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

SEC FILE NUMBER  
8-49477

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 January 1, 2003 AND ENDING December 31, 2003  
MM/DD/YY MM/DD/YY

**A. REGISTRANT IDENTIFICATION**

NAME OF BROKER-DEALER: B.B. Graham & Company, Inc.

OFFICIAL USE ONLY  
FIRM I.D. NO.

ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)

1700 W. Katella, 2nd Floor

(No. and Street)

Orange

California

92867

(City)

(State)

(Zip Code)

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

Bruce Graham

714-628-5200

(Area Code) (Telephone Number)

**B. ACCOUNTANT IDENTIFICATION**

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

George Brenner, CPA A Professional Corporation

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

10680 W. Pico Boulevard, Suite 260

Los Angeles, California

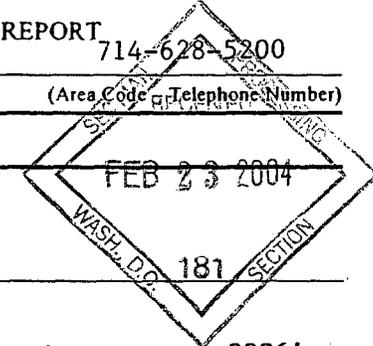
90064

(Address)

(City)

(State)

(Zip Code)



CHECK ONE:

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

PROCESSED

MAR 23 2004

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THOMSON  
FINANCIAL

\*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)

SEC 1410 (06-02)

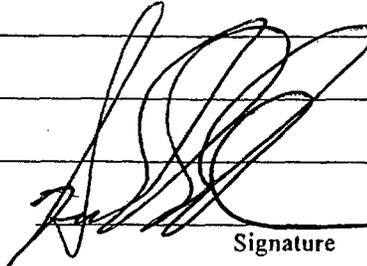
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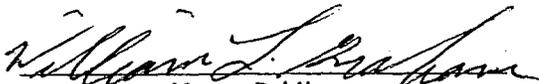
OATH OR AFFIRMATION

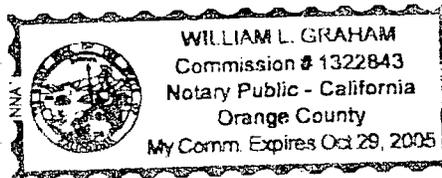
I, Bruce Graham, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of B.B. Graham & Company, Inc., as of December 31, 20 03, are true and correct. I further swear (or affirm) that neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows:

None

  
Signature

PRESIDENT  
Title

  
Notary Public



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

- (a) Facing Page.
- (b) Statement of Financial Condition.
- (c) Statement of Income (Loss).
- (d) Statement of Cash Flows.
- (e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital.
- (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 15c3-3 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.
- (k) A Reconciliation between the audited and unaudited Statements of Financial Condition
- (l) An Oath or Affirmation.
- (m) A copy of the SIPC Supplemental Report.
- (n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.

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

SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C.

ANNUAL AUDIT REPORT

DATE-DECEMBER 31, 2003

B.B. GRAHAM & COMPANY, INC.  
1700 W. KATELLA, 2ND FLOOR  
ORANGE, CALIFORNIA 92867

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**George Brenner, CPA**  
A Professional Corporation  
10680 W. PICO BOULEVARD, SUITE 260  
LOS ANGELES, CALIFORNIA 90064  
310/202-6445 – Fax 310/202-6494

REPORT OF INDEPENDENT ACCOUNTANT

Board of Directors  
B.B. Graham & Company, Inc.  
Orange, California

I have audited the accompanying statement of financial condition of B.B. Graham & Company, Inc. (the Company) as of December 31, 2003 and related statements of income (loss), changes in stockholder's equity and cash flows, and for the year then ended. These financial statements are being filed pursuant to Rule 17a-5 of the Securities Exchange Act of 1934 and include the supplemental schedule of the net capital computation required by rule 15c3-1. These financial statements are the responsibility of the Company's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with the auditing standards generally accepted in the United States of America. Those standards require that I 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. I believe that my audit provides a reasonable basis for my opinion.

In my opinion, such financial statements referred to above present fairly, in all material respects, the financial condition of the Company as of December 31, 2003 and the results of its operations, stockholder's equity and cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.



