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Triton Trumpet Investor's Edition

An integrated approach to nurturing your wealth and achieving your financial goals

Tribute to a Very Special Person By Amy Babcock

Many years ago, I met a very special person and at the time didn't realize just how special our friendship would become. It was during a couples bowling league some 20 years ago that I met none other than Triton's beloved Cheryle Mason. As our friendship grew, Cheryle was the encouragement behind me to start playing competitive golf and help mold my game into what it is today. We even started a lady's golf league together at Wingpointe that still exists today.

Cheryle was working for Marie Callender's and became frustrated with her employer. Since Triton was just in its infant stage, I asked Cheryle if she would like to work for me, and as the old saying goes "the rest is history".

From the start, Cheryle was willing to learn and do anything and man did she do it all, from picking kids up, tax returns, filing loan documents, mailing calendars, wire transfers, and last but not least, handling all of our investors with tender care. I entrusted Cheryle with everything!

She has made it easy for me to do all that I need to. If fact she has downright spoiled me!

As most of you know, Cheryle has decided to retire and move on to a different chapter in her life. We at Triton would like thank Cheryle for her many years of service to our company. The person that Cheryle is and everything she represents will be truly missed. I personally would like to express my gratitude to Cheryle for always having a smile, her willingness to do anything, being my golf buddy and assistant, caring about my family, and most of all being my dear friend! Thank you Cheryle for always being there when needed and I will always cherish our time working together for all these years. Most of you will never truly know what Cheryle has meant to our company and to me personally, but I do.

Cheryle, I will miss you. I will always love you for who you are and what you have done for me in my life, a testament that true friendship lasts for life, your friend forever - Amy.



Most people come into our lives and quickly leave. It is the special few that come in and leave a footprint on our Hearts, and we are forever changed!

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Net Operating Income

Property	2010	2011	Change	% Change
Boulder Hollow	\$362,843	\$372,729	\$9,886	2%
Cascade Springs	\$1,322,573	\$1,353,180	\$30,607	2%
Cedar Breaks	\$962,689	\$996,386	\$33,697	3%
Fairview Crossing	\$967,391	\$1,088,710	\$121,319	12%
Hyde Park	\$65,690	\$72,934	\$7,244	10%
Legacy Springs	\$1,297,083	\$1,326,713	\$29,630	2%
Oak Meadows	\$695,820	\$699,709	\$3,889	1%
Orchard Cove	\$1,577,219	\$1,530,811	\$(46,408)	-3%
Serengeti Springs	\$1,702,907	\$2,044,948	\$342,041	37%
Thorneberry	\$1,448,204	\$1,497,681	\$49,477	4%
Triton Heights	\$394,659	\$435,590	\$40,931	9%
Windmill Cove	\$1,009,192	\$1,045,823	\$36,631	3%
Wingpointe	\$732,659	\$749,242	\$16,583	2%
Total	\$12,538,929	\$13,214,456	\$675,527	6%

Cash Flow

Property	2010	2011	Change	% Change
Boulder Hollow	\$146,492	\$137,586	\$(8,906)	-5%
Cascade Springs	\$199,400	\$471,065	\$271,665	161%
Cedar Breaks	\$488,527	\$509,837	\$21,310	4%
Fairview Crossing	\$65,192	\$170,877	\$105,685	143%
Hyde Park	\$24,246	\$34,663	\$10,417	26%
Legacy Springs	\$235,549	\$290,774	\$55,225	17%
Oak Meadows	\$177,679	\$157,371	\$(20,308)	-15%
Orchard Cove	\$511,502	\$706,692	\$195,190	26%
Serengeti Springs	\$24,387	\$95,110	\$70,723	17%
Thorneberry	\$253,804	\$262,500	\$8,696	9%
Triton Heights	\$150,364	\$122,501	\$(27,863)	-12%
Windmill Cove	\$534,349	\$580,143	\$45,794	9%
Wingpointe	\$145,247	\$273,218	\$127,971	81%
Total	\$2,956,738	\$3,812,340	\$855,602	30%

Utah's National Rankings

Utah has often been top ranked by Forbes Magazine as "Best States for Business and Careers" but captured the number one spot in 2010. Also, Utah ranked first in expected Economic recovery by the American Legislative Exchange Council for Keeping taxes, spending and regulation low. Utah is Pollina's second most pro-business state, and is the most economically dynamic state, according to Kauffman. Utah is the best managed state in the nation according to Pew, with top information technology processes, according to the Center for Digital Government.

