



UNITED STATES AND EXCHANGE COMMISSION Washington, D.C. 20549

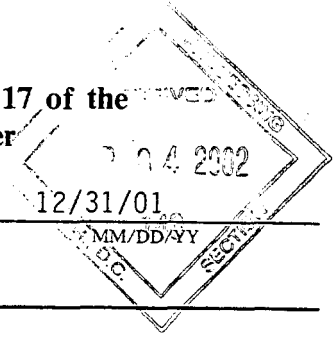
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ANNUAL AUDITED REPORT FORM X-17A-5 PART III

SEC FILE NUMBER 8- 02259

FACING PAGE Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING 01/01/01 AND ENDING 12/31/01 MM/DD/YY



A. REGISTRANT IDENTIFICATION

NAME OF BROKER-DEALER: M. GRIFFITH, INC.

OFFICIAL USE ONLY FIRM ID. NO.

ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.) 555 FRENCH ROAD, BUILDING #2

(No. and Street)

NEW HARTFORD NEW YORK 13413-0895 (City) (State) (Zip Code)

NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT

DAVID T. GRIFFITH, PRESIDENT (315) 797-0130 (Area Code - Telephone No.)

B. ACCOUNTANT IDENTIFICATION

INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report\*

EVANS AND BENNETT, LLP

(Name - if individual, state last, first, middle name)

135 DEWITT STREET SYRACUSE NEW YORK 13203 (Address) (City) (State) (Zip Code)

CHECK ONE:

- X Certified Public Accountant
Public Accountant
Accountant not resident in United States or any of its possessions.

PROCESSED

MAR 20 2002

THOMSON FINANCIAL

FOR OFFICIAL USE ONLY

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

Handwritten signature and date 3-14

## OATH OR AFFIRMATION

I, David T. Griffith, swear (or affirm) that to the best of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of M. Griffith, Inc., as of December 31, 2001, are true and correct. I further swear (or affirm) that neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows:

N/A

David T. Griffith  
Signature

President  
Title

Mary E Ford  
Notary Public

MARY E. FORD  
NOTARY PUBLIC, STATE OF NY  
#33-6355925  
APPOINTED IN ONEIDA COUNTY  
COMMISSION EXPIRES 6-30-02

This report \*\* contains (check all applicable boxes):

- (a) Facing page.
- (b) Statement of Financial Condition.
- (c) Statement of Income.
- (d) Statement of Cash Flows.
- (e) Statement of Changes in Stockholders' Equity.
- (f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.
- (g) Computation of Net Capital.
- (h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3 -3.
- (i) Information Relating to the Possession or control Requirements Under Rule 15c3-3.
- (j) A Reconciliation, including appropriate explanation, of the Computation of Net Capital Under Rule 15c3 -1.
- (k) A Reconciliation between the audited and unaudited Statements of Financial Condition.
- (l) An Oath or Affirmation.
- (m) A copy of the SPIC Supplemental Report.
- (n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.
- (o) Independent auditor's report on internal accounting control.

\*\* For conditions of confidential treatment of certain portions of this filing, see section 240.17a -5(e)(3).

*Evans and Bennett, LLP*

CERTIFIED PUBLIC ACCOUNTANTS

135 DEWITT STREET

SYRACUSE, N.Y. 13203

315-474-3986

FAX # (315) 474-0716

INDEPENDENT AUDITORS' REPORT

To the Board of Directors  
M. Griffith, Inc.  
New Hartford, New York

We have audited the accompanying statement of financial condition of M. Griffith, Inc. (the Company) as of December 31, 2001 and the related statements of income, changes in stockholder's equity, changes in liabilities subordinated to claims of general creditors, and cash flows for the year then ended, that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of M. Griffith, Inc. at December 31, 2001 and the results of their operations and their cash flows for the year then ended, in conformity with U.S. generally accepted accounting principles.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I, II, III, IV, and V is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

