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Securities and Exchange Commission  
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**ANNUAL AUDITED REPORT  
FORM X-17A-5  
PART III**

Branch of Registrations  
and Examinations

OMB APPROVAL	
OMB Number:	3235-0123
Expires:	February 28, 2010
Estimated average burden hours per response.. . . .	12.00

SEC FILE NUMBER
8-50241

FACING PAGE

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

REPORT FOR THE PERIOD BEGINNING 01/01/09 AND ENDING 12/31/09  
MM/DD/YY MM/DD/YY

**A. REGISTRANT IDENTIFICATION**

NAME OF BROKER-DEALER: Salem Partners, LLC

OFFICIAL USE ONLY
FIRM I.D. NO.

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

11111 Santa Monica Boulevard, Suite 1070

(No. and Street)

Los Angeles

CA

90025

(City)

(State)

(Zip Code)

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

Stephen Prough

(310) 806-4200

(Area Code - Telephone Number)

**B. ACCOUNTANT IDENTIFICATION**

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

GHP Horwath, P.C.

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

1670 Broadway, Suite 3000

Denver

CO

80202

(Address)

(City)

(State)

(Zip Code)

CHECK ONE:

Certified Public Accountant

Public Accountant

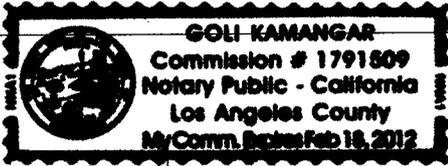
Accountant not resident in United States or any of its possessions.

**FOR OFFICIAL USE ONLY**

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

OATH OR AFFIRMATION

I, Stephen Prough, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of Salem Partners, LLC, as of December 31, 2009, 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:



[Signature]
Notary Public

[Signature]
Signature
CO CEO
Title

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

- (a) Facing Page.
(b) Statement of Financial Condition.
(c) Statement of Income.
(d) Statement of Changes in Financial Condition.
(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. See pages 22-24.
(n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit. See pages 20-21.

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

- (o) Independent auditors' report.
(p) Independent auditors' report on internal control.

## INDEPENDENT AUDITORS' REPORT

To the Member of  
Salem Partners, LLC

We have audited the accompanying statement of financial condition of Salem Partners, LLC as of December 31, 2009, and the related statements of income, changes in ownership equity, and cash flows for the year then ended, that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with 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 consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. 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 Salem Partners, LLC as of December 31, 2009, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

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

*GHP Horwath, P.C.*

February 23, 2010





# FINANCIAL AND OPERATIONAL COMBINED UNIFORM SINGLE REPORT

## PART IIA

BROKER OR DEALER Salem Partners, LLC

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### STATEMENT OF FINANCIAL CONDITION FOR NONCARRYING, NONCLEARING AND CERTAIN OTHER BROKERS OR DEALERS

as of (MM/DD/YY) 12/31/09 99  
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 Consolidated  198  
 Unconsolidated  199

