COHEN & STEERS INC
Form 10-Q
May 10, 2011
UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q

(Mark One)

x QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE QUARTERLY PERIOD ENDED MARCH 31, 2011

OR

o TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE TRANSITION PERIOD FROM TO

Commission File Number: 001-32236

COHEN & STEERS, INC.
(Exact name of Registrant as specified in its charter)

Delaware (State or Other Jurisdiction of Incorporation or Organization)	14-1904657 (I.R.S. Employer Identification No.)
280 Park Avenue New York, NY (Address of Principal Executive Offices)	10017 (Zip Code)

(212) 832-3232
(Registrant’s telephone number, including area code)

Indicate by check mark whether the Registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No o

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes o No o

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of “large accelerated filer,” “accelerated filer” and “smaller reporting company” in Rule 12b-2 of the Exchange Act. (Check one):

Large Accelerated Filer	o	Accelerated Filer	x
Non-Accelerated Filer	o (Do not check if a smaller reporting company)	Smaller Reporting Company	o

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act.) Yes o No x

The number of shares of the Registrant’s common stock, par value $0.01 per share, outstanding as of May 5, 2011 was 43,127,405.

COHEN & STEERS, INC. AND SUBSIDIARIES
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Items other than those listed above have been omitted because they are not applicable.

Forward-Looking Statements

This report and other documents filed by us contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, which reflect our current views with respect to, among other things, our operations and financial performance. You can identify these forward-looking statements by the use of words such as “outlook,” “believes,” “expects,” “potential,” “continues,” “may,” “should,” “seeks,” “approximately,” “predicts,” “intends,” “plans,” “estimates,” “anticipates” or the negative versions of these words or other comparable words. Such forward-looking statements are subject to various risks and uncertainties. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. We believe that these factors include, but are not limited to, those described in the Risk Factors section of our Annual Report on Form 10-K for the year ended December 31, 2010, which is accessible on the Securities and Exchange Commission's Web site at www.sec.gov and on our Web site at www.cohenandsteers.com. These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in this report. We undertake no obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise.

PART I—Financial Information

Item 1. Financial Statements

COHEN & STEERS, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION (Unaudited)
(in thousands, except share data)

	March 31, 2011	December 31, 2010
ASSETS		
Cash and cash equivalents	$117,683	$136,191
Securities owned	9,627	—
Equity investments	38,127	43,979
Investments, available-for-sale	20,181	16,954
Accounts receivable	41,831	32,821
Income tax receivable	543	—
Property and equipment—net	12,832	13,242
Deferred commissions—net	961	785
Goodwill	21,053	20,334
Intangible assets—net	1,946	1,968
Deferred income tax asset—net	3,415	8,058
Other assets	3,586	3,254
Total assets	$271,785	$277,586
LIABILITIES AND STOCKHOLDERS' EQUITY		
Liabilities:		
Accrued compensation	$5,870	$20,273
Dividend payable	6,471	—
Income tax payable	2,824	9,077
Deferred rent	2,097	2,209
Other liabilities and accrued expenses	9,906	12,662
Total liabilities	27,168	44,221
Commitments and contingencies		
Redeemable noncontrolling interest	3,804	—
Stockholders' equity:		
Common stock, $0.01 par value; 500,000,000 shares authorized; 46,100,441 and 45,395,084 shares issued and outstanding at March 31, 2011 and December 31, 2010, respectively	461	454
Additional paid-in capital	383,996	378,081
Accumulated deficit	(59,197)	(65,553)
Accumulated other comprehensive income, net of tax	4,464	2,971
Less: Treasury stock, at cost, 2,976,985 and 2,754,696 shares at March 31, 2011 and December 31, 2010, respectively	(88,911)	(82,588)
Total stockholders' equity	240,813	233,365
Total liabilities and stockholders' equity	$271,785	$277,586

See notes to condensed consolidated financial statements

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COHEN & STEERS, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)
(in thousands, except per share data)