George Brenner, CPA

Los Angeles, California  
January 22, 2004

B.B.GRAHAM & COMPANY, INC.  
STATEMENT OF FINANCIAL CONDITION  
DECEMBER 31, 2003

ASSETS

Cash		
Checking	\$	6,884
Savings		125,750
Total cash		<u>132,634</u>
Clearing brokers deposits		60,000
Commissions receivable		48,636
Other receivable - allowable		3,579
Other receivable - non allowable (over 30 days)		1,400
Property and Equipment, at cost, net of accumulated depreciation of \$34,066		<u>5,938</u>
TOTAL ASSETS	\$	<u><u>252,187</u></u>

LIABILITIES AND SHAREHOLDER'S EQUITY

LIABILITIES

Accrued expenses	\$	13,528
Commissions payable		14,462
TOTAL LIABILITIES		<u>27,990</u>

SHAREHOLDER'S EQUITY

Common stock, \$.01 par value, 1,000,000 shares authorized; 10,000 shares outstanding	\$	100
Paid-in capital		224,900
Retained earnings (deficit)		<u>(803)</u>
TOTAL LIABILITIES AND SHAREHOLDER'S EQUITY	\$	<u><u>252,187</u></u>

See accompanying notes to financial statements

B.B.GRAHAM & COMPANY, INC.  
STATEMENT OF INCOME  
FOR THE YEAR ENDED DECEMBER 31, 2003

REVENUES - SCHEDULE - PAGE 11	\$ 788,628
OPERATING EXPENSES - SCHEDULE - PAGE 12	<u>786,721</u>
INCOME BEFORE TAX PROVISION	1,907
INCOME TAX PROVISION	<u>800</u>
NET INCOME	<u><u>\$ 1,107</u></u>

See accompanying notes to financial statements

B.B.GRAHAM & COMPANY, INC.  
STATEMENT OF CHANGES IN SHAREHOLDER'S EQUITY  
FOR THE YEAR ENDED DECEMBER 31, 2003

	Common Stock Shares	Common Stock	Paid-In Capital	Deficit	Total
Balance, December 31, 2002	10,000	\$ 100	\$ 224,900	\$ (1,910)	\$ 223,090
Net Income				1,107	1,107
Balance, December 31, 2003	<u>10,000</u>	<u>\$ 100</u>	<u>\$ 224,900</u>	<u>\$ (803)</u>	<u>\$ 224,197</u>

See accompanying notes to financial statements

B.B.GRAHAM & COMPANY, INC.  
STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED DECEMBER 31, 2003

Cash Flows from Operating Activities:	
Net income	\$ 1,107
Depreciation	2,989
Changes in operating assets and liabilities:	
Commissions receivable	(12,633)
Other receivable - allowable	5,716
Other receivable - non allowable	(628)
Accrued expense	(3,408)
Commissions payable	3
Line of credit	(21,365)
Net cash provided by operating activities	<u>(28,219)</u>
Cash Flows for Investing Activities:	
Clearing broker's deposit	(10,000)
Cash flows from Investing Activities	<u>(10,000)</u>
Cash Flows from Financing Activities:	
	0
Net decrease in cash	(38,219)
Cash at beginning of year	<u>170,853</u>
Cash at December 31, 2003	<u><u>\$ 132,634</u></u>
Supplemental Cash Flow Information	
Cash paid for interest	<u>\$ 1,728</u>
Cash paid for income tax	<u>\$ 800</u>

See accompanying notes to financial statements

B.B. GRAHAM & COMPANY, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2003

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Business

B.B. Graham & Company, Inc. (the Company) has been approved as a registered broker-dealer with the Securities and Exchange Commission under SEC Rule 15(b) as of August 8, 1996. The Company was incorporated in June 1996, and its membership in the NASD was approved May 1997. The Company entered into an agreement with a clearing broker whereby the Company does not carry customer accounts. The Company introduces and forwards, as a broker, all transactions and accounts of customers to the clearing broker who carries such accounts on a fully disclosed basis. The Company forwards all funds and securities received in connection with its activities as a broker or dealer directly to the clearing broker and does not hold funds or securities for or owe funds or securities to customers.

Certain brokers (secondary clearing) clear their transactions through the Company and its clearing brokers.

The Company has offices in Winnetka, Illinois, Odessa, Texas and Bakersfield, California.

NOTE 2 - DEPOSIT - CLEARING ORGANIZATION

The Company has agreements with clearing brokers which require a minimum deposit of \$50,000 for one and \$10,000 for another.