	<u>Allowable</u>	<u>Non-Allowable</u>	<u>Total</u>
1. Cash .....	\$ 356,521 <span style="border: 1px solid black; padding: 2px;">200</span>		\$ 356,521 <span style="border: 1px solid black; padding: 2px;">750</span>
2. Receivables from brokers or dealers:			
A. Clearance account .....	<span style="border: 1px solid black; padding: 2px;">295</span>		
B. Other .....	<span style="border: 1px solid black; padding: 2px;">300</span>	\$ <span style="border: 1px solid black; padding: 2px;">550</span>	<span style="border: 1px solid black; padding: 2px;">810</span>
3. Receivable from non-customers .....	<span style="border: 1px solid black; padding: 2px;">355</span>	49,387 <span style="border: 1px solid black; padding: 2px;">600</span>	49,387 <span style="border: 1px solid black; padding: 2px;">830</span>
4. Securities and spot commodities owned at market value:			
A. Exempted securities .....	<span style="border: 1px solid black; padding: 2px;">418</span>		
B. Debt securities .....	<span style="border: 1px solid black; padding: 2px;">419</span>		
C. Options .....	<span style="border: 1px solid black; padding: 2px;">420</span>		
D. Other securities .....	<span style="border: 1px solid black; padding: 2px;">424</span>		
E. Spot commodities .....	<span style="border: 1px solid black; padding: 2px;">430</span>		<span style="border: 1px solid black; padding: 2px;">850</span>
5. Securities and/or other investments not readily marketable:			
A. At cost $\frac{1}{2}$ \$ .....	<span style="border: 1px solid black; padding: 2px;">130</span>		
B. At estimated fair value .....	<span style="border: 1px solid black; padding: 2px;">440</span>	<span style="border: 1px solid black; padding: 2px;">610</span>	<span style="border: 1px solid black; padding: 2px;">860</span>
6. Securities borrowed under subordination agreements and partners' individual and capital securities accounts, at market value:			
A. Exempted securities \$ .....	<span style="border: 1px solid black; padding: 2px;">150</span>		
B. Other securities \$ .....	<span style="border: 1px solid black; padding: 2px;">160</span>		
7. Secured demand notes: .....	<span style="border: 1px solid black; padding: 2px;">470</span>	<span style="border: 1px solid black; padding: 2px;">640</span>	<span style="border: 1px solid black; padding: 2px;">890</span>
Market value of collateral:			
A. Exempted securities \$ .....	<span style="border: 1px solid black; padding: 2px;">170</span>		
B. Other securities \$ .....	<span style="border: 1px solid black; padding: 2px;">180</span>		
8. Memberships in exchanges:			
A. Owned, at market \$ .....	<span style="border: 1px solid black; padding: 2px;">190</span>		
B. Owned, at cost .....		<span style="border: 1px solid black; padding: 2px;">650</span>	
C. Contributed for use of the company, at market value .....		<span style="border: 1px solid black; padding: 2px;">660</span>	<span style="border: 1px solid black; padding: 2px;">900</span>
9. Investment in and receivables from affiliates, subsidiaries and associated partnerships .....	<span style="border: 1px solid black; padding: 2px;">480</span>	276,786 <span style="border: 1px solid black; padding: 2px;">670</span>	276,786 <span style="border: 1px solid black; padding: 2px;">910</span>
10. Property, furniture, equipment, leasehold improvements and rights under lease agreements, at cost-net of accumulated depreciation and amortization .....	<span style="border: 1px solid black; padding: 2px;">490</span>	50,987 <span style="border: 1px solid black; padding: 2px;">680</span>	50,987 <span style="border: 1px solid black; padding: 2px;">920</span>
11. Other assets .....	<span style="border: 1px solid black; padding: 2px;">535</span>	81,661 <span style="border: 1px solid black; padding: 2px;">735</span>	81,661 <span style="border: 1px solid black; padding: 2px;">930</span>
12. TOTAL ASSETS .....	\$ 356,521 <span style="border: 1px solid black; padding: 2px;">540</span>	\$ 458,821 <span style="border: 1px solid black; padding: 2px;">740</span>	\$ 815,342 <span style="border: 1px solid black; padding: 2px;">940</span>

OMIT PENNIES

# FINANCIAL AND OPERATIONAL COMBINED UNIFORM SINGLE REPORT

## PART IIA

BROKER OR DEALER Salem Partners, LLC

as of 12/31/09

### STATEMENT OF FINANCIAL CONDITION FOR NONCARRYING, NONCLEARING AND CERTAIN OTHER BROKERS OR DEALERS

#### LIABILITIES AND OWNERSHIP EQUITY

<u>Liabilities</u>	<u>A.I. Liabilities</u>	<u>Non-A.I. Liabilities</u>	<u>Total</u>
13. Bank loans payable .....	\$ 1045	\$ 1255 <sup>13</sup>	\$ 1470
14. Payable to brokers or dealers:			
A. Clearance account .....	1114	1315	1560
B. Other .....	1115 <sup>10</sup>	1305	1540
15. Payable to non-customers .....	1155	1355	1610
16. Securities sold not yet purchased, at market value .....		1360	1620
17. Accounts payable, accrued liabilities, expenses and other .....	53,075 1205	1385	53,075 1685
18. Notes and mortgages payable:			
A. Unsecured .....	1210		1690
B. Secured .....	1211 <sup>12</sup>	1390 <sup>14</sup>	1700
19. E. Liabilities subordinated to claims of general creditors:			
A. Cash borrowings:			
1. from outsiders <sup>9</sup> \$	970		
2. includes equity subordination (15c3-1(d)) of ... \$	980		
B. Securities borrowings, at market value from outsiders \$	990	1410	1720
C. Pursuant to secured demand note collateral agreements .....		1420	1730
1. from outsiders \$	1000		
2. includes equity subordination (15c3-1(d)) of ... \$	1010		
D. Exchange memberships contributed for use of company, at market value .....		1430	1740
E. Accounts and other borrowings not qualified for net capital purposes .....	1220	65,117 1440	65,117 1750
20. TOTAL LIABILITIES .....	\$ 53,075 1230	\$ 65,117 1450	\$ 118,192 1760
<b><u>Ownership Equity</u></b>			
21. Sole Proprietorship .....			1770 <sup>15</sup>
22. Partnership (limited partners) ..... LLC	697,150 1020 <sup>11</sup>		697,150 1780
23. Corporation:			
A. Preferred stock .....			1791
B. Common stock .....			1792
C. Additional paid-in capital .....			1793
D. Retained earnings .....			1794
E. Total .....			1795
F. Less capital stock in treasury .....			1796 <sup>16</sup>
24. TOTAL OWNERSHIP EQUITY .....			\$ 697,150 1800
25. TOTAL LIABILITIES AND OWNERSHIP EQUITY .....			\$ 815,342 1810