	Three Months Ended March 31,	
	2011	2010
Revenue:		
Investment advisory and administration fees	$51,052	$38,092
Distribution and service fees	2,415	2,164
Portfolio consulting and other	1,288	1,088
Total revenue	54,755	41,344
Expenses:		
Employee compensation and benefits	19,986	16,124
Distribution and service fees	5,754	4,310
General and administrative	8,573	7,137
Depreciation and amortization	1,186	1,154
Amortization, deferred commissions	343	190
Total expenses	35,842	28,915
Operating income	18,913	12,429
Non-operating income:		
Interest and dividend income—net	184	195
(Loss) gain from trading securities—net	(378)	189
Gain from available-for-sale securities—net	358	198
Equity in (losses) earnings of affiliates	(14)	541
Other	825	(88)
Total non-operating income	975	1,035
Income before provision for income taxes	19,888	13,464
Provision for income taxes	6,986	4,574
Net income	12,902	8,890
Less: Net loss (income) attributable to redeemable noncontrolling interest	73	(10)
Net income attributable to common shareholders	$12,975	$8,880
Earnings per share attributable to common shareholders:		
Basic	$0.30	$0.21
Diluted	$0.30	$0.21
Weighted average shares outstanding:		
Basic	43,051	42,600
Diluted	43,781	42,937

See notes to condensed consolidated financial statements

COHEN & STEERS, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (Unaudited)
(in thousands)

	Three Months Ended March 31,	
	2011	2010
Net income attributable to common shareholders	$12,975	$8,880
Foreign currency translation gain (loss)	1,710	(1,714)
Net unrealized gain from available-for-sale securities, net of tax	141	864
Reclassification to statements of operations of gain from available-for-sale securities, net of tax	(358)	(198)
Total comprehensive income attributable to common shareholders	$14,468	$7,832

See notes to condensed consolidated financial statements

COHEN & STEERS, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY AND REDEEMABLE NONCONTROLLING INTEREST (Unaudited)
Three Months Ended March 31, 2011
(in thousands)

	Common Stock	Additional Paid-In Capital	Accumulated Deficit	Accumulated Other Comprehensive Income, net of tax	Treasury Stock	Total Stockholders' Equity	Redeemable Noncontrolling Interest	Shares of Common Stock, net
Beginning balance, January 1, 2011	$454	$378,081	$ (65,553)	$ 2,971	$(82,588)	$ 233,365	$ —	42,640
Dividends	—	—	(6,619)	—	—	(6,619)	—	—
Issuance of common stock	7	184	—	—	—	191	—	705
Repurchase of common stock	—	—	—	—	(6,323)	(6,323)	—	(222)
Tax benefits associated with restricted stock units—net	—	951	—	—	—	951	—	—
Issuance of restricted stock units	—	608	—	—	—	608	—	—
Amortization of restricted stock units—net	—	4,173	—	—	—	4,173	—	—
Forfeitures of vested restricted stock units	—	(1)	—	—	—	(1)	—	—
Net income (loss)	—	—	12,975	—	—	12,975	(73)	—
Other comprehensive income, net of taxes	—	—	—	1,493	—	1,493	—	—
Transfer of redeemable noncontrolling interest in consolidated entity	—	—	—	—	—	—	3,877	—
Ending balance, March 31, 2011	$461	$383,996	$ (59,197)	$ 4,464	$(88,911)	$ 240,813	$ 3,804	43,123

See notes to condensed consolidated financial statements

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COHEN & STEERS, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)
(in thousands)

