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UNITED STATES

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

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FEB 28 2006  
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**ANNUAL AUDITED REPORT  
FORM X-17A-5  
PART III**

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**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 01/01/05 AND ENDING 12/31/05  
MM/DD/YY MM/DD/YY

**A. REGISTRANT IDENTIFICATION**

NAME OF BROKER-DEALER: D.J. St. Germain Company, Inc.  
ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)  
1500 Main Street  
(No. and Street)  
Springfield MA 01115  
(City) (State) (Zip Code)

OFFICIAL USE ONLY  
FIRM I.D. NO.

NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT  
Paul J. Valickus (413)733-5111  
(Area Code - Telephone Number)

**B. ACCOUNTANT IDENTIFICATION**

INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report\*  
Wolf & Company, P.C.  
(Name - if individual, state last, first, middle name)  
99 High Street Boston MA 02110  
(Address) (City) (State) (Zip Code)

CHECK ONE:

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

PROCESSED  
JUN 02 2006  
THOMSON  
FINANCIAL

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\*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)

MM  
31

OATH OR AFFIRMATION

I, Paul J. Valickus, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of D.J. St. Germain company, Inc., as of December 31, 2005, 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:

Paul J. Valickus  
Signature  
President  
Title

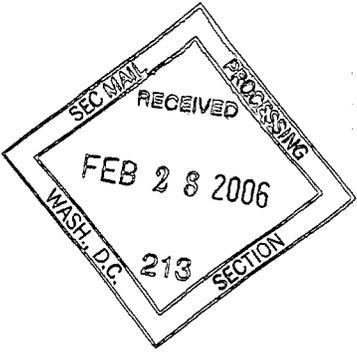
Marion F. Roberts  
Notary Public

marion f roberts mg.com exp. 12-25-09

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

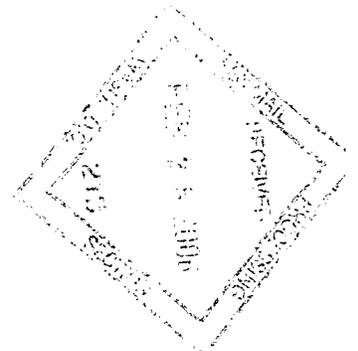
- (a) Facing Page.
- (b) Statement of Financial Condition.
- (c) Statement of Income (Loss).
- (d) Statement of ~~Changes in Financial Condition~~ CASH FLOWS
- (e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital.
- (f) Statement of Changes in Liabilities Subordinated 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 15c3-1 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 with respect to methods of consolidation.
- (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).



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**CONSOLIDATED FINANCIAL STATEMENTS  
AND  
SUPPLEMENTARY INFORMATION**  
Years Ended December 31, 2005 and 2004

**INDEPENDENT AUDITORS' REPORT**

To the Board of Directors and Shareholders of  
D.J. St. Germain Company, Inc.  
Springfield, Massachusetts

We have audited the accompanying consolidated statements of financial condition of D.J. St. Germain Company, Inc. and subsidiary as of December 31, 2005 and 2004, and the related consolidated statements of income, changes in shareholders' equity and cash flows for the years then ended that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. 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 audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of D.J. St. Germain Company, Inc. and subsidiary at December 31, 2005 and 2004, and the results of their operations and their cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I, II and III is presented for purposes of additional analysis and is not a required part of the 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.

*Wolf & Company, P.C.*

Boston, Massachusetts  
January 20, 2006

D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY

CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION

December 31, 2005 and 2004

ASSETS

|  | 2005                 | 2004                 |
|--|----------------------|----------------------|
| Cash and cash equivalents  | \$ 6,111,686         | \$ 2,863,771         |
| Cash and investments segregated for the benefit of customers           | 131,962,258          | 114,781,163          |
| Receivable from brokers  | 590,399              | 953,006              |
| Receivable from customers  | 3,159                | 2,087                |
| Investments owned:   |                      |                      |
| Equity securities (cost \$17,351,940 - 2005, \$15,686,170 - 2004)      | 17,379,639           | 15,647,973           |
| Securities borrowed  | 5,250,001            | 2,929,616            |
| Accrued interest receivable  | 435,744              | 554,161              |
| Property and equipment, less accumulated depreciation and amortization | 991,395              | 1,299,270            |
| Income taxes receivable  | -                    | 421,339              |
| Deferred tax benefit   | 1,163,000            | 1,405,000            |
| Other assets   | 69,512               | 49,186               |
|  | <u>\$163,956,793</u> | <u>\$140,906,572</u> |