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# FINANCIAL AND OPERATIONAL COMBINED UNIFORM SINGLE REPORT

## PART IIA

BROKER OR DEALER Salem Partners, LLC

as of 12/31/09

### COMPUTATION OF NET CAPITAL

1. Total ownership equity from Statement of Financial Condition .....	\$	697,150	3480
2. Deduct ownership equity not allowable for Net Capital .....	19	( )	3490
3. Total ownership equity qualified for Net Capital .....		697,150	3500
4. Add:			
A. Liabilities subordinated to claims of general creditors allowable in computation of net capital .....			3520
B. Other (deductions) or allowable credits (List) .....			3525
5. Total capital and allowable subordinated liabilities .....	\$	697,150	3530
6. Deductions and/or charges:			
A. Total non-allowable assets from			
Statement of Financial Condition (Notes B and C) .....	17	\$ 458,821	3540
B. Secured demand note delinquency .....			3590
C. Commodity futures contracts and spot commodities –			3600
proprietary capital charges .....			3610
D. Other deductions and/or charges .....			( 458,821 )
.....			3620
7. Other additions and/or allowable credits (List) .....			3630
8. Net capital before haircuts on securities positions .....	20	\$ 238,329	3640
9. Haircuts on securities (computed, where applicable, pursuant to 15c3-1(f)):			
A. Contractual securities commitments .....	\$		3660
B. Subordinated securities borrowings .....			3670
C. Trading and investment securities:			
1. Exempted securities .....	18		3735
2. Debt securities .....			3733
3. Options .....			3730
4. Other securities .....			3734
D. Undue Concentration .....			3650
E. Other (List) .....			( )
.....			3740
10. Net Capital .....	\$	238,329	3750

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# FINANCIAL AND OPERATIONAL COMBINED UNIFORM SINGLE REPORT

## PART IIA

BROKER OR DEALER Salem Partners, LLC

as of 12/31/09

### COMPUTATION OF NET CAPITAL REQUIREMENT

**Part A**

11. Minimum net capital required (6 $\frac{2}{3}$ % of line 19) .....	\$	3,538	3756
12. Minimum dollar net capital requirement of reporting broker or dealer and minimum net capital requirement of subsidiaries computed in accordance with Note (A) .....	\$	5,000	3758
13. Net capital requirement (greater of line 11 or 12) .....	\$	5,000	3760
14. Excess net capital (line 10 less 13) .....	\$	233,329	3770
15. Excess net capital at 1000% (line 10 less 10% of line 19) .....	\$ <sup>22</sup>	233,022	3780

### COMPUTATION OF AGGREGATE INDEBTEDNESS

16. Total A.I. liabilities from Statement of Financial Condition .....	\$	53,075	3790
17. Add:			
A. Drafts for immediate credit .....	\$ <sup>21</sup>	3800	3800
B. Market value of securities borrowed for which no equivalent value is paid or credited .....	\$	3810	3810
C. Other unrecorded amounts (List) .....	\$	3820	3830
18. Total aggregate indebtedness .....	\$	53,075	3840
19. Percentage of aggregate indebtedness to net capital (line 18 ÷ by line 10) .....	%	22.27%	3850
20. Percentage of debt to debt-equity total computed in accordance with Rule 15c3-1(d) .....	%		3860

### COMPUTATION OF ALTERNATE NET CAPITAL REQUIREMENT

**Part B**

21. 2% of combined aggregate debit items as shown in Formula for Reserve Requirements pursuant to Rule 15c3-3 prepared as of the date of the net capital computation including both brokers or dealers and consolidated subsidiaries' debits .....	\$	3970	3970
22. Minimum dollar net capital requirement of reporting broker or dealer and minimum net capital requirement of subsidiaries computed in accordance with Note (A) .....	\$ <sup>23</sup>	3880	3880
23. Net capital requirement (greater of line 21 or 22) .....	\$	3760	3760
24. Excess capital (line 10 less 23) .....	\$	3910	3910
25. Net capital in excess of the greater of:			
A. 5% of combined aggregate debit items or \$120,000 .....	\$	3920	3920