NOTE 3 - PROVISION FOR INCOME TAXES

The Company files its Federal tax return on the accrual basis. The provision for income taxes for the year consists of the following:

Federal	\$ 0
State - Minimum tax	<u>800</u>
	<u>\$800</u>

The net operating loss (NOL) carried forward of approximately \$39,000 can be carried forward to 2021 and 2023. The timing differences at statutory rates are \$3,844. The current NOL, fully reserved, at statutory rates is \$5,817.

B.B. GRAHAM & COMPANY, INC.  
NOTES TO FINANCIAL STATEMENTS (continued)  
DECEMBER 31, 2003

NOTE 4 - NET CAPITAL REQUIREMENTS

In accordance with the net capital provisions of Rule 15c3-1 of the Securities and Exchange Act of 1934, the Company is required to maintain a minimum net capital as defined of \$5,000. The Company is required to include in the net capital calculation the contingent liability discussed in Note 5. See pages 8 and 9 for the net capital computation.

NOTE 5 - CONTINGENT LIABILITIES

Loan Guarantee

On May 1, 2000, the Company's sole shareholder purchased an office building and the Company entered into an agreement with a series of financial institutions to guarantee the loans. At December 31, 2003 the guarantees aggregated \$2,189,023.

NOTE 6 - RELATED PARTY TRANSACTIONS

As noted above, the Company's sole shareholder purchased an office building and entered into a lease agreement to rent part of the building to the Company. The rent varies depending on the amount of space allocated to the Company. For the year 2003 the rent expense was \$60,000. The lease expires May 14, 2005.

NOTE 7 - USE OF ESTIMATES

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures 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.

NOTE 8 - CONTINGENCIES

A characteristic of the brokerage business is that customers' complaints often end up in arbitration before the NASD. At December 31, 2003 there were two small arbitrations pending. Some of these matters were still in the discovery process or scheduled hearings yet to be held. Management believes the claims are frivolous or have no merit and any settlement will be nominal and only to dismiss the inconvenience.

B.B.GRAHAM & COMPANY, INC.  
COMPUTATION OF NET CAPITAL REQUIREMENTS PURSUANT  
TO RULE 15c3-1  
DECEMBER 31, 2003

COMPUTATION OF NET CAPITAL

Total ownership equity from statement of financial condition	\$ 224,197
Nonallowable assets	<u>(7,338)</u>
NET CAPITAL	<u>\$ 216,859</u>

COMPUTATION OF NET CAPITAL REQUIREMENTS

Minimum net aggregate indebtedness - 6.67% of net aggregate indebtedness	<u>\$ 147,875</u>
Minimum dollar net capital required	<u>\$ 5,000</u>
Net Capital required (greater of above amounts)	<u>\$ 147,875</u>
EXCESS CAPITAL	<u>\$ 68,984</u>
Excess (deficiency) net capital at 1000% (net capital less 10% of aggregate indebtedness)	<u>\$ (4,842)</u>

COMPUTATION OF AGGREGATE INDEBTEDNESS

Total liabilities including \$2,189,023 contingent liability - see note 5	<u>\$ 2,217,013</u>
Aggregate indebtedness to net capital	<u>10.23</u>

RECONCILIATION

The following is a reconciliation of the above net capital computation with the Company's corresponding unaudited computation pursuant to Rule 179-5(d)(4):

NONE REQUIRED

See accompanying notes to financial statements

B.B.GRAHAM & COMPANY, INC.  
NON-ALLOWABLE ASSETS  
DECEMBER 31, 2003

NON-ALLOWABLE ASSETS

Other receivable - non allowable	\$ 1,400
Property and Equipment, at cost, net of accumulated depreciation of \$34,066	<u>5,938</u>
TOTAL	<u>\$ 7,338</u>

See accompanying notes to financial statements

**George Brenner, CPA**  
A Professional Corporation  
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LOS ANGELES, CALIFORNIA 90064  
310/202-6445 – Fax 310/202-6494

INDEPENDENT AUDITOR'S REPORT  
ON THE SCHEDULE OF OPERATING EXPENSES

Board of Directors  
B.B. Graham & company, Inc.  
Orange, California

My audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The attached schedule of revenues and operating expenses for the year ended December 31, 2003 is presented for purposes of additional information and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in my opinion, is fairly stated in all material respects in relation to the basic financial statements as a whole.