LIABILITIES AND SHAREHOLDERS' EQUITY

|  |                      |                      |
|--|----------------------|----------------------|
| Liabilities:   |                      |                      |
| Payable to brokers   | \$ 23,422,906        | \$ 275,441           |
| Customers' free credit balances  | 108,868,088          | 108,894,676          |
| Securities sold, not yet purchased, at market value (cost \$5,822,177 - 2005 and \$3,199,739 - 2004) | 5,956,043            | 3,305,450            |
| Accrued expenses and other liabilities   | 3,671,501            | 4,460,932            |
| Total liabilities  | <u>141,918,538</u>   | <u>116,936,499</u>   |
| Shareholders' equity:  |                      |                      |
| Common shares:   |                      |                      |
| Class A, 180,000 shares authorized and issued, \$5 par value, nonvoting                              | 900,000              | 900,000              |
| Class B, 20,000 shares authorized and issued, \$5 par value, voting                                  | 100,000              | 100,000              |
| Capital in excess of par value   | 4,076,361            | 3,878,209            |
| Retained earnings  | 22,991,018           | 21,853,590           |
|  | <u>28,067,379</u>    | <u>26,731,799</u>    |
| Less treasury shares, at cost:   |                      |                      |
| Class A, 58,851 (45,111 - 2004) shares   | (5,540,913)          | (2,364,295)          |
| Class B, 4,715 (4,015 - 2004) shares   | (488,211)            | (397,431)            |
|  | <u>(6,029,124)</u>   | <u>(2,761,726)</u>   |
| Total shareholders' equity   | <u>22,038,255</u>    | <u>23,970,073</u>    |
| Total liabilities and shareholders' equity   | <u>\$163,956,793</u> | <u>\$140,906,572</u> |

The accompanying notes are an integral part of these consolidated financial statements.

**D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY**

**CONSOLIDATED STATEMENTS OF INCOME**

**Years Ended December 31, 2005 and 2004**

|  | <u>2005</u>        | <u>2004</u>        |
|--|--------------------|--------------------|
| Operating revenues:                          |                    |                    |
| Management fees                              | \$7,236,486        | \$6,624,739        |
| Dividends                                    | 207,116            | 331,755            |
| Interest income, net                         | 805,328            | 99,504             |
| Investment gain, net                         | 190,399            | 550,001            |
| Unrealized loss on investments, net          | (45,738)           | (45,662)           |
| Total operating revenue                      | <u>8,393,591</u>   | <u>7,560,337</u>   |
| Operating expenses:                          |                    |                    |
| Employee compensation                        | 3,155,185          | 2,928,425          |
| Professional fees                            | 140,771            | 232,495            |
| Communications and data processing           | 141,602            | 144,188            |
| Selling, general and administrative expenses | 2,274,466          | 2,406,327          |
| Benefits to prior officer                    | -                  | 620,656            |
| Total operating expenses                     | <u>5,712,024</u>   | <u>6,332,091</u>   |
| Income before income taxes                   | 2,681,567          | 1,228,246          |
| Income tax expense                           | <u>1,029,000</u>   | <u>85,522</u>      |
| Net income                                   | <u>\$1,652,567</u> | <u>\$1,142,724</u> |

The accompanying notes are an integral part of these consolidated financial statements.

D.J. ST. GERMAIN COMPANY, INC.

CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

Years Ended December 31, 2005 and 2004

|   | Common Shares<br>Authorized and Issued |            | Capital in<br>Excess of<br>Par Value | Retained<br>Earnings | Treasury Shares<br>at Cost |              | Total<br>Shareholders'<br>Equity |
|---|--|------------|--------------------------------------|----------------------|----------------------------|--------------|----------------------------------|
|   | Class A                                | Class B    |                                      |                      | Class A                    | Class B      |                                  |
| Balance at December 31, 2003  | \$ 900,000                             | \$ 100,000 | \$ 3,570,653                         | \$ 21,226,134        | \$ (2,030,506)             | \$ (305,278) | \$ 23,461,003                    |
| Net income  | -                                      | -          | -                                    | 1,142,724            | -                          | -            | 1,142,724                        |
| Cash dividends paid, \$3.40 per share   | -                                      | -          | -                                    | (515,268)            | -                          | -            | (515,268)                        |
| Purchase of Class A, 5,475 shares at prices ranging from \$100.93 to \$101.25                                       | -                                      | -          | -                                    | -                    | (553,096)                  | -            | (553,096)                        |
| Purchase of Class B, 1,800 shares at prices ranging from \$100.93 to \$101.25                                       | -                                      | -          | -                                    | -                    | -                          | (182,220)    | (182,220)                        |
| Treasury shares sold on exercise of 2,600 shares of Class A stock options at prices ranging from \$61.01 to \$99.70 | -                                      | -          | 190,490                              | -                    | 121,561                    | -            | 312,051                          |
| Exchange of Class B for Class A, 535 shares   | -                                      | -          | (22,116)                             | -                    | (28,040)                   | 50,156       | -                                |
| Exchange of Class A for Class B, 2,400 shares   | -                                      | -          | 120,238                              | -                    | 125,786                    | (246,024)    | -                                |
| Employee stock awards   | -                                      | -          | 18,944                               | -                    | -                          | 285,935      | 304,879                          |
| Balance at December 31, 2004  | 900,000                                | 100,000    | 3,878,209                            | 21,853,590           | (2,364,295)                | (397,431)    | 23,970,073                       |
| Net income  | -                                      | -          | -                                    | 1,652,567            | -                          | -            | 1,652,567                        |
| Cash dividends paid, \$3.40 per share   | -                                      | -          | -                                    | (515,139)            | -                          | -            | (515,139)                        |
| Purchase of 17,065 shares Class A. At prices ranging from \$108.90 to \$200   | -                                      | -          | -                                    | -                    | (3,352,943)                | -            | (3,352,943)                      |
| Sale of Class A stock at prices ranging from \$108.90 to \$112.08   | -                                      | -          | 77,242                               | -                    | 70,265                     | -            | 147,507                          |
| Sale of Class B stock at prices ranging from \$108.83 to \$112.08   | -                                      | -          | 1,966                                | -                    | -                          | 23,171       | 25,137                           |
| Employee stock awards   | -                                      | -          | 4,484                                | -                    | -                          | 106,569      | 111,053                          |
| Exchange of Class B for Class A, 2,000 shares   | -                                      | -          | 114,460                              | -                    | 106,060                    | (220,520)    | -                                |
| Balance at December 31, 2005  | \$ 900,000                             | \$ 100,000 | \$ 4,076,361                         | \$ 22,991,018        | \$ (5,540,913)             | \$ (488,211) | \$ 22,038,255                    |

The accompanying notes are an integral part of these consolidated financial statements.

**D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY**

**CONSOLIDATED STATEMENTS OF CASH FLOWS**

**Years Ended December 31, 2005 and 2004**

|   | <u>2005</u>         | <u>2004</u>         |
|---|---------------------|---------------------|
| Cash flows from operating activities:   |                     |                     |
| Net income  | \$ 1,652,567        | \$ 1,142,724        |
| Adjustments to reconcile net income to net cash provided by (used in) operating activities: |                     |                     |
| Depreciation and amortization   | 605,104             | 575,381             |
| Deferred tax expense (benefit)  | 242,000             | (6,921)             |
| Gain on sale of fixed asset   | (8,854)             | -                   |
| Employee stock awards   | 384,046             | 304,879             |
| Cash, investments and accrued interest segregated for the benefit of customers              | (17,062,678)        | 7,394,139           |
| Securities borrowed   | (2,320,385)         | (2,929,616)         |
| Receivable from brokers and customers and other assets                                      | 341,209             | (142,323)           |
| Income taxes receivable   | 421,339             | (6,354)             |
| Customers' free credit balances   | (26,588)            | (6,733,624)         |
| Payable to brokers, accrued expenses and other liabilities                                  | 22,122,461          | 294,820             |
| Net cash provided by (used in) operating activities   | <u>6,350,221</u>    | <u>(106,895)</u>    |
| Cash flows from investing activities:   |                     |                     |
| Investments owned, net  | (1,731,666)         | (703,333)           |
| Purchases of fixed assets   | (312,988)           | (748,487)           |
| Proceeds on sale of fixed assets  | 24,613              | -                   |
| Securities sold, not yet purchased, net   | 2,650,593           | 3,305,450           |
| Net cash provided by investing activities   | <u>630,552</u>      | <u>1,853,630</u>    |
| Cash flows from financing activities:   |                     |                     |
| Exercise of stock options   | -                   | 312,051             |
| Dividends paid  | (515,139)           | (515,268)           |
| Purchase of treasury shares   | (3,352,943)         | (735,316)           |
| Sale of treasury shares   | 135,224             | -                   |
| Net cash used in financing activities   | <u>(3,732,858)</u>  | <u>(938,533)</u>    |
| Net increase in cash and cash equivalents   | 3,247,915           | 808,202             |
| Cash and cash equivalents at beginning of year  | <u>2,863,771</u>    | <u>2,055,569</u>    |
| Cash and cash equivalents at end of year  | <u>\$ 6,111,686</u> | <u>\$ 2,863,771</u> |
| Supplemental disclosures of cash flow information:  |                     |                     |
| Cash paid during the year for:  |                     |                     |
| Interest  | \$ 2,479,028        | \$ 1,402,627        |
| Income taxes  | \$ 365,000          | \$ 50,000           |

The accompanying notes are an integral part of these consolidated financial statements.

