

**SECURITIES** 

OMB APPROVAL

OMB Number: 3235-0123 Expires: February 28, 2010

Estimated average burden hours per response..... 12.00

SEC FILE NUMBER

8-30116

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

#### **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 PER	***************************************	_ AND ENDINGJ	une 30, 2007
	MM/DD/YY		MM/DD/YY
	A. REGISTRANT IDENTIFICA	ATION	
NAME OF BROKER-DE	ALER: Googins & Anton, Inc.		OFFICIAL USE ONLY
ADDRESS OF PRINCIPA	AL PLACE OF BUSINESS: (Do not use P.O. Box	( No.)	FIRM I.D. NO.
6417 Universit	y Avenue	· 	
	(No. and Street)		
Middleton	Wisconsin _	5356	2-3417
(City)	(State)	(2	Zip Code)
NAME AND TELEPHON Louise P. Goog	NE NUMBER OF PERSON TO CONTACT IN RE	GARD TO THIS REP	ORT .
			(Area Code – Telephone Number)
	B. ACCOUNTANT IDENTIFIC	ATION	PROCESSED
	C ACCOUNTANT whose opinion is contained in t	his Report*	NOV 0 5 2007
Weinberg & Co.			THOMSON—
	(Name - if individual, state last, firs	t, middle name)	FINANCIAL
1415 East Stat	e Street, Ste 608 Rockford	IL	61104
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:		RECEIV	VED CO
Certified P	ublic Accountant	/3/	
☐ Public Acc	ountant	AUG 3 0	2007
Accountant	not resident in United States or any of its possess		
	FOR OFFICIAL USE ON	LY (200	13/
		V	

\*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)

> Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

# OATH OR AFFIRMATION

Ι, _	Louise P. Googins	, swear (or affirm) that, to the best of
my	knowledge and belief the accompanying fir	ancial statement and supporting schedules pertaining to the firm of
	Googins & Anton, Inc.	
of	June 30	, as , 2007 , are true and correct. I further swear (or affirm) that
nei	ther the company nor any partner, proprieto	r, principal officer or director has any proprietary interest in any account
	ssified solely as that of a customer, except a	
	,	
	- A + A +	49.4
	State of WI County of Dave	aribas 1. salvas
	County of Dave	Signature
	,	President
	•	Title
(	Want of Salandar	
	May & Schweder  My Commission expires 3/=	
	My Commission expires 3/=	9/09
Thi	s report ** contains (check all applicable bo	xes):
EJ EZ	(a) Facing Page.	_ ,
	<ul><li>(b) Statement of Financial Condition.</li><li>(c) Statement of Income (Loss).</li></ul>	• 🔨
	(d) Statement of Changes in Financial Cor	dition.
		Equity or Partners' or Sole Proprietors' Capital.
	(f) Statement of Changes in Liabilities Su	ordinated to Claims of Creditors.
	(g) Computation of Net Capital.	
X		erve Requirements Pursuant to Rule 15c3-3.
X		or Control Requirements Under Rule 15c3-3. explanation of the Computation of Net Capital Under Rule 15c3-1 and the
		Reserve Requirements Under Exhibit A of Rule 15c3-3.
		nd unaudited Statements of Financial Condition with respect to methods of
_	consolidation.	·
	(1) An Oath or Affirmation.	
	(m) A copy of the SIPC Supplemental Rep	
Ц	(ii) A report describing any material inadeq	acies 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).

ANNUAL AUDITED REPORT
For the Years Ended
June 30, 2007 and 2006

# INDEX

	<u>Page</u>
Facing Page - Annual Audit Report Form X-17A-5, Part III	2
Oath or Affirmation	3
Report of Independent Accountants	4
Financial Statements:	
Statement of Financial Condition	5
Statement of Income	6
Statement of Change in Stockholder's Equity	7
Statement of Cash Flow	8
Notes to Financial Statements	9-10
Report of Independent Accountants on Supplementary Information Required by Rule 17A-5 of the Securities and Exchange Commission	11
Supplementary Information Required by Rule 17A-5 of the Securities and Exchange Commission:	
Schedule 1 - Computation of Net Capital Required	
by Rule 15C3-1 of the Securities and Exchange Commission	12-13
Schedule II - Summary of Audit Adjustments to	3.4
Computation of Net Capital Requirement	14
Schedule III - Computation for Determination of	
Reserve Requirements Required by Rule 15C3-3	15
Schedule IV - Information Relating to the Possession	
or Control Requirements Required by Rule 15C3-3 of	
the Securities and Exchange Commission	16
Report of Independent Accountants on Internal Control Required	
by Rule 17A-5 of the Securities and Exchange Commission	17-18

Certified Public Accountants and Consultants

#### Report of Independent Accountants

Board of Directors Googins & Anton, Inc. Middleton, Wisconsin

We have audited the accompanying statements of financial condition of Googins & Anton, Inc. as of June 30, 2007 and 2006, and the related statements of income (loss), change in stockholder's equity and cash flows for the years then ended. 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 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 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 Googins & Anton, Inc. as of June 30, 2007 and 2006, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Weinberg + Co.