*Evans and Bennett, LLP*  
Certified Public Accountants

Syracuse, New York  
January 19, 2002

M. GRIFFITH, INC.

STATEMENT OF FINANCIAL CONDITION

DECEMBER 31, 2001

ASSETS

|   |                    |
|---|--------------------|
| Cash and cash equivalents (Note 2)                  | \$2,049,309        |
| Cash - segregated under regulations (Notes 2 and 3) | 272,001            |
| Accounts receivable - brokers (Note 4)              | 106,806            |
| Marketable securities - valued at market (Note 2)   | 126,474            |
| Property and equipment - net (Notes 2 and 5)        | 44,935             |
| Goodwill - net (Note 6)                             | 3,000,961          |
| Other assets  | <u>191,529</u>     |
| Total assets  | <u>\$5,792,015</u> |

LIABILITIES AND STOCKHOLDER'S EQUITY

|  |                    |
|--|--------------------|
| Liabilities:                               |                    |
| Accounts payable                           | \$ 25,122          |
| Accrued expenses and other liabilities     | <u>605,410</u>     |
| Total liabilities                          | <u>630,532</u>     |
| Stockholder's equity:                      |                    |
| Additional paid-in capital                 | 4,866,442          |
| Retained earnings                          | <u>295,041</u>     |
| Total stockholder's equity                 | <u>5,161,483</u>   |
| Total liabilities and stockholder's equity | <u>\$5,792,015</u> |

The accompanying notes are an integral part of these financial statements

M. GRIFFITH, INC.

STATEMENT OF INCOME

YEAR ENDED DECEMBER 31, 2001

|   |                   |
|---|-------------------|
| Revenue:  |                   |
| Commissions - securities                            | \$ 890,479        |
| Gains on firm securities trading accounts           | 24,077            |
| Gains on firm securities investment accounts:       |                   |
| Realized gains                                      | 94,879            |
| Unrealized gains                                    | 23,410            |
| Commissions - mutual funds                          | 2,410,273         |
| Investment advisory and administrative service fees | 312,232           |
| Interest and dividends                              | 85,985            |
| Other revenue                                       | <u>177,613</u>    |
|   | <u>4,018,948</u>  |
| Expenses:   |                   |
| Registered representatives compensation             | 1,957,631         |
| Clerical and administrative                         | 433,120           |
| Salary - officer                                    | 130,185           |
| Communications                                      | 43,131            |
| Occupancy and equipment costs                       | 149,047           |
| Promotional costs                                   | 41,051            |
| Losses in error accounts and bad debts              | 3,876             |
| Data processing costs                               | 81,811            |
| Regulatory fees and expenses                        | 36,470            |
| Other expenses                                      | <u>927,914</u>    |
|   | <u>3,804,236</u>  |
| Income before income taxes                          | 214,712           |
| Provision for income taxes (Notes 2 and 8)          | <u>67,634</u>     |
| Net income  | <u>\$ 147,078</u> |

The accompanying notes are an integral part of these financial statements

M. GRIFFITH, INC.

STATEMENT OF CHANGES IN STOCKHOLDER'S EQUITY

DECEMBER 31, 2001

|                            | Common<br>Stock | Excess<br>Paid-In<br>Capital | Retained<br>Earnings | Total<br>Stockholder's<br>Equity |
|----------------------------|-----------------|------------------------------|----------------------|----------------------------------|
| Balance, January 1, 2001   | \$ 4,210        | \$4,862,232                  | \$ 147,963           | \$5,014,405                      |
| Acquisition changes        | (4,210)         | 4,210                        | 0                    | 0                                |
| Net income                 | <u>0</u>        | <u>0</u>                     | <u>147,078</u>       | <u>147,078</u>                   |
| Balance, December 31, 2001 | <u>\$ 0</u>     | <u>\$4,866,442</u>           | <u>\$ 295,041</u>    | <u>\$5,161,483</u>               |

The accompanying notes are an integral part of these financial statements

M. GRIFFITH, INC.

STATEMENT OF CHANGES IN LIABILITIES SUBORDINATED

TO CLAIMS OF GENERAL CREDITORS

DECEMBER 31, 2001

|   |    |          |
|---|----|----------|
| Subordinated liabilities at January 1, 2001   | \$ | 0        |
| Increases - none                              |    | 0        |
| Decreases - none                              |    | <u>0</u> |
| Subordinated liabilities at December 31, 2001 | \$ | <u>0</u> |