**D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
**Years Ended December 31, 2005 and 2004**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

*Principles of Consolidation and Organization*

The consolidated financial statements include the accounts of D. J. St. Germain Company, Inc. ("DJS") and its wholly-owned subsidiary, First Springfield Trust, Inc. ("FST"). All intercompany transactions have been eliminated in consolidation.

DJS was organized as a Massachusetts corporation on August 24, 1955 for the purpose of doing business as a broker and dealer in securities. DJS is engaged in the handling of customer security transactions and the management of brokerage accounts. DJS is registered as a broker dealer and an investment advisor with the Securities and Exchange Commission, is a member of the National Association of Securities Dealers, Inc. ("NASD") and is licensed as a broker dealer in all 50 states.

FST was organized as a Massachusetts Business Trust on January 1, 1982 solely for the purpose of holding the investments of DJS. The investments of FST are managed by DJS.

*Valuation of Investments*

Equity securities are stated at market value. Market values are determined based on quoted market prices at December 31, 2005 and 2004. Cost is determined on the specific identification method. Repurchase agreements are carried at cost which approximates market.

*Accounting for Investments*

Investment transactions (and related commissions) are recorded on the date the securities are purchased or sold (trade date). Dividends on common shares are recorded on the record date. Income from other investments is recorded as earned on an accrual basis. Realized gains and losses are determined on the specific identification of the securities sold.

*Income Taxes*

The Company recognizes deferred tax liabilities and assets for the expected future tax consequences of events that have been included in the consolidated statement of financial condition or tax returns. Under this method, deferred tax liabilities and assets are determined based on the difference between the consolidated statement of financial condition and the tax basis of assets and liabilities using enacted tax rates.

## **D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY**

### **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

#### **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (concluded)**

##### ***Depreciation and Amortization***

Depreciation and amortization is provided over the estimated useful lives of the assets. Leasehold improvements are amortized over the lesser of the economic useful life of the improvement or the term of the lease. Fixed assets are carried at cost.

##### ***Cash and Cash Equivalents***

The Company considers all instruments with an original maturity of three months or less when purchased to be cash equivalents. Cash equivalents exclude cash segregated for the benefit of customers.

##### ***Use of Estimates***

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amount of assets and liabilities as of 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.

##### ***Advertising Costs***

Advertising is expensed as incurred and amounted to \$876,000 in 2005 and \$735,000 in 2004.

##### ***Reclassification***

Certain amounts in the 2004 financial statements have been reclassified to conform to the 2005 presentation.

##### ***Recent accounting pronouncements***

In December 2004, the FASB issued SFAS No. 123R, "Share-Based Payment," which is an Amendment of FASB Statement Nos. 123 and 95. SFAS No. 123R changes, among other things, the manner in which share-based compensation, such as stock options, will be accounted for by both public and non-public companies, and will be effective as of January 2006. Pursuant to the provision of SFAS 123R, the cost of employee services received in exchange for equity instruments including options and restricted stock awards generally will be measured at fair value at the grant date. The grant date fair value will be estimated using option-pricing models adjusted for the unique characteristics of those options and instruments, unless observable market prices for the same or similar options are available. The cost will be recognized over the requisite service period. Management is currently evaluating the effect adoption of SFAS No. 123R will have on the Company's statement of financial condition and results of operation.

**D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

**2. CONCENTRATION OF CREDIT RISK**

The Company maintains cash in bank accounts in excess of the established limit insured by the Federal Deposit Insurance Corporation ("FDIC") as of December 31, 2005 and 2004.

**3. CASH AND INVESTMENTS SEGREGATED FOR THE BENEFIT OF CUSTOMERS, INCLUDING ACCRUED INTEREST RECEIVABLE**

In accordance with Rule 15c3-3 of the Securities and Exchange Commission, the Company maintains separate bank accounts with several commercial banks and segregates securities for the benefit of customers. The amounts in these accounts as of December 31, 2005 and 2004 is as follows:

|                                   | <u>2005</u>          | <u>2004</u>          |
|-----------------------------------|----------------------|----------------------|
| U.S. Treasury securities, at cost | \$112,737,663        | \$114,726,054        |
| Cash                              | <u>19,224,595</u>    | <u>55,109</u>        |
|                                   | 131,962,258          | 114,781,163          |
| Accrued interest receivable       | <u>435,744</u>       | <u>554,161</u>       |
|                                   | <u>\$132,398,002</u> | <u>\$115,335,324</u> |

Aggregate carrying value of investments segregated for the benefit of customers approximates their market value at December 31, 2005 and 2004.

**4. RECEIVABLE FROM CUSTOMERS**

Receivables from customers consist of customers' debit balances. The securities owned by customers are held as collateral for these receivables and are not reflected in the consolidated statement of financial condition.