**NOTES:**

- (A) The minimum net capital requirement should be computed by adding the minimum dollar net capital requirement of the reporting broker dealer and, for each subsidiary to be consolidated, the greater of:
  - 1. Minimum dollar net capital requirement, or
  - 2. 6 $\frac{2}{3}$ % of aggregate indebtedness or 4% of aggregate debits if alternative method is used.
- (B) Do not deduct the value of securities borrowed under subordination agreements or secured demand note covered by subordination agreements not in satisfactory form and the market values of memberships in exchanges contributed for use of company (contra to item 1740) and partners' securities which were included in non-allowable assets.
- (C) For reports filed pursuant to paragraph (d) of Rule 17a-5, respondent should provide a list of material non-allowable assets.

# FINANCIAL AND OPERATIONAL COMBINED UNIFORM SINGLE REPORT

## PART IIA

BROKER OR DEALER Salem Partners, LLC

For the period (MMDDYY) from 01/01/09 3932 to 12/31/09 3933  
 Number of months included in this statement 12 3931

### STATEMENT OF INCOME (LOSS)

#### REVENUE

1. Commissions:			
a. Commissions on transactions in exchange listed equity securities executed on an exchange .....	\$	3935	3935
b. Commissions on listed option transactions .....	25	3938	3938
c. All other securities commissions .....		3939	3939
d. Total securities commissions .....		3940	3940
2. Gains or losses on firm securities trading accounts			3945
a. From market making in options on a national securities exchange .....		3949	3949
b. From all other trading .....		3950	3950
c. Total gain (loss) .....		3952	3952
3. Gains or losses on firm securities investment accounts .....		3955	3955
4. Profit (loss) from underwriting and selling groups .....	26	3970	3970
5. Revenue from sale of investment company shares .....		3990	3990
6. Commodities revenue .....		3975	3975
7. Fees for account supervision, investment advisory and administrative services .....		3,347,284	3995
8. Other revenue .....		3,347,284	4030
9. Total revenue .....	\$	3,347,284	4030

#### EXPENSES

10. Salaries and other employment costs for general partners and voting stockholder officers .....			
11. Other employee compensation and benefits .....		1,021,064	4120
12. Commissions paid to other broker-dealers .....		1,515,879	4115
13. Commissions paid to other broker-dealers .....		4140	4140
13. Interest expense .....		4070	4075
a. Includes interest on accounts subject to subordination agreements .....		4070	4075
14. Regulatory fees and expenses .....		6,890	4195
15. Other expenses .....		793,319	4100
16. Total expenses .....	\$	3,337,152	4200

#### NET INCOME

17. Income (loss) before Federal income taxes and items below (Item 9 less Item 16) .....			
18. Provision for Federal income taxes (for parent only) .....	28	4220	4220
19. Equity in earnings (losses) of unconsolidated subsidiaries not included above .....		4338	4222
a. After Federal income taxes of .....		4338	4224
20. Extraordinary gains (losses) .....		4239	4224
a. After Federal income taxes of .....		4239	4225
21. Cumulative effect of changes in accounting principles .....		4225	4225
22. Net income (loss) after Federal income taxes and extraordinary items .....	\$	10,132	4230

#### MONTHLY INCOME

23. Income (current month only) before provision for Federal income taxes and extraordinary items .....			
	\$	(1,252,855)	4211

# FINANCIAL AND OPERATIONAL COMBINED UNIFORM SINGLE REPORT

## PART IIA

BROKER OR DEALER Salem Partners, LLC

For the period (MMDDYY) from 01/01/09 to 12/31/09

### STATEMENT OF CHANGES IN OWNERSHIP EQUITY (SOLE PROPRIETORSHIP, PARTNERSHIP OR CORPORATION)

1. Balance, beginning of period .....	\$	687,018	4240
A. Net income (loss) .....		10,132	4250
B. Additions (Includes non-conforming capital of .....	\$		4260
C. Deductions (Includes non-conforming capital of .....	\$		4270
2. Balance, end of period (From item 1800) .....	\$	697,150	4290

### STATEMENT OF CHANGES IN LIABILITIES SUBORDINATED TO CLAIMS OF GENERAL CREDITORS

3. Balance, beginning of period .....	\$		4300
A. Increases .....			4310
B. Decreases .....			4320
4. Balance, end of period (From item 3520) .....	\$		4330