The accompanying notes are an integral part of these financial statements

M. GRIFFITH, INC.

STATEMENT OF CASH FLOWS

DECEMBER 31, 2001

|   |                    |
|---|--------------------|
| Cash flows from operating activities:   |                    |
| Net income  | \$ 147,078         |
| Adjustments to reconcile net income to net cash provided by operating activities: |                    |
| Depreciation  | 19,200             |
| Amortization  | 225,055            |
| Realized gain on sale of marketable securities                                    | (94,879)           |
| Unrealized gain on marketable securities  | (23,410)           |
| Changes in operating assets and liabilities:                                      |                    |
| Cash - segregated under regulations   | (17,785)           |
| Accounts receivable - brokers   | 19,528             |
| Other assets  | 11,617             |
| Accounts payable  | 6,159              |
| Accrued expenses and other liabilities  | <u>412,498</u>     |
| Net cash provided by operating activities   | <u>705,061</u>     |
| Cash flows from investing activities:   |                    |
| Purchase of property and equipment  | (23,728)           |
| Proceeds from sale of marketable securities                                       | 493,814            |
| Purchase of marketable securities   | <u>(247,700)</u>   |
| Net cash provided by investing activities   | <u>222,386</u>     |
| Net increase in cash and cash equivalents   | 927,447            |
| Cash and cash equivalents - beginning   | <u>1,121,862</u>   |
| Cash and cash equivalents - ending  | <u>\$2,049,309</u> |
| Supplemental cash flow disclosures:   |                    |
| Cash paid during the year:  |                    |
| Interest  | \$ 0               |
| Taxes (paid to Parent)  | 152,306            |

The accompanying notes are an integral part of these financial statements



M. GRIFFITH, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2001

**Note 1. Organization and Nature of Business**

M. Griffith, Inc. (the Company) is a broker-dealer, registered with the Securities and Exchange Commission (SEC) and is a member of the National Association of Securities Dealers (NASD). The Company is a New York corporation that on May 5, 2000 became a wholly owned subsidiary of NBT Financial Services, Inc., which is a subsidiary of NBT Bancorp, Inc. (the Parent).

**Note 2. Summary of Significant Accounting Policies**

Nature of Operations

The Company is an introducing broker, engaged principally in the trading and brokerage of investment company shares (mutual funds), equity securities, bonds and other investment products. Approximately fifty percent (50%) of the Company's revenues are from two mutual-fund groups.

Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash - Concentration of Credit Risk

The Company maintains its cash in bank deposit accounts, which, at times, may exceed federally insured limits. The Company has not experienced any losses in such accounts. The Company believes it is not exposed to any significant credit risk on cash and cash equivalents.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Company considers all money market accounts and certificates of deposit purchased with original maturities of less than three (3) months to be cash equivalents.

M. GRIFFITH, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2001

**Note 2. Summary of Significant Accounting Policies (continued)**

Securities Transactions

Proprietary securities transactions in regular-way trades are recorded on the trade date, as if they had settled. Profit and loss arising from all securities transactions entered into for the account and risk of the Company are recorded on a trade date basis. Customers' securities transactions are reported on a settlement date basis with related commission income and expenses reported on a trade date basis.

Marketable Securities

Marketable securities in the Company's investment account (available for sale) are valued at market value, fair value or bid price, whichever is most clearly determinable for financial statement purposes. For tax purposes, any unrealized gain or loss recognized on the investment account is removed from the calculation of taxable income. The aggregate value of marketable securities presented exceeds their costs by approximately \$28,390.

Property, Equipment and Depreciation

Property and equipment are recorded at cost. Renewals and betterments of property are accounted for as additions to asset accounts. Repairs and maintenance charges are expensed as incurred. Depreciation is computed using accelerated methods for financial reporting and income tax purposes. Estimated useful lives are as follows:

|                  |             |
|------------------|-------------|
| Office equipment | 5 - 7 years |
|------------------|-------------|

Goodwill

Goodwill was recorded at an amount determined by NBT Bankcorp, Inc. as part of the reorganization. Amortization is being calculated on a straight-line basis over a period of 15 years. The Parent company reviews goodwill on a periodic basis for events or changes in circumstances that may indicate that the carrying amount of goodwill may not be recoverable.

Commission Income

Trading, insurance and mutual fund commissions and related clearing expenses are recorded on a trade-date basis as securities transactions occur.