Utah remains a happy place, switching from first to second with Hawaii during 2010, according to Gallup. No doubt a large part of the reason Utahans are so happy is that they are so healthy. Ranking first or second on 10 different occasions over the last 20 years, and in the top five every year, according to United Health Foundations.

Fond Memories of Cheryle Mason

"I think Cheryle's middle name is "Dependability" or at least a picture of her is in Webster's dictionary next to that word. We will miss her smile and great attitude around the office, that is for sure." -Zane Morris

"You need solid material to build something sustainable and strong. That goes for employees as well; someone who is dependable, solid, hard against rumors and office gossip, someone who doesn't have to talk about all they do for the company or craving praise. Someone who also goes above and beyond when she/he can. Cheryle is our solid rock. It will be hard to not have her around here anymore." -Carol Morris

"My memories of Cheryle are fond ones. I remember my first day at Triton, the girls in the office were all very nice but Cheryle was the first person in the office I really got to know. Cheryle asked me if I played golf and I thought you usually don't ask that question the first time you meet someone, but soon after I realized why she asked. I love Cheryle's attitude on life, she is someone very special to me. Thank you for your friendship, wisdom and love." -Rene Corona

"Best wishes on your new adventure! You are admired and loved by all who've had the pleasure to work with you. Your attention to detail, and your creative problem-solving skills have been an inspiration to all of us. It's been a pleasure knowing you! Congratulations!" -Melinda Beesley

"When I think of someone that always has a smile on her face and is always full of energy I think of Cheryle...everyday she comes in to work she is always happy and smiling, I'm not sure where she gets all her energy from but she is always on the go. She is also very helpful, she is the first one to jump in and help with any problem that you have and help you see it through to the end. I will miss her smiling, happy face and her endless energy!" -Connie Doty

Legacy Springs



LEGACY SPRINGS

APARTMENTS

apartment homes have two patios, some have a garage attached to their unit. We have 36 garages in total. Currently we are 95% occupied.

The team at Legacy Springs has a collective 17 years experience:

Ray Alvarez, Community Manager (7 ½ years)
Emilce DeSanti, Assistant Manager (3 years)
Tina Evans, Leasing Consultant (1 ½ years)
Luis Gonzalez, Service Technician (3 years)
Fidel Arrieta-Grounds Technician (1 year)

2011 has been the year of progress, changes and challenges; from new leases, new marketing tools and new residents to the amazing amount of construction going on around us. A new beautiful Community Recreation Center has been built within walking distance, Herriman got a new library and a new high school, "In N Out Burger" opened just down the road from us and we still see very long lines waiting for their tasty, fresh hamburgers. Next to be built is a new City Building, a new park, and a bus transit, all within walking distance. The biggest impact on Legacy Springs has been the construction of Legacy Freeway. The initial construction began in the summer of 2010 and the prediction is that the project will be completed by the end of 2012. This has been a challenge with the pounding, dirt removal, digging, heavy asphalt odor and overall noise from early morning to late evening. Even when the crew working on the freeway had a short break for the night, a new crew showed up to work, prepare, and clean their day equipment. Having the street lighting taken away and a detour from the entrance to the community has forced us to figure out new ways to get prospects to find us. Beginning soon, traffic lanes will be shifted on 12600 South at ap-

Legacy Springs, constructed in 2001, has 204 apartment homes of all sizes, from 800 square foot one bedrooms to four bedroom townhomes boasting 2550 square feet. The layout is unique to Triton due to our interior breezeways and some of the

proximately 4700 west, where the Mountain View Corridor intersects with 12600 South. This change will shift traffic to the outside of the roadway and allow crews to install the final raised concrete median in the middle of the road. Sidewalks will be completed on the South side of the roadway for pedestrian access. The staff of Legacy Springs is doing their best to patiently listen to the construction music and to the resident's questions and complaints as well hoping that they will be seeing what a great addition this will be. We have lost a few residents and prospective residents due to this construction;

however in the midst of it all Legacy Springs has been able to remain close to the mid-90 percentage's for occupancy! We have also been able to save some good residents by transferring them to one of our other nearby properties.