Middleton, Wisconsin August 24, 2007

# STATEMENTS OF FINANCIAL CONDITION June 30, 2007 and 2006

ASSETS	2007	2006
CURRENT:		
Cash and cash equivalents	\$ 107 356	\$ 139 977
Commissions receivable	5 934	40 096
Refundable income taxes	2 358	-
Deferred income taxes (Notes 1 and 4)	\$ 10 100	6 900
TOTAL ASSETS	<u>\$ 125 748</u>	\$ 186 973
LIABILITIES AND STOCKHOLDER'S EQUITY		
CURRENT LIABILITIES:		
Due to affiliate (Note 3)	\$ 100 286	\$ 134 284
Income tax payable		4 607
TOTAL LIABILITIES	100 286	138 891
STOCKHOLDERS' EQUITY (Note 2)		
Common stock, \$1 par value shares, 50,000 shares authorized, 10,000 shares issued		
and outstanding	10 000	10 000
Less treasury stock (5,000 shares at par value)	(5 000)	(5 000)
Retained earnings	20 462	43 082
•- <del></del>		
TOTAL STOCKHOLDER'S EQUITY	<u>25 462</u>	48 082
TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY	\$ 125 <u>748</u>	\$ 186 <u>973</u>

The accompanying notes are an integral part of the financial statements.

# STATEMENTS OF INCOME (LOSS) For the Years Ended June 30, 2007 and 2006

	2007	2006
REVENUE:	4. 152 200	41 075 103
Commissions	\$1 153 309	\$1 075 183
Investment income	<u> </u>	<u>157</u>
	1 153 444	1 075 340
EXPENSES:		
Directors fees	57 251	35 910
Clerical and administrative salaries	735 387	668 438
Independent contractors	2 072	1 322
Payroll processing	1 381	1 302
Repairs	1 496	477
Rents	44 084	35 992
Payroll taxes	39 020	33 552
Advertising	52 832	99 310
Printing and publications	2 993	5 755
Insurance	17 635	16 566
Retirement contribution	60 083	74 825
Retirement plan fees	1 727	1 838
Management fees	66 000	26 541
Accounting fees	26 262	23 814
Fees and licenses	6 812	6 229
Utilities	1 842	1 769
Telephone	7 251	6 394
Office supplies and postage	19 682	14 671
Legal fees	-	474
Computer expense	8 978	4 645
Meeting expense	10 359	2 495
Travel and mileage	5 179	2 354
Meals and entertainment	3 108	1 168
Miscellaneous	5 430	3 486
	1 176 864	1 069 327
Income (loss) before income taxes	(23 420)	6 013
Income tax expense (benefit) (Note 4)	(800)	1 600
NET INCOME	\$ (22 620)	\$ 4 413

The accompanying notes are an integral part of the financial statements

# STATEMENTS OF CHANGES IN STOCKHOLDER'S EQUITY For the Years Ended June 30, 2007 and 2006

	Common Stock	Treasury Stock	Retained Earnings	<u>Total</u>
Balance, June 30, 2005	\$ 10 000	\$ (5 000)	\$ 38 669	\$ 43 669
Net income			4 413	4 413
Balance, June 30, 2006	\$ 10 000	\$ (5 000)	\$ 43 082	\$ 48 082
Net income			(22 620)	(22 620)
Balance, June 30, 2007	<u>\$ 10 000</u>	<u>\$ (5 000</u> )	\$ 20 462	\$ 25 462

The accompanying notes are an integral part of the financial statements.

# STATEMENTS OF CASH FLOWS For the Years Ended June 30, 2007 and 2006

	2007	2006
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income	\$ (22 620)	\$ 4 413
Adjustment to reconcile net income to net cash provided by operating activities:		
Commissions receivable	34 162	(10 895)
Prepaid expenses	<del>-</del>	104
Due to affiliates	(33 998)	31 499
Income taxes	<u>(10 165</u> )	(1 438)
Total adjustments	(10 001)	19 270
NET INCREASE IN CASH	(32 621)	23 683
CASH AND CASH EQUIVALENTS, beginning of year	139 977	116 294
CASH AND CASH EQUIVALENTS, end of year	<b>\$</b> 107 356	<u>\$ 139 977</u>

The accompanying notes are an integral part of the financial statements.