M. GRIFFITH, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2001

**Note 2. Summary of Significant Accounting Policies** (continued)

Investment Advisory Income

Investment advisory fees are received quarterly but are recognized as earned on a pro rata basis over the term of the contract.

Income Taxes

The Company is included in the consolidated returns filed by the Parent. Federal and state income taxes are calculated at an aggregate rate of 32% as determined by the Parent and the amount of current tax calculated is either accrued or remitted to the Parent. The balance due the Parent for current tax was \$67,634 and is included in accrued expenses. The amount of current and deferred taxes payable is recognized as of the date of the financial statements, utilizing currently enacted tax laws and rates expected to be in effect at the Parent company level. Deferred tax expenses or benefits are recognized in the financial statements for the changes in deferred tax liabilities or assets between years.

Compensated Absences

The Company has not accrued for compensated absences. The Company recognizes the compensation expense when it is paid to the employees.

Reclassification

Certain amounts from the prior year have been reclassified to conform to the current year's presentation.

**Note 3. Cash - Segregated Under Regulations**

For the year ended December 31, 2001, cash of \$272,001 has been segregated in a special reserve bank account for the benefit of customers under rule 15c-3-3 of the Securities and Exchange Commission. The monies are currently being held in a certificate of deposit maturing August 10, 2002.

**Note 4. Accounts Receivable - Brokers**

Accounts receivable consists principally of commissions due from the firms clearing brokers and various other mutual funds. The Company has not experienced any substantial loss on receivables and, therefore, uses the direct write-off method.

M. GRIFFITH, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2001

**Note 5. Property and Equipment - Net**

A schedule of property and equipment at December 31, 2001 is as follows:

|                              |                  |
|------------------------------|------------------|
| Office equipment             | \$ 392,437       |
| Accumulated depreciation     | <u>(347,502)</u> |
| Property and equipment - net | <u>\$ 44,935</u> |

Depreciation expense was \$19,200 for the year ended December 31, 2001.

**Note 6. Goodwill - Net**

As mentioned in Note 1, as part of the reorganization and stock-for-stock ownership transfer to NBT Bankcorp, Inc., the Company recorded goodwill. A schedule of goodwill at December 31, 2001 is as follows:

|                          |                    |
|--------------------------|--------------------|
| Goodwill                 | \$3,375,835        |
| Accumulated amortization | <u>(374,874)</u>   |
| Goodwill - net           | <u>\$3,000,961</u> |

This goodwill is being amortized over a 15-year period. Amortization expense was \$225,055 for the year ended December 31, 2001.

**Note 7. Deferred Compensation**

The Company has an employment incentive agreement with certain key employees. If these individuals remain in the employ of the Company through May 2003, they will be paid an amount equal to three percent of their individually generated gross commissions over the above-mentioned period. The current amount of \$92,366 is reflected in the income statement as "registered representative's compensation" and on the balance sheet as "accrued expenses and other liabilities" at December 31, 2001.

M. GRIFFITH, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2001

**Note 8. Income Taxes**

A summary of the Company's tax provision (Note 2) for the year ended December 31, 2001 is as follows:

|                              |                  |
|------------------------------|------------------|
| Federal and state - current  | \$ 67,634        |
| Federal and state - deferred | <u>0</u>         |
| Total income tax expense     | <u>\$ 67,634</u> |

The Company is using an aggregate tax rate of 32% as determined by its Parent.

Deferred income taxes result from temporary differences in reporting income and expense items for financial accounting and tax purposes using the liability method. Such temporary differences result primarily from differences in the carrying value of assets and liabilities. Deferred taxes are also recognized for operating losses and tax credits available for future use. In the opinion of Company's management, any deferred taxes as a result of these items are deemed immaterial as intercompany balances will be eliminated at the Parent company level.

The tax provision differs from the expense that would result from applying statutory rates to financial statement income before income taxes because the Company files a consolidated return with its Parent company.

**Note 9. Retirement Plans**

Defined Benefit Pension Plan\*

The Company has a qualified noncontributory pension plan covering substantially all of its employees. Benefits in this pension plan accrue under an "Account Balance" formula after the employee becomes a participant in the plan. The Company's policy is to fund the pension plan in accordance with ERISA standards.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2001

**Note 9. Retirement Plans** (continued)

Employee Saving and Stock Ownership Plans\*

The Company maintains a 401(k) and employee stock ownership plan (the Plan). The Company contributes to the Plan based on employees' contributions out of their annual salary. In addition, the Company may also make discretionary contributions to the Plan, based on profitability. Participation in the Plan is contingent upon certain age and service requirements.