George Brenner, CPA

Los Angeles, California  
January 22, 2004

B.B. GRAHAM & COMPANY, INC.  
SCHEDULE OF REVENUES  
DECEMBER 31, 2003

REVENUES

Commission income	\$648,973
Mutual fund income	41,469
Miscellaneous income	25,375
Insurance fee income	20,797
Interest income	17,458
Managed account fees	11,451
Broker school income	9,154
REIT income	6,500
Rebate	5,700
Fee income	<u>1,751</u>
	<u>\$788,628</u>

See accompanying notes to financial statements.

B.B. GRAHAM & COMPANY, INC.  
SCHEDULE OF OPERATING EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 2003

OPERATING EXPENSES

Advertising/marketing	\$ 943
Arbitration settlement	13,375
Clearing broker fees	139,409
Commissions	178,453
Depreciation and amortization	2,989
Dues and subscriptions	5,196
Error expense	12,443
Insurance	6,664
Interest expense	1,728
Miscellaneous expenses	11,015
NASD fees	19,192
Office expenses	22,574
Professional fees	18,631
Quote services	11,665
Rent	60,000
Salaries and wages	187,191
Software	49,990
Taxes and licenses	22,689
Telephone	22,574
TOTAL OPERATING EXPENSES	<u>\$ 786,721</u>

See accompanying notes to financial statements

PART II

B.B. GRAHAM & COMPANY, INC.

STATEMENT OF INTERNAL CONTROL

DECEMBER 31, 2003

**George Brenner, CPA**  
A Professional Corporation  
10680 W. PICO BOULEVARD, SUITE 260  
LOS ANGELES, CALIFORNIA 90064  
310/202-6445 – Fax 310/202-6494

Report of Independent Accountant  
on Internal Accounting Control Required by SEC Rule 17a-5

Board of Directors  
B.B. Graham & Company, Inc.  
Orange, California

In planning and performing my audit of the financial statements of B.B. Graham & Company, Inc. (hereafter referred to as the "Company") for the year ended December 31, 2003. I have considered its internal control structure, including procedures for safeguarding securities, in order to determine my auditing procedures for the purpose of expressing my opinion on the financial statements, and not to provide assurance on the internal control structure.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission, I have made a study of the practice and procedures (including tests of compliance with such practices and procedures) followed by the Company that I considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness (aggregate debts) and net capital under Rule 17a-5(a)(11) and for determining compliance with the exemptive provisions of Rule 15c-3. I did not review the practice and procedures followed by the Company: (1) in making the quarterly securities examinations, counts, verifications, and comparisons, and recordation of differences required by Rule 17a-13; (2) in complying with the Governors of Federal Reserve System; or (3) in obtaining and managing physical possession or control of all fully paid and excess margin securities of customers, because the Company does not carry security accounts for customers or perform custodial functions relating to customer securities.

The management of the Company is responsible for establishing and maintaining an internal control structures 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 internal control structure policies and procedures and of the practice and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the Commission's above mentioned objectives. Two of the objectives of an internal control structure and the practices and procedures are to provide responsibility and safeguard 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 accordance with generally accepted accounting principles.

Board of Directors  
B.B. Graham & Company, Inc.  
Orange, California

Rule 171-5(g) lists additional objectives of the practice and procedures listed in the preceding paragraph.

Because of inherent limitations in any internal control structure or the practices and procedures referred to above, errors or irregularities 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 degree of compliance with them may deteriorate.

My consideration of the internal control structure would not necessarily disclose all matters in the internal control structure that might be material weakness under the 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 structure elements does not reduce to a relatively low level the risk the errors or irregularities in amounts that would be material in relationship 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, I noted no matters involving the accounting system and control procedures that I considered to be material weaknesses as defined above. In addition, the Company, was in compliance with the exemptive provisions of Rule 15c3-3 as of December 31, 2003 and no facts came to my attention indicating that such conditions had not been complied with during the year then ended.

I understand that the practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the Commission 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 my study, I believe that the Company's practices and procedures were adequate on December 31, 2003 to meet the Commission's objectives.

This report is intended solely for the use of management, the Securities and Exchange Commission, the National Association of Securities Dealers, Inc., and other regulatory agencies which rely on Regulation 17a-5(g) under the Securities Exchange Act of 1934, and should not be used for any other purposes.

  
George Brenner, C.P.A.

Los Angeles, California  
January 22, 2004