## NOTES TO FINANCIAL STATEMENTS

#### NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Operations

The Company operates as a broker in registered securities and other investments. The Company introduces and forwards, as a broker, all security transactions and accounts to Pershing LLC, which carries such accounts on a fully disclosed basis. Commissions receivable consist of amounts due from Pershing LLC, and other companies for whom the Company has sold annuities or mutual funds.

#### Income Taxes

Deferred income taxes result from the use of the accrual method for financial reporting purposes and the cash basis for tax purposes.

#### Recognition of Revenue

All securities and annuity transactions and related revenue and expenses are generally recorded on a trade-date basis.

#### Cash Equivalents

All highly liquid securities purchased with an original maturity of three months or less are considered to be cash equivalents.

#### NOTE 2 - NET CAPITAL REQUIREMENTS

The Company is subject to the Uniform Net Capital Rule of the Securities and Exchange Commission, which requires the maintenance of a minimum net capital of \$6,686 and \$9,259 at June 30, 2007 and 2006, respectively, and that the ratio of aggregated indebtedness to net capital, both of which are defined, should not exceed 15 to 1. Net capital as of June 30, 2007 and 2006, was \$12,040 and \$39,130, respectively, and aggregate indebtedness was \$100,286 and \$138,891, respectively. The ratio of aggregate indebtedness to net capital at June 30, 2007 and 2006, was 8.3 to 1 and 3.5 to 1, respectively.

#### NOTE 3 - FEES AND REIMBURSEMENT OF EXPENSES TO AFFILIATES

The Company has an operating agreement with an affiliated company. The agreement provides for the affiliated company to pay a substantial portion of Googins & Anton, Inc.'s operating expenses in exchange for a management fee equal to 98.5 percent of revenue received after commissions and certain other expenses are paid. This fee totaled \$1,109,445 and \$998,027 for the years ended June 30, 2007 and 2006, respectively, and has been allocated to the appropriate expense category on the statement of income. Accrued management fees due to affiliates at June 30, 2007 and 2006, amounted to \$100,286 and \$134,284, respectively.

#### NOTES TO FINANCIAL STATEMENTS (Continued)

#### NOTE 4 - INCOME TAXES

The Company's income tax expense for the years ended June 30, 2007 and 2006, consists of the following:

	2007	<u> 2006</u>		
Taxes currently payable	\$ 2 400	\$ 6 000		
Deferred taxes	(3 200)	(4 400)		
Income tax expense	<u>\$ (800</u> )	\$ 1 600		

#### NOTE 5 - RETIREMENT PLAN

The Company has a 401(k) retirement plan which covers all employees who meet the plan's eligibility requirements.

The plan allows employees of the Company to participate in a salary reduction savings plan whereby the employees may elect to make contributions pursuant to a salary reduction agreement upon meeting age and length-of-service requirements. The Company uses the safe harbor method of funding the plan with a minimum 3% contribution for all eligible employees. The Company elected to contribute more than the required 3% for the years ended June 30, 2007 and 2006. The contributions were \$60,083 and \$74,825, respectively.

### Report of Independent Accountants on Supplementary Information Required by Rule 17A-5 of the Securities and Exchange Commission

Board of Directors Googins & Anton, Inc. Madison, Wisconsin

We have audited the accompanying financial statements of Googins & Anton, Inc. as of and for the years ended June 30, 2007 and 2006, and have issued our report thereon dated August 24, 2007. 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 and IV 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 of the Securities and Exchange Commission. 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.

Weinberg & Co.

Weinberg & Co.