\* The Company accrues a management fee due the Parent to cover the actual and administrative costs for maintaining the above-mentioned retirement plans, health benefits, insurances and other related benefits.

**Note 10. Commitments and Contingencies**

Leases

The Company has a five-year lease (with one optional renewal period of five years) on its office in New Hartford, New York, with David T. Griffith (President) through March 2005. Currently, the lease provides for payments of \$112,500 per year over the initial lease term with escalation clauses applicable to the optional renewal period. Per the contract terms, the tenant is responsible for general repair and maintenance, utilities and real estate taxes above the base year cost. Total rent expense was \$112,500 for the year ended December 31, 2001.

The Company has two vehicle leases with various lenders, expiring in March 2003 and November 2003. Lease terms require annual payments of \$25,923. Total vehicle lease expense net of reimbursements was \$17,940 for the year ended December 31, 2001.

The Company has a three-year lease with First Clearing Corporation, expiring November 2003. This lease provides for computer equipment and maintenance as well as access to "Quotation and Data" services. Lease terms require payments of \$64,560 annually. Total data processing expense was \$81,811 for the year ended December 31, 2001.

M. GRIFFITH, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2001

**Note 10. Commitments and Contingencies** (continued)

The minimum annual rental commitments over the next five years are as follows:

|            | Real Estate      | Vehicles         | Equipment        | Total            |
|------------|------------------|------------------|------------------|------------------|
| 2002       | \$112,500        | \$ 25,920        | \$ 64,560        | \$202,980        |
| 2003       | 112,500          | 10,295           | 53,800           | 176,595          |
| 2004       | 112,500          | 0                | 0                | 112,500          |
| 2005       | 37,500           | 0                | 0                | 37,500           |
| Thereafter | <u>0</u>         | <u>0</u>         | <u>0</u>         | <u>0</u>         |
| Total      | <u>\$375,000</u> | <u>\$ 36,215</u> | <u>\$118,360</u> | <u>\$529,575</u> |

**Note 11. Related Party Transactions**

Leases

As mentioned in Note 10, the Company leases office space from its President. Rent paid to its President under this agreement amounted to \$112,500 for the year ended December 31, 2001.

Operating Activities

The following intercompany transactions between the Company and its Parent have been charged to earnings and accrued at December 31, 2001:

|                |                  |
|----------------|------------------|
| Management fee | \$349,646        |
| Income tax     | <u>67,634</u>    |
| Total          | <u>\$417,280</u> |

In addition, the Company paid the Parent \$152,306 of accrued taxes relating to the year ended December 31, 2000.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2001

**Note 12. Off-Balance-Sheet Credit Risk and Concentrations of Credit Risk**

In the normal course of business, the Company's customer and correspondent clearance activities involve the execution and settlement of various securities transactions. These activities may expose the Company to off-balance-sheet risk in the event the customer or other party is unable to fulfill contractual obligations. In the event the customer fails to satisfy its obligations, the Company may be required to purchase or sell financial instruments at prevailing market prices to fulfill the customer's obligations. The Company is, therefore, exposed to risk of loss on these transactions. Settlement of these transactions is not expected to have a significant effect upon the Company's financial position.

The Company does not engage in proprietary trading of volatile securities such as short options and futures.

**Note 13. Net Capital Requirements**

As a registered broker-dealer, M. Griffith, Inc. is subject to the requirements of rule 15c3-1 ("the net capital rule") under the Securities and Exchange Act of 1934. The basic concept of the rule is liquidity, its object being to require a broker-dealer to have, at all times, sufficient liquid assets to cover its current indebtedness. Specifically, the rule prohibits a broker-dealer from permitting its "aggregate indebtedness" from exceeding fifteen times its "net capital" as those terms are defined and the rule also provides that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio would exceed 10 to 1. On December 31, 2001, M. Griffith, Inc.'s aggregate indebtedness and net capital were \$630,532 and \$1,929,411, respectively, a ratio of .33 to 1, and net capital exceeded the minimum capital requirement of \$250,000 by \$1,679,411.