	Three Months Ended March 31, 2011	2010
Cash flows from operating activities:		
Net income	$12,902	$8,890
Adjustments to reconcile net income to net cash (used in) provided by operating activities:		
Stock compensation expense	4,203	3,671
Amortization, deferred commissions	343	190
Depreciation and amortization	1,186	1,154
Deferred rent	(112)	(96)
Loss (gain) from trading securities - net	378	(189)
Equity in losses (earnings) of affiliates	14	(541)
Gain from available-for-sale securities - net	(358)	(198)
Deferred income taxes	4,399	3,893
Foreign currency loss	2	117
Changes in operating assets and liabilities:		
Accounts receivable	(9,012)	(6,229)
Due from broker	232	2,487
Deferred commissions	(519)	(229)
Income tax receivable	(543)	777
Securities owned	(234)	(1,164)
Other assets	(313)	693
Accrued compensation	(14,021)	(8,097)
Securities sold but not yet purchased	—	(1,171)
Income tax payable	(6,499)	(258)
Other liabilities and accrued expenses	(2,684)	(558)
Net cash (used in) provided by operating activities	(10,636)	3,142
Cash flows from investing activities:		
Purchases of investments, available-for-sale	(11,046)	(4,393)
Proceeds from sales of investments, available-for-sale	7,956	4,774
Purchases of property and equipment	(735)	(406)
Net cash used in investing activities	(3,825)	(25)
Cash flows from financing activities:		
Excess tax benefits associated with restricted stock units	1,441	303
Issuance of common stock	169	150
Repurchase of common stock	(6,323)	(2,911)
Net cash used in financing activities	(4,713)	(2,458)
Net (decrease) increase in cash and cash equivalents	(19,174)	659
Effect of foreign exchange rate changes	666	(916)
Cash and cash equivalents, beginning of the period	136,191	153,002
Cash and cash equivalents, end of the period	$117,683	$152,745

See notes to condensed consolidated financial statements

COHEN & STEERS, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS—(Continued)
(UNAUDITED)

Supplemental disclosures of cash flow information:
For the three months ended March 31, 2011, there was no cash paid for interest. For the three months ended March 31, 2010, cash paid for interest was approximately $23,000.
For the three months ended March 31, 2011, the Company paid taxes, net of tax refunds, of approximately $8,223,000. For the three months ended March 31, 2010, the Company received cash tax refunds, net of taxes paid, of approximately $139,000.
Supplemental disclosures of non-cash investing and financing activities:
In connection with its stock incentive plan, for the three months ended March 31, 2011 and 2010, the Company issued fully vested restricted stock units in the amount of $458,000 and $248,000, respectively. For the three months ended March 31, 2011 and 2010, the Company issued restricted stock unit dividend equivalents in the amount of $148,000 and $68,000, respectively.
On February 23, 2011, the Company consolidated the assets and liabilities of the Cohen & Steers Global Listed Infrastructure Fund resulting in a non-cash reclassification of $5,838,000 from equity investments representing the Company's proportionate share of the fund.
On February 1, 2010, the Company deconsolidated the assets and liabilities of the onshore global real estate long-short fund resulting in a non-cash reclassification of $26,159,000 to equity investments representing the Company's proportionate share of the fund.

COHEN & STEERS, INC. AND SUBSIDIARIES
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(UNAUDITED)

1. Organization and Description of Business

Cohen & Steers, Inc. (“CNS”) was organized as a Delaware corporation on March 17, 2004. CNS was formed to be the holding company for Cohen & Steers Capital Management, Inc. (“CSCM”), a New York corporation, and to allow for the issuance of common stock to the public.

The condensed consolidated financial statements set forth herein include the accounts of CNS and its direct and indirect subsidiaries. CNS’s wholly-owned subsidiaries are CSCM, Cohen & Steers Securities, LLC (“Securities”), Cohen & Steers Asia Limited, Cohen & Steers UK Limited and Cohen & Steers Europe S.A. (collectively, the “Company”). All material intercompany balances and transactions have been eliminated in consolidation.

Through CSCM, a registered investment advisor under the Investment Advisers Act of 1940 (the “Advisers Act”), the Company provides investment management services to individual and institutional investors through a broad range of investment vehicles. The Company manages portfolios specializing in U.S. and international real estate securities, large cap value stocks, listed infrastructure and utilities, and preferred securities. The Company also manages alternative investment strategies such as hedged real estate securities portfolios and private real estate multimanager strategies for qualified investors. Its clients include Company-sponsored open-end and closed-end mutual funds, U.S. and non-U.S. pension plans, endowment funds, foundations and sub-advised funds for other financial institutions. Through Securities, its registered broker/dealer, the Company provides distribution services for certain of its funds.