**5. PROPERTY AND EQUIPMENT**

Fixed assets at December 31, 2005 and 2004 are as follows:

|   | <u>2005</u>        | <u>2004</u>        |
|---|--------------------|--------------------|
| Land  | \$ -               | \$ 15,760          |
| Furniture and equipment                           | 2,362,436          | 2,164,958          |
| Leasehold improvements                            | <u>660,847</u>     | <u>545,337</u>     |
|   | 3,023,283          | 2,726,055          |
| Less accumulated depreciation<br>and amortization | <u>(2,031,888)</u> | <u>(1,426,785)</u> |
|   | <u>\$ 991,395</u>  | <u>\$1,299,270</u> |

**D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

**PROPERTY AND EQUIPMENT (concluded)**

Depreciation and amortization expense was \$605,104 and \$575,381 for the years ended December 31, 2005 and 2004, respectively.

**6. RELATED-PARTY TRANSACTIONS**

The Company maintains investment accounts on behalf of the officers and directors of the Company. Included in customers' free credit balances at December 31, 2005 and 2004 is \$714,850 and \$497,645, respectively, related to these accounts.

**7. NET CAPITAL REQUIREMENT**

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (Rule 15c3-1), which requires the maintenance of minimum net capital and that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. As of December 31, 2005, the Company had net capital of \$17,911,166, which was \$15,994,553 in excess of its required net capital of \$1,916,613. The Company's ratio of aggregate indebtedness to net capital was 1.6 to 1.

The Company's wholly-owned subsidiary, First Springfield Trust, Inc. had total assets and shareholders' equity of \$25,995,616 and \$20,001,098, respectively, as of December 31, 2005. The shareholders' equity of the subsidiary is included as capital in the computation of the Company's net capital since the assets of the subsidiary are readily available for the protection of the Company's customers, broker-dealers, and other creditors, as permitted by Rule 15c3-1.

**8. BROKER'S BOND**

The Company carries a broker's blanket fidelity bond in the amount of \$1,000,000.

**9. INTEREST INCOME, NET**

Interest income is net of interest remitted to customers of \$2,479,028 and \$1,402,626 for 2005 and 2004, respectively.

## D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

#### 10. BENEFIT PLAN AND AGREEMENTS

In 2004, the Company established a 401(k) plan. Substantially all employees participate in the Plan. To be eligible to participate, an employee must be at least twenty-one years of age and have completed one year of service. Employees may contribute a percentage of their compensation subject to certain limits based on federal tax laws. The Company makes contributions to the Plan in the form of safe harbor contributions and discretionary profit sharing contributions. Discretionary profit sharing contributions vest to the employee equally over a six year period. Expense attributable to the 401(k) Plan and the Company's deferred profit sharing plan amounted to \$193,305 and \$179,567 for the years ended December 31, 2005 and 2004, respectively.

The Company maintains supplemental deferred compensation agreements with selected members of management. Under the agreements, management of the Company determines annually amounts to be credited to the deferred compensation accounts and interest is credited to the accounts in accordance with the terms of the agreements. The Company has accrued approximately \$1,646,968 and \$1,747,731 related to these agreements as of December 31, 2005 and 2004, respectively. Expense attributable to these agreements amounted to \$236,657 and \$263,113 for the years ended December 31, 2005 and 2004, respectively.

The Company has entered into non-compete agreements with three former executives. Aggregate annual payments under these agreements are \$424,000 in 2005, \$370,000 in 2006 and \$250,000 thereafter to 2008. In addition, the Company will make a one time payment of \$50,000 to a former executive in 2018.

The Company has agreed to provide certain health benefits to certain retired employees. Payments under these agreements amounted to approximately \$46,000 in 2005. The aggregate annual payments under these agreements are estimated to be as follows for the years 2006 to 2015:

|             |         |
|-------------|---------|
| 2006        | 46,300  |
| 2007        | 49,500  |
| 2008        | 53,000  |
| 2009        | 58,500  |
| 2010        | 61,000  |
| 2011 - 2015 | 331,500 |
| Thereafter  | 482,500 |

**D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

**BENEFIT PLAN AND AGREEMENTS (concluded)**

These agreements are unfunded. Included in accrued expenses at December 31, 2005 and 2004 is \$728,802 and \$922,880, respectively, related to these agreements. Assumptions used to determine this accrual at December 31, 2005 are as follows:

|                             | <u>2005</u> | <u>2004</u> |
|-----------------------------|-------------|-------------|
| Discount rate               | 4.8%        | 4.7%        |
| Health care cost trend rate | 7.0%        | 7.0%        |

The Company issued a note payable to a former employee as a result of the former employee's sale of Company stock to the Company. The balance of the note payable at December 31, 2004 amounted to \$242,232 and was paid in full during 2005.