A copy of our most recent annual report Form X-17a-5 is available for examination and copying at the principal office of the firm in New Hartford, New York, as well as the offices of the Securities and Exchange Commission in New York, New York.



*Evans and Bennett, LLP*

CERTIFIED PUBLIC ACCOUNTANTS

135 DEWITT STREET

SYRACUSE, N.Y. 13203

315-474-3986

FAX # (315) 474-0716

Independent Auditors' Report on Supplementary Information Required by Rule 17a-5 of the  
Securities and Exchange Commission

To the Board of Directors  
M. Griffith, Inc.  
New Hartford, New York

We have audited the accompanying financial statements of M. Griffith, Inc. (the Company) as of and for the year ended December 31, 2001, and have issued our report thereon dated January 19, 2002. Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I, II, III, IV, and V is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

*Evans and Bennett, LLP*  
Certified Public Accountants

Syracuse, New York  
January 19, 2002

SCHEDULE I

M. GRIFFITH, INC.

COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES

AND EXCHANGE COMMISSION

AS OF DECEMBER 31, 2001

Net capital computation:

|   |                    |                    |
|---|--------------------|--------------------|
| Total stockholder's equity  | <u>\$5,161,483</u> |                    |
| Total stockholder's equity qualified for net capital                                |                    | <u>5,161,483</u>   |
| Total capital and allowable subordinated liabilities                                |                    | 5,161,483          |
| Deductions and/or charges:  |                    |                    |
| Nonallowable assets:  |                    |                    |
| Property and equipment - net  | 44,935             |                    |
| Goodwill - net  | 3,000,961          |                    |
| Other assets  | <u>116,529</u>     |                    |
| Total deductions and/or charges   |                    | <u>(3,162,425)</u> |
| Net capital before haircuts on securities positions                                 |                    | 1,999,058          |
| Haircuts on securities:   |                    |                    |
| Trading and investment securities:  |                    |                    |
| Money market funds and certificates of deposit                                      | \$ 1,020           |                    |
| Securities  | 29,617             |                    |
| Undue concentrations  | <u>39,010</u>      |                    |
| Total haircuts on securities  |                    | <u>(69,647)</u>    |
| Net capital   |                    | <u>\$1,929,411</u> |
| Computation of aggregate indebtedness:  |                    |                    |
| Items included in the statement of financial condition:                             |                    |                    |
| Accounts payable and accrued expenses   | <u>\$ 630,532</u>  |                    |
| Total aggregate indebtedness  |                    | <u>\$ 630,532</u>  |
| Computation of basic net capital requirement:                                       |                    |                    |
| Minimum net capital required<br>(6 2/3% of aggregate indebtedness)                  | <u>42,035</u>      |                    |
| Minimum dollar net capital requirement of reporting<br>broker-dealer                | <u>250,000</u>     |                    |
| Excess net capital at 1500 percent<br>(net capital less minimum dollar)             |                    | <u>\$1,679,411</u> |
| Excess net capital at 1000 percent<br>(net capital less 10% aggregate indebtedness) |                    | <u>\$1,866,358</u> |
| Ratio of aggregate indebtedness to net capital                                      |                    | <u>.33 to 1</u>    |

See independent auditors' report on supplementary information

SCHEDULE II

M. GRIFFITH, INC.

COMPUTATION FOR DETERMINATION OF RESERVE REQUIREMENTS UNDER  
RULE 15c3-3 OF THE SECURITIES AND EXCHANGE COMMISSION

AS OF DECEMBER 31, 2001

|   |                   |
|---|-------------------|
| Credit Balances   |                   |
| Total credit items  | \$ 0              |
| <br>  |                   |
| Debit Balances  |                   |
| Total debit items   | <u>0</u>          |
| <br>  |                   |
| Reserve Computation   |                   |
| Excess to total debits over total credits   | <u>\$ 0</u>       |
| <br>  |                   |
| Required deposit  | <u>\$ 0</u>       |
| <br>  |                   |
| Amounts held on deposit in a "Reserve Bank Account", including<br>value of qualified securities, at end of reporting period | <u>\$ 272,001</u> |

The Computation for Determination of Reserve Requirements under Rule 15c3-3 is performed on a monthly basis.