2. Basis of Presentation and Significant Accounting Policies

The condensed consolidated financial statements of the Company included herein are unaudited and have been prepared in accordance with the instructions to Form 10-Q pursuant to the rules and regulations of the Securities and Exchange Commission (“SEC”). In the opinion of management, all adjustments, consisting of normal recurring adjustments, necessary for a fair presentation of the interim results have been made. The Company’s condensed consolidated financial statements and the related notes should be read together with the consolidated financial statements and the related notes included in the Company’s Annual Report on Form 10-K for the year ended December 31, 2010.

Accounting Estimates—The preparation of the condensed consolidated financial statements requires management to make certain estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosures of contingent assets and liabilities at the dates of the condensed consolidated financial statements and the reported amounts of revenue and expenses during the reporting periods. Management believes the estimates used in preparing the condensed consolidated financial statements are reasonable and prudent. Actual results could differ from those estimates.

Reclassifications—Certain prior year amounts have been reclassified to conform to the current year presentation. The amounts related to these reclassifications are not material to the Company’s condensed consolidated financial statements.

Consolidation—The Company consolidates operating entities deemed to be voting interest entities if the Company owns a majority of the voting interest. The equity method of accounting is used for investments in non-controlled affiliates in which the Company’s ownership ranges from 20 to 50 percent, or in instances in which the Company is able to exercise significant influence but not control. The Company also consolidates any variable interest entities (“VIEs”) in which the Company is the primary beneficiary. The Company provides for non-controlling interests in consolidated subsidiaries for which the Company’s ownership is less than 100 percent.

A VIE is an entity in which either (a) the equity investment at risk is not sufficient to permit the entity to finance its own activities without additional financial support or (b) the group of holders of the equity investment at risk lack certain characteristics of a controlling financial interest. The primary beneficiary is the entity that has the obligation to absorb a majority of the expected losses or the right to receive the majority of the residual returns. The Company evaluates whether entities in which it has an interest are VIEs and whether the Company is the primary beneficiary of any VIEs identified in its analysis. See Note 4 for further discussion about the Company’s investments.

Cash and Cash Equivalents—Cash equivalents consist of short-term, highly liquid investments, which are readily convertible into cash and have original maturities of three months or less.

Investments—Management of the Company determines the appropriate classification of its investments at the time of purchase and re-evaluates such determination at each statement of financial condition date.

COHEN & STEERS, INC. AND SUBSIDIARIES
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS—(Continued)
(UNAUDITED)