**11. INCOME TAXES**

Allocation of federal and state income taxes between current and deferred portions is as follows:

|                                  | <u>Years Ended December, 31</u> |                  |
|----------------------------------|---------------------------------|------------------|
|                                  | <u>2005</u>                     | <u>2004</u>      |
| Current tax provision:           |                                 |                  |
| Federal                          | \$ 605,000                      | \$ 62,443        |
| State                            | 182,000                         | 30,000           |
|                                  | <u>787,000</u>                  | <u>92,443</u>    |
| Deferred tax provision (benefit) |                                 |                  |
| Federal                          | 174,000                         | (572)            |
| State                            | 68,000                          | (6,349)          |
|                                  | <u>242,000</u>                  | <u>(6,921)</u>   |
|                                  | <u>\$1,029,000</u>              | <u>\$ 85,522</u> |

**D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

**INCOME TAXES (continued)**

The reasons for the differences between the statutory federal income tax rate and the effective tax rates are summarized as follows:

|   | Years Ended December 31, |        |
|---|--------------------------|--------|
|   | 2005                     | 2004   |
| Statutory federal tax rate              | 34.0%                    | 34.0%  |
| Increase (decrease) resulting from:     |                          |        |
| State taxes, net of federal tax benefit | 6.2                      | 1.3    |
| Dividends received deduction            | (1.8)                    | (6.4)  |
| Reduction of excess tax reserves        | -                        | (21.9) |
| Effective tax rate                      | 38.4%                    | 7.0%   |

The components of the net deferred tax asset are as follows:

|                         | Years Ended December 31, |              |
|-------------------------|--------------------------|--------------|
|                         | 2005                     | 2004         |
| Deferred tax asset:     |                          |              |
| Federal                 | \$ 1,057,000             | \$ 1,246,000 |
| State                   | 311,000                  | 384,000      |
|                         | 1,368,000                | 1,630,000    |
| Deferred tax liability: |                          |              |
| Federal                 | \$ (157,000)             | \$ (172,000) |
| State                   | (48,000)                 | (53,000)     |
|                         | (205,000)                | (225,000)    |
| Net deferred tax asset  | \$ 1,163,000             | \$ 1,405,000 |

Realization of the net deferred tax assets are dependent on future reversals of existing taxable temporary differences and adequate future taxable income, exclusive of reversing temporary differences and carryforwards. Although realization is not assured, management believes that it is more likely than not that the remaining net deferred tax assets will be realized.

**D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

**INCOME TAXES (concluded)**

The tax effects of each type of income and expense item that give rise to deferred taxes are as follows:

|  | December 31,              |                           |
|--|---------------------------|---------------------------|
|  | <u>2005</u>               | <u>2004</u>               |
| Unrealized depreciation of investments | \$ (58,000)               | \$ 42,000                 |
| Depreciation                           | (206,000)                 | (225,000)                 |
| Compensation related accruals          | 1,312,000                 | 1,582,000                 |
| Other                                  | <u>115,000</u>            | <u>6,000</u>              |
| Net deferred tax asset                 | <u><u>\$1,163,000</u></u> | <u><u>\$1,405,000</u></u> |

A summary of the change in the net deferred tax asset is as follows:

|                                  | December 31,               |                            |
|----------------------------------|----------------------------|----------------------------|
|                                  | <u>2005</u>                | <u>2004</u>                |
| Balance at beginning of year     | \$ 1,405,000               | \$ 1,398,079               |
| Deferred tax (provision) benefit | <u>(242,000)</u>           | <u>6,921</u>               |
| Balance at end of year           | <u><u>\$ 1,163,000</u></u> | <u><u>\$ 1,405,000</u></u> |

**12. LEASES**

The Company rents its office facilities in Springfield, MA and Hartford, CT under leases which expire in 2015 and 2008, respectively. Minimum rentals based upon the original terms (excluding taxes and certain operating expenses) at December 31, 2005 are:

| <u>Year Ending</u><br><u>December 31,</u> |                           |
|---|---------------------------|
| 2006                                      | \$ 122,000                |
| 2007                                      | 122,000                   |
| 2008                                      | 108,500                   |
| 2009                                      | 89,600                    |
| 2010                                      | 89,600                    |
| Thereafter                                | <u>507,800</u>            |
|   | <u><u>\$1,039,500</u></u> |

**D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

**LEASES (concluded)**

The leases require additional payments based on increases in taxes and certain operating expenses. The Hartford lease contains an option to extend the term of the lease for a period of three years. The cost of rentals during the extension period is not included above. Total rent expense for the years ended December 31, 2005 and 2004 amounted to \$87,987 and \$64,698, respectively.