In our marketing it has been especially important to have good exposure on the internet, signage, and in apartment publications. We have done retention friendly programs, from referral fees and free upgrades to free garages. To attract new residents we have reached out to several companies, put flyers in the new buildings, and had aggressive move-in specials. Finding alliances with great partners is important and our partnership with IHC has been successful. We have two more "Preferred Employers" with Legacy Springs that we are working closely with, one of them hosting military personnel from Camp Williams. Despite all this, along with the construction and how painful it may be at the moment, we are sure that Legacy Springs is in a perfect location, built in a perfect time and has many successful years ahead.



From Left: Luis, Tina, Ray, Emi & Fidel





Crystal Sandall Community Manager of the Year 2011 at Triton Investments

This year the Community Manager of the Year has been selected due to her great attitude, respect, commu-

nication & interaction with her residents and co-workers and the results this particularly had in 2011 in her community.

Crystal began working with Triton as a leasing agent, quickly caught on the job and showed her interest in learning and caring. This resulted in promotion and one day she was offered to manage a community. Her first task as the manager was to clean up among unauthorized pets and lower the delinquency which she did gallantly and with no reservations.

One of the hardest times she has experienced at her property has been dealing with the problems encountered with the four-plex being located on our property, but managed and owned by someone else who didn't do an ethical or proper job. Problems occurred constantly, police were called numerous times to that small entity, giving us a bad reputation on the way. We got the possibility to buy the four-plex which was in need of some repair and turn the units over to paying residents. Crystal did that really well in a very short time with help from her wonderful service tech and her supervisor.

It is obvious that Crystal really likes her position. She says that the best part of her job is the co-workers, residents, meetings and the fun seminars. The way Crystal works truly describes who she is; warm, ethical, caring, witty, careful yet determined. She has established the great sense to assign the proper care in any given situation.

We hope that we continue to see Crystal within Triton Investments even after her longed for family addition has arrived!



Have you made your New Year's Resolution Yet? Here are some tips to help with your success!

Be realistic

Make sure your goal is attainable. For instance, resolving to never eat your favorite food again could be a bad choice. Strive for a goal that is attainable, such as avoiding it more often than you do now.

Plan ahead

If you wait until the last minute, it will be based on your mind-set on that particular day. Instead, it should be planned well before New Years Eve even arrives.

Outline your plan

Decide how you will deal with the temptation to skip that exercise class or have one more cigarette. This could include calling on a friend for help, practicing positive thinking, or self-talk.

Make a "pro" and "con" list

It may help to see a list of items on paper to keep your motivation strong. Develop this list over time, and ask others to contribute to it. Keep your list with you and refer to it when you need help.

Talk about it

Don't keep your resolution a secret. Tell friends and family members who will be there to support your resolve to change yourself for the better or improve your health. Find yourself a buddy who shares your New Year's resolution and motivate each other.

Reward yourself

Celebrate your success by treating yourself to something that you enjoy that does not contradict your resolution. If you've been sticking to your promise to eat better, for example, perhaps your reward could be going to a movie with a friend.

Track your progress

Keep track of each small success you make toward reaching your larger goal. Short-term goals are easier to keep, and small accomplishments will help keep you motivated.

Don't beat yourself up

Obsessing over the occasional slip won't help you achieve your goal. Do the best you can each day, and take each day one at a time.

Stick to it

It takes about 21 days for a new activity, such as exercising, to become a habit, and 6 months for it to become part of your personality. Your new healthful habits will become second-nature in no time.

Keep trying

If your resolution has totally run out of steam by mid-February, don't despair. Start over again!

Our new TI Quest Administrator is
Connie Doty. For questions or help with
your account, please contact Connie at
801-266-0272 or custcare@tquest.com



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www.TritonInvestor.com
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Your success and happiness lies in you.
Resolve to keep happy, and your joy and
you shall form an invincible host against
difficulties.... **Helen Keller**