Securities owned and securities sold but not yet purchased are classified as trading securities and are measured at fair value based on quoted market prices, market prices obtained from independent pricing services engaged by management or as determined by the Company’s fair value committee, with unrealized gains and losses recorded as gain (loss) from trading securities reported in the Company’s condensed consolidated statements of operations.
Investments classified as equity investments are accounted for using the equity method, under which the Company recognizes its respective share of the investee’s net income for the period. The carrying amounts of these investments approximate their fair value.
Investments classified as available-for-sale are comprised of equity securities, investment-grade preferred instruments and investments in Company-sponsored open-end and closed-end mutual funds. These investments are carried at fair value based on quoted market prices or market prices obtained from independent pricing services engaged by management, with unrealized gains and losses, net of tax, reported in accumulated other comprehensive income. The Company periodically reviews each individual security position that has an unrealized loss, or impairment, to determine if that impairment is other than temporary. If the Company believes an impairment of a security position is other than temporary, the loss will be recognized in the Company’s condensed consolidated statements of operations.
Goodwill and Intangible Assets—Goodwill represents the excess of the cost of the Company’s investment in the net assets of an acquired company over the fair value of the underlying identifiable net assets at the date of acquisition. Goodwill and indefinite lived intangible assets are not amortized but are tested at least annually for impairment by comparing the fair value to their carrying amounts. Finite lived intangible assets are amortized over their useful lives. See Note 3 for further discussion about the Company’s goodwill and intangible assets.
Investment Advisory and Administration Fees—The Company earns revenue by providing asset management services to Company-sponsored open-end and closed-end mutual funds and to institutional accounts. This revenue is earned pursuant to the terms of the underlying advisory contract, and is based on a contractual investment advisory fee applied to the assets in the client’s portfolio, net of applicable waivers. The Company also earns revenue from administration fees paid by certain Company-sponsored open-end and closed-end mutual funds, based on the average assets under management of such funds. This revenue is recognized as such fees are earned.
Distribution and Service Fees—Distribution and service fee revenue is earned as the services are performed, based on contractually-predetermined percentages of the average assets under management of the open-end load mutual funds. Distribution and service fee revenue is recorded gross of any third-party distribution and service fee expense arrangements. The expenses associated with these third-party distribution and service fee arrangements are recorded as incurred.
Stock-based Compensation—The Company recognizes compensation expense for the grant-date fair value of awards of equity instruments granted to employees. This expense is recognized over the period during which employees are required to provide service. The Company also estimates forfeitures.
Income Taxes—The Company records the current and deferred tax consequences of all transactions that have been recognized in the condensed consolidated financial statements in accordance with the provisions of the enacted tax laws. Deferred tax assets are recognized for temporary differences that will result in deductible amounts in future years. Deferred tax liabilities are recognized for temporary differences that will result in taxable income in future years. The Company records a valuation allowance, when necessary, to reduce deferred tax assets to an amount that more likely than not will be realized. The effective tax rate for interim periods represents the Company’s best estimate of the effective tax rate expected to be applied to the full fiscal year.
Currency Translation and Transactions—Assets and liabilities of subsidiaries having non-U.S. dollar functional currencies are translated at exchange rates at the applicable condensed consolidated statement of financial condition date. Revenues and expenses are translated at average exchange rates during the period. The gains or losses resulting from translating non-U.S. dollar functional currency into U.S. dollars are included in the Company's condensed consolidated statements of comprehensive income, a component of stockholders’ equity. Gains or losses resulting from non-U.S. dollar currency transactions are included in other non-operating income in the condensed consolidated statements of operations.

Recently Issued Accounting Pronouncements—As of March 31, 2011, there were no new accounting pronouncements issued but not yet effective that would have a material impact on the Company's condensed consolidated financial statements.

COHEN & STEERS, INC. AND SUBSIDIARIES
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS—(Continued)
(UNAUDITED)

3. Goodwill and Intangible Assets

Goodwill

Goodwill represents the excess of purchase price over the net tangible assets and identifiable intangible assets of an acquired business. At March 31, 2011 and December 31, 2010, goodwill was approximately $21,053,000 and $20,334,000, respectively. The Company's goodwill increased by $719,000 in the three months ended March 31, 2011 as a result of foreign currency revaluation.

Intangible Assets

The following table details the gross carrying amounts and accumulated amortization for the intangible assets at March 31, 2011 and December 31, 2010 (in thousands):

	Remaining Amortization Period (In Months)	Gross Carrying Amount	Accumulated Amortization	Intangible Assets, Net
March 31, 2011:				
Amortized intangible assets:				
Client relationships	93	$1,543	$(847)	$696
Non-amortized intangible assets:				
Mutual fund management contracts	—	1,250	—	1,250
Total		$2,793	$(847)	$1,946
December 31, 2010:				
Amortized intangible assets:				
Client relationships	96	$1,543	$(825)	$718
Non-amortized intangible assets:				
Mutual fund management contracts	—	1,250	—	1,250
Total		$2,793	$(825)	$1,968

Amortization expense related to the intangible assets was approximately $22,000 for both three months ended March 31, 2011 and 2010, respectively. Estimated future amortization expense is as follows (in thousands):