**13. SHAREHOLDERS' EQUITY**

The Company's 1995 Incentive Stock Option Plan provides for the issuance of options to purchase a maximum of 15,000 Class A nonvoting shares and 3,500 Class B voting shares of common stock. Under the plan, the options are granted by the Board of Directors upon recommendation by the Option Committee in such amounts as the Board of Directors may approve. The option price, as determined by the Option Committee, shall not be less than the market value of the common stock on the date of grant of the option. No option shall be exercisable after the expiration of 10 years from the date the option is granted. The plan is accounted for as a variable plan and compensation expense or reduction is recorded for the increase or decrease in the option's intrinsic value, as determined by management, from grant date to the date of the statement of financial condition. Compensation expense recorded for 2005 and 2004 was \$72,596 and \$6,720, respectively. As of December 31, 2005, options to purchase 9,500 Class A shares and 1,800 Class B shares are currently exercisable at prices ranging from \$61.01 to \$123.28 per share.

A summary of the activity during 2005 and 2004 is as follows:

|                            | Options Outstanding |                     |                     | Weighted<br>Average<br>Price Per<br>Share |
|----------------------------|---------------------|---------------------|---------------------|---|
|                            | Class A             | Class B             | Price Per<br>Share  |   |
| Balance, December 31, 2003 | 7,900               | 1,800               | \$61.01 - \$109.57  | \$ 82.99                                  |
| Options granted            | 2,000               | -                   | 111.38              | 111.38                                    |
| Options exercised          | <u>(2,600)</u>      | <u>-</u>            | \$61.01 - \$99.70   | 66.85                                     |
| Balance, December 31, 2004 | 7,300               | 1,800               | \$61.01 - \$111.38  | 93.84                                     |
| Options granted            | <u>2,200</u>        | <u>-</u>            | \$112.08 - \$123.28 | 120.23                                    |
| Balance, December 31, 2005 | <u><u>9,500</u></u> | <u><u>1,800</u></u> | \$61.01 - \$123.28  | 98.99                                     |

**D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Concluded)**

**SHAREHOLDERS' EQUITY (concluded)**

Shareholders' equity per share is computed by dividing total shareholders' equity by common Class A and B shares issued less treasury shares. Diluted shareholders' equity per share is computed by dividing total shareholders' equity plus the effect of assumed exercise of options for common Class A and B shares issued less treasury shares plus shares assumed issued for the exercise of options. These amounts are as follows as of December 31, 2005 and 2004:

|   | <u>2005</u>         | <u>2004</u>         |
|---|---------------------|---------------------|
| Total shareholders' equity                                      | \$22,038,255        | \$23,970,073        |
| Effect of assumed exercise of options                           | <u>1,118,443</u>    | <u>917,462</u>      |
|   | <u>\$23,156,698</u> | <u>\$24,887,535</u> |
| Shares outstanding:   |                     |                     |
| Authorized and issued   | 200,000             | 200,000             |
| Less treasury shares  | <u>(63,566)</u>     | <u>(49,126)</u>     |
| Shares outstanding  | 136,434             | 150,874             |
| Options outstanding   | <u>11,300</u>       | <u>9,100</u>        |
| Diluted shares outstanding                                      | <u>147,734</u>      | <u>159,974</u>      |
| Total shareholders' equity per Class A and B shares outstanding | <u>\$ 161.53</u>    | <u>\$ 158.87</u>    |
| Diluted shareholders' equity per Class A and B shares           | <u>\$ 156.75</u>    | <u>\$ 155.57</u>    |

Effective June 15, 2003, the Company adopted a stock appreciation rights plan that provides for the issuance of a maximum of 30,000 units. Units vest at the rate of 20% per year. Participants receive payment from the Company in exchange for units upon employee separation or sale of substantially all of the outstanding stock of the Company in the amount of the excess of the then fair value of the unit over the grant date fair value of the unit. At December 31, 2005 and 2004, 21,974 units and 11,463 units have been issued, respectively. Expense resulting from issued units is remeasured as of the date of the statement of financial condition. Expense attributable to the Plan was \$83,542 and \$5,149 for the years ended December 31, 2005 and 2004, respectively.

The transfer of Class A and Class B shares is subject to the Company's right of first refusal to purchase the shares at 75% of fully diluted book value through 2008, and 80% of fully diluted book value thereafter. The Company's shareholders may at any time through December 31, 2012 require the Company to repurchase their shares at the then fair value, subject to an individual annual limitation of 5% of the aggregate Company shares outstanding and the capital requirements of the Securities and Exchange Commission Rule 15c3-1. The exercise price is the same as would apply to the Company's right of first refusal to purchase the shares.

