. Michael Fallon Paul (Jay) Maddock, Jr.

Paul (Jay) Maddock, Jr. Robert R. Miller

Deborah O. Vaughan

Ernest Miller congratulated all the new Directors.

The following change to the By-Laws was approved as well:

<u>ARTICLE III – BOARD OF DIRECTORS</u> Section 1 – Number, Election and Term of Office: (a) The number of the directors of the Corporation shall be ten (10), unless and until otherwise determined by vote of the majority of the entire Board of Directors. It is further recommended, in consultation with the shareholders, that five (5) directors be descendants of the founding shareholders (family directors) and that four (4) directors be persons who are not shareholders or employees of the Company [changed in 2006]. The number of Directors shall not be less than three (3), unless all of the outstanding shares are owned beneficially and of records by less than three shareholders, in which event the number of directors shall not be less than the number of shareholders.

#### XI. Call for Annual Board of Director's Meeting

Bud Miller noted that the By-Laws require that an Annual Board of Directors meeting is to occur and invited all Shareholders to attend the meeting set for April 21, 2011 immediately following this Shareholders meeting. The meeting will be to elect Robert Miller as President and Patricia Emory as Corporate Secretary and reaffirm the actions of management for the past year.

#### XII. Adjourn

Finally, Ernest Miller asked for a motion to adjourn the Shareholders meeting. Allison Miller so moved and Frances Saey seconded and all were in favor, none opposed.

There being no further business, the meeting was adjourned at 12:15 pm.

R. Emory, Corporate Secretar	y

# W.C. AND AN. MILLER DEVELOPMENT COMPANY 2011 ANNUAL SHAREHOLDERS MEETING

# April 30, 2011

# **AGENDA**

1.	Welcome
2.	Approval of Minutes of 2010 Annual Meeting
3.	Update on Company
4.	Report from Governance and Nominating Committee Chairman
5.	Report from Audit & Finance Committee Chairman
6.	Nomination from Floor for 2011 Board of Directors
7.	Election of Board of Directors and Adoption of the Two (2) Changes to the By-Laws
8.	Report of Outcome of Election
9.	Set Annual Meeting of the Board of Directors
10.	Discussion of the future
11.	Adjourn
12.	Board of Directors Meeting (All Shareholders are invited)
13.	Luncheon

Tour of Company owned properties

14.

# SAMPLE BALLOT

# W.C. AND A.N. MILLER DEVELOPMENT COMPANY

# SHAREHOLDERS BALLOT

Record Name of Shareholder:	
Shareholders Address:	
Number of Shares owned:	
Voting Rules: Please vote for only ten (	(9) candidates.
I. Recommendation of the Board of Dire	ectors:
Robert Beers, Jr. Robert Beers, III Michael C.J. Fallon, Chairman Katharine Kile Paul L. (Jay) Maddock, Jr. Geoffrey Miller Robert Miller James Myers, Jr. Deborah Vaughan, Vice Chairman	
Write-Ins:	
	· .

If Ballot has more than ten (9) votes it will **NOT** be counted.

II.	By-Law Changes:	
		I accept the changes that have been made to the Amended and Restated By-Laws.
Share	holder signature:	
Date:	January 26, 2	2013