Periods Ending December 31,	Estimated Amortization Expense
2011	$67
2012	89
2013	89
2014	89
2015	89
Thereafter	273
Total	$696

4. Investments

Trading

During the fourth quarter of 2009, the Company launched Cohen & Steers Global Listed Infrastructure Fund ("GLIF"). The Company accounted for its investment in GLIF using the equity method of accounting until February 23, 2011 as the Company did not have a controlling financial interest, but had significant influence over the financial decisions of the fund. As

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of February 23, 2011, the Company owned over 50% of the voting interest in GLIF. Accordingly, the underlying assets and liabilities of GLIF have been included in the Company's condensed consolidated financial statements with the third party interests classified as redeemable noncontrolling interest. As a result of consolidating GLIF, the Company recorded approximately $9,627,000 of securities owned as of March 31, 2011, which were comprised primarily of equities. The Company recorded a loss of approximately $378,000 from the consolidated portion of GLIF for the three months ended March 31, 2011, which is included in loss from trading securities on the Company's condensed consolidated statements of operations.

Equity investments

The offshore global real estate long-short fund (the “Offshore Fund”), launched by the Company in 2008, is structured as a partnership and the Company is the general partner and investment manager for which it receives a management fee and a performance fee. The Company’s equity interest in the Offshore Fund represents a seed investment to launch the fund, adjusted for the Company’s proportionate share of the fund’s earnings. At March 31, 2011 and December 31, 2010, the Company had equity investments of approximately $11,212,000 and $11,245,000 in the Offshore Fund, respectively. As the general partner of the Offshore Fund, the Company has significant influence over the fund's financial decisions and therefore accounts for its investment in the fund using the equity method of accounting. The Company’s risk with respect to its investment in the Offshore Fund is limited to its equity ownership and any uncollected management fees.

During 2008, the Company launched an onshore global real estate long-short fund (the “Onshore Fund”). Until January 31, 2010, the Company and certain of its employees owned 100% of the voting interest in the Onshore Fund. Accordingly, the assets, liabilities and the results of operations of the Onshore Fund were included in the Company’s condensed consolidated financial statements with the third party interests classified as redeemable noncontrolling interest. As the redeemable noncontrolling interests were owned by certain employees of the Company, no management or performance fees were charged. Beginning February 1, 2010, the Company accounted for its investment in the Onshore Fund using the equity method of accounting as the Company no longer had a controlling financial interest, but, as the general partner, had significant influence over the fund's financial decisions. At March 31, 2011 and December 31, 2010, the Company had approximately $26,915,000 and $26,963,000 equity investment in the Onshore Fund, respectively.

The Company recorded gain from trading securities of approximately $189,000 from the consolidation of the Onshore Fund for the three months ended March 31, 2010.

For the three months ended March 31, 2011 and 2010, the Company recognized losses of approximately $14,000 and earnings of approximately $541,000, respectively, under the equity method of accounting, which is included in equity in earnings of affiliates in the condensed consolidated statements of operations.

Available-for-sale

The following is a summary of the cost, gross unrealized gains, gross unrealized losses and fair value of investments, available-for-sale as of March 31, 2011 and December 31, 2010 (in thousands):

	March 31, 2011			
	Cost	Gross Unrealized Gains	Gross Unrealized Losses < 12 months	Fair Value
Perpetual preferred securities	$5,941	$279	$(2)	$6,218
Common stocks	9,631	574	(201)	10,004
Company-sponsored mutual funds	3,117	842	—	3,959
Total investments, available-for-sale	$18,689	$1,695	$(203)	$20,181

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COHEN & STEERS, INC. AND SUBSIDIARIES
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS—(Continued)
(UNAUDITED)

	December 31, 2010			
	Cost	Gross Unrealized Gains	Gross Unrealized Losses < 12 months	Fair Value
Perpetual preferred securities	$5,910	$15	$(11)	$5,914
Common stocks	6,215	726	(44)	6,897
Company-sponsored mutual funds	3,120	1,023		