## D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY

COMPUTATION OF NET CAPITAL UNDER RULE 15C 3-1 OF  
THE SECURITIES AND EXCHANGE COMMISSION

December 31, 2005

**Computation of net capital**

|   |              |                             |
|---|--------------|-----------------------------|
| Total consolidated shareholders' equity |              |                             |
| Adjustments:                            |              | \$ 22,038,255               |
| Nonallowable assets:                    |              |                             |
| Property and equipment, net             | \$ (991,395) |                             |
| Real estate held for investment, net    | -            |                             |
| Deferred tax benefit                    | (1,163,000)  |                             |
| Income taxes receivable                 | -            |                             |
| Other                                   | (54,589)     | (2,208,984)                 |
| Tentative net capital                   |              | <u>19,829,271</u>           |
| Less:                                   |              |                             |
| 0% to 4% of Treasury notes              | (17,060)     |                             |
| 2% to 7.5% of corporate obligations     | (99,135)     |                             |
| 2% of sweep account                     | (35,865)     |                             |
| 15% of other investments owned          | (1,766,045)  | (1,918,105)                 |
| Net capital                             |              | <u><u>\$ 17,911,166</u></u> |

**Computation of aggregate indebtedness**

|   |               |                             |
|---|---------------|-----------------------------|
| Aggregate indebtedness:   |               |                             |
| Payable to brokers  | \$ 23,422,906 |                             |
| Free credit balances:   |               |                             |
| Customers   | 108,153,238   |                             |
| Officers and shareholders   | 714,850       |                             |
| Accrued interest payable  | -             |                             |
| Bank overdraft  | -             |                             |
| Market value of securities borrowed for which no<br>equivalent value is paid or credited                  | 706,042       |                             |
| Accrued expenses and other liabilities  | 3,671,501     | \$ 136,668,537              |
| Less:   |               |                             |
| Amount of special reserves required to be maintained<br>for the benefit of customers on December 31, 2005 |               | <u>107,919,336</u>          |
| Aggregate indebtedness  |               | <u><u>\$ 28,749,201</u></u> |
| Net capital requirement, 6 2/3% of aggregate indebtedness   |               | <u><u>\$ 1,916,613</u></u>  |
| Ratio of aggregate indebtedness to net capital  |               | <u><u>1.6:1</u></u>         |

**Statement Pursuant to Paragraph (d)(4) of Rule 17a-5**

There were no material differences between these computations of net capital and aggregate indebtedness and the corresponding computations prepared by and included in the Company's unaudited Part II FOCUS Report Filing as of December 31, 2005.

**D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY**  
**COMPUTATION OF RESERVE REQUIREMENT UNDER RULE 15C 3-3 OF**  
**THE SECURITIES AND EXCHANGE COMMISSION**

**December 31, 2005**

|   | Credits        | Debits         |
|---|----------------|----------------|
| Free credit balances and other credit balances in customers' security accounts, net of officer and shareholder balances of \$714,850                                  | \$ 108,153,238 |                |
| Customer securities failed to receive   | 310,994        |                |
| Debit balances in customers' cash and margin accounts excluding unsecured accounts and accounts doubtful of collection (reduced by 1% in accordance with rule 15c3-3) |                | \$ 3,128       |
| Failed to deliver of customers' securities not older than 30 calendar days  |                | 541,767        |
| Total   | 108,464,232    | 544,895        |
| Excess of total credits over total debits required to be maintained in the "Reserve Bank Accounts" on December 31, 2005 (15c3-3(e))                                   |                | 107,919,337    |
|   | \$ 108,464,232 | \$ 108,464,232 |

The Company has funds of \$132,398,002 maintained on behalf of customers.

**Statement Pursuant to Paragraph (d)(4) of Rule 17a-5**

There were no material differences between this computation of reserve requirement and the corresponding computation prepared by and included in the Company's unaudited Part II FOCUS Report Filing as of December 31, 2005.

**D.J. ST. GERMAIN COMPANY, INC. AND SUBSIDIARY**  
**INFORMATION FOR POSSESSION OR CONTROL REQUIREMENT**

**December 31, 2005**

State the market valuation and the number of items of:

1. Customers' fully paid securities and excess margin securities not in the respondent'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 respondent within the time frames specified under Rule 15c3-3. None
  
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. None

**Report of Independent Accountants  
on Internal Control Required by  
SEC Rule 17a-5**

To the Board of Directors and Shareholders' of  
D.J. St. Germain Company, Inc.  
Springfield, Massachusetts:

In planning and performing our audit of the consolidated financial statements and supplemental schedules of D.J. St. Germain Company, Inc. and subsidiary (the "Company") for the year ended December 31, 2005, 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 consolidated 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 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 and net capital under Rule 17a-3(a)(11) and the reserve required by Rule 15c3-3(e);
2. Making quarterly securities examinations, counts, verifications, and comparisons, and the recordation of 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 the preparation of financial statements in accordance with accounting principles generally accepted in the United States of America. 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, 2005, to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, the NASD, and other regulatory agencies that 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.

*Wolf & Company, P.C.*

Boston, Massachusetts  
January 20, 2006