See independent auditors' report on supplementary information

SCHEDULE III

M. GRIFFITH, INC.

INFORMATION RELATING TO POSSESSION OR CONTROL REQUIREMENTS

UNDER RULE 15c3-3 OF THE SECURITIES AND EXCHANGE COMMISSION

AS OF DECEMBER 31, 2001

- |   |             |
|---|-------------|
| 1. Customers' fully paid and excess margin securities not in the broker's possession or control as of the report date (for which instructions to reduce to possession or control had been issued as of the report date but for which the required action was not taken by broker within the time frames specified under rule 15c3-3): | <u>\$ 0</u> |
| A. Number of items  | <u>0</u>    |
| 2. Customers' fully paid securities and excess margin securities for which instructions to reduce to possession or control had not been issued as of the report date, excluding items arising from "temporary lags which result from normal business operations" as permitted under rule 15c3-3.                                      | <u>\$ 0</u> |
| A. Number of items  | <u>0</u>    |

The system and procedures utilized in complying with the requirement to maintain physical possession or control of customers' fully paid and excess margin securities have been tested and are functioning in a manner adequate to fulfill the requirements of rule 15c3-3.

See independent auditors' report on supplementary information

SCHEDULE IV

M. GRIFFITH, INC.

RECONCILIATION PURSUANT TO RULE 17a-5(d)(4)

DECEMBER 31, 2001

|  | Audited     | Unaudited   | Increase<br>(Decrease) |
|--|-------------|-------------|------------------------|
| Cash                                   | \$2,049,309 | \$2,049,309 | 0                      |
| Cash - segregated                      | 272,001     | 272,001     | 0                      |
| Marketable securities                  | 126,474     | 126,474     | 0                      |
| Property, equipment and goodwill - net | 3,045,896   | 3,045,896   | 0                      |
| Other assets                           | 298,335     | 298,335     | 0                      |
| Total assets                           | 5,792,015   | 5,792,015   | 0                      |
| Total liabilities                      | 630,532     | 630,532     | 0                      |
| Stockholder's equity                   | 5,161,483   | 5,161,483   | 0                      |
| Net capital                            | 1,929,411   | 1,929,411   | 0                      |
| Net capital ratio                      | .33 to 1    | .33 to 1    | 0                      |

No material differences exist pursuant to rule 17a-5(d)(4) in relation to rule 15c3-1.

See independent auditors' report on supplementary information

SCHEDULE V

M. GRIFFITH, INC.

REPORT ON ANY MATERIAL INADEQUACIES

DECEMBER 31, 2001

No material inadequacies existed or were found to have existed since the date of the previous audit at December 31, 2000.

See independent auditor's report on supplementary information

*Evans and Bennett, LLP*

CERTIFIED PUBLIC ACCOUNTANTS

135 DEWITT STREET

SYRACUSE, N.Y. 13203

315-474-3986

FAX # (315) 474-0716

Independent Auditor's Report on Internal Control Required by  
Securities Exchange Commission (SEC) Rule 17a-5

To the Board of Directors  
M. Griffith, Inc.  
New Hartford, New York

In planning and performing our audit of the financial statements of M. Griffith, Inc. (the Company) for the year ended December 31, 2001, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including tests of compliance with such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g), in the following:

1. Making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under rule 17a-3(a)(11) and the reserve required by rule 15c3-3(e)
2. Making the quarterly securities examinations, counts, verifications, and comparisons, and the recordation of the differences required by rule 17a-13
3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System
4. Obtaining and maintaining physical possession or control of all fully paid and excess margin securities of customers as required by rule 15c3-3

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls, and of the practices and procedures referred to in the preceding paragraph, and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives.

Two of the objectives of internal control and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in conformity with U.S. generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including control activities for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2001 to meet the SEC's objectives.

This report is intended solely for the use of the Board of Directors, management, the SEC, the National Association of Securities Dealers (NASD) and other regulatory agencies which rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

  
Certified Public Accountants

Syracuse, New York  
January 19, 2002



**M. GRIFFITH, INC.**  
**NEW HARTFORD, NEW YORK**  
**ANNUAL AUDITED REPORT**  
**FORM X-17A-5**  
**PART III**  
**DECEMBER 31, 2001**