Middleton, Wisconsin August 24, 2007

## COMPUTATION OF NET CAPITAL REQUIRED BY RULE 15C3-1 OF THE SECURITIES AND EXCHANGE COMMISSION June 30, 2007

#### COMPUTATION OF NET CAPITAL

Total stockholder's equity qualified for net capital	\$ 25,462
Deduct non-allowable assets:	
Aged commissions receivable, net of related commission	
payable	(964)
Income taxes	 (12 458)
Net capital before haircuts on securities position	12,040
Deduct haircuts on securities (computed, where applicable, pursuant to Rule 15C3-1(f) other	
securities)	 
NET CAPITAL	\$ 12,040

# COMPUTATION OF NET CAPITAL REQUIRED BY RULE 15C3-1 OF THE SECURITIES AND EXCHANGE COMMISSION June 30, 2007

## COMPUTATION OF BASIC NET REQUIREMENT

Net capital	<u>\$ 12,040</u>
Net capital requirement	<u>\$ 6,686</u>
Excess net capital	<u>\$ 5,354</u>
Excess net capital at 1000% (net cap-10% of AI)	\$ 2,011
COMPUTATION OF AGGREGATE INDEBTEDNESS	
Total A.I. liabilities	\$ 100,286
Percentage of aggregate indebtedness to net capital	832.94%

# SUMMARY OF AUDIT ADJUSTMENTS TO COMPUTATION OF NET CAPITAL REQUIREMENT June 30, 2007

Net capital as previously reported in the Financial and Operation Combined Uniform Single Report - Part IIA (Unaudited)

\$ 21,274

Audit adjustments:

 Cash
 2,424

 Income taxes
 (11 658)

Net capital as currently reported on Schedule I <u>\$ 12,040</u>

COMPUTATION FOR DETERMINATION OF RESERVE REQUIREMENT
REQUIRED BY RULE 15C3-3 OF THE SECURITIES AND EXCHANGE COMMISSION
June 30, 2007

The Company is exempt from Rule 15C3-3 under paragraph(k)(2)ii). The Company clears all transactions with and for customers on a fully disclosed basis with Pershing LLC, or other qualified investment companies, and promptly transmits all customer funds and securities to Pershing LLC, or other qualified investment companies, which carries all of the accounts of such customers and maintains and preserves such books and records pertaining thereto pursuant to the requirements of Rules 17A-3 and 17A-4, as are customarily made and kept by a clearing broker or dealer.

INFORMATION RELATING TO THE POSSESSION OR CONTROL REQUIREMENTS
REQUIRED BY RULE 15C3-3 OF THE SECURITIES AND EXCHANGE COMMISSION
June 30, 2007

The Company is exempt from the possession and control requirements of Rule 15C3-3 under paragraph(k)(2)(ii). The Company clears all transactions for customers on a fully disclosed basis with Pershing LLC, or other qualified investment companies, and promptly transmits all customer funds and securities to Pershing LLC, and other qualified investment companies, which carries all of the accounts of such customers and maintains and preserves such books and records pertaining thereto pursuant to the requirements of Rules 17A-3 and 17A-4, as are customarily made and kept by a clearing broker or dealer.

Certified Public Accountants and Consultants

# Report of Independent Accountants on Internal Control Structure Required by Rule 17A-5 of the Securities and Exchange Commission

Board of Directors Googins & Anton, Inc. Middleton, Wisconsin

In planning and performing our audit of the financial statements of Googins & Anton, Inc. for the year ended June 30, 2007, we considered its internal control structure in order to determine our auditing procedures for the purposes of expressing our opinion on the financial statements and not to provide assurance on the internal control structure.

We also made a study of the practices and procedures following by Googins & Anton, Inc. in making the periodic computations of aggregate indebtedness and net capital under Rule 17A-3(a)(11). The management of the Company has indicated that the Company was in compliance with the exemptive provisions of Rule 15C3-3 and no facts came to our attention indicating that the exemptive provisions have not been complied with during the year ended June 30, 2007. We did not review the practices and procedures followed by the Company in making the quarterly securities examinations, counts, verifications and comparisons, and the recording of differences required by Rule 17A-13, or in complying with the requirements for prompt payment for securities under Section 8 of Regulation T of the Board of Governors of the Federal Reserve System, 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 structure 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 practices 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 management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safequarded 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 generally accepted accounting principles. Rule 17A-5(q) lists additional objectives of the practices 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 effectiveness of their design and operation may deteriorate.

Our consideration of the internal control structure would not necessarily disclose all matters in the internal control structure 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 structure elements does not reduce to a relatively low level the risk that errors or irregularities in amounts that would be material in relation to the financial statements being audited may occur and not be detected within assigned functions. However, we noted no matters involving the internal control structure 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 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 our study, we believe that the Company's practices and procedures were adequate at June 30, 2007, to meet the Commission's objectives.

This report is intended solely for the use of management, the Securities and Exchange Commission, and other regulatory agencies which rely on Rule 17A-5(g) under the Securities Exchange Act of 1923 and should not be used for any other purpose.

Wemberg & Co.

Middleton, Wisconsin August 24, 2007

 $\mathbb{END}$