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# FINANCIAL AND OPERATIONAL COMBINED UNIFORM SINGLE REPORT

## PART IIA

BROKER OR DEALER Salem Partners, LLC

as of 12/31/09

### EXEMPTIVE PROVISION UNDER RULE 15c3-3

24. If an exemption from Rule 15c3-1 is claimed, identify below the section upon which such exemption is based (check one only)

- A. (k)(1) — \$2,500 capital category as per Rule 15c3-1 ..... 4550
- B. (k)(2)(A) — "Special Account for the Exclusive Benefit of customers" maintained ..... 4560
- C. (k)(2)(B) — All customer transactions cleared through another broker-dealer on a fully disclosed basis.
- Name of clearing firm<sup>30</sup> ..... 4335 ..... 4570
- D. (k)(3) — Exempted by order of the Commission (include copy of letter) ..... 4580
- (k)(2)(i) See attached on page 13. X

### Ownership Equity and Subordinated Liabilities maturing or proposed to be withdrawn within the next six months and accruals, (as defined below), which have not been deducted in the computation of Net Capital.

Type of Proposed Withdrawal or Accrual (See below for code)	Name of Lender or Contributor	Insider or Outsider? (In or Out)	Amount to be Withdrawn (cash amount and/or Net Capital Value of Securities)	(MMDDYY) Withdrawal or Maturity Date	Expect to Renew (Yes or No)	
31	4600	4601	4602	4603	4604	4605
32	4610	4611	4612	4613	4614	4615
33	4620	4621	4622	4623	4624	4625
34	4630	4631	4632	4633	4634	4635
35	4640	4641	4642	4643	4644	4645
			Total \$ <sup>36</sup>	4699		

OMIT PENNIES

Instructions: Detail Listing must include the total of items maturing during the six month period following the report date, regardless of whether or not the capital contribution is expected to be renewed. The schedule must also include proposed capital withdrawals scheduled within the six month period following the report date including the proposed redemption of stock and anticipated accruals which would cause a reduction of Net Capital. These anticipated accruals would include amounts of bonuses, partners' drawing accounts, taxes, and interest on capital, voluntary contributions to pension or profit sharing plans, etc., which have not been deducted in the computation of Net Capital, but which you anticipate will be paid within the next six months.

WITHDRAWAL CODE:	DESCRIPTIONS
1.	Equity Capital
2.	Subordinated Liabilities
3.	Accruals

**Salem Partners, LLC**  
**SEC File Number 8-50241**  
**Period: January 1, 2009 through December 31, 2009**

- (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

Salem Partners, LLC is exempt from SEC Rule 15c3-3 under paragraph (k)(2)(i) which states that the provisions of Rule 15c3-3 shall not be applicable to a broker or dealer:

“who carries no margin accounts, promptly transmits all customer funds and delivers all securities received in connection with his activities as a broker or dealer, does not otherwise hold funds or securities for, or owe money or securities to, customers and effectuates all financial transactions between the broker or dealer and his customers through one or more bank accounts, each to be designated as *“Special Account for the Exclusive Benefit of Customers of (name of broker or dealer)”*”.

**SALEM PARTNERS, LLC**  
**(A Colorado Limited Liability Company)**

**STATEMENT OF CASH FLOWS**  
**YEAR ENDED DECEMBER 31, 2009**

Cash flows from operating activities:	
Net income	\$ 10,132
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation and amortization	20,954
Write-off of doubtful accounts receivable	55,736
Change in assets:	
Decrease in accounts receivable	137,672
Increase in related party receivables	(154,595)
Decrease in prepaid expenses and other assets	48,063
Decrease in liabilities:	
Accounts payable and other	(11,742)
Total adjustments	<u>96,088</u>
Net cash provided by operating activities	<u>106,220</u>
Cash flows from investing activities:	
Purchases of fixed assets	<u>(17,045)</u>
Net cash used in investing activities	<u>(17,045)</u>
Cash flows from financing activities:	
Repayment of related party advance	<u>(51,813)</u>
Net cash provided by financing activities	<u>(51,813)</u>
Net increase in cash	37,362
Cash, beginning	<u>319,159</u>
Cash, ending	<u>\$ 356,521</u>

**SALEM PARTNERS, LLC**  
**(A Delaware Limited Liability Company)**

**NOTES TO FINANCIAL STATEMENTS**

**YEAR ENDED DECEMBER 31, 2009**

**1. Summary of significant accounting policies and business of the Company:**

**Formation of the Company:**

Salem Partners, LLC (the Company), a Delaware limited liability company, was formed in January 1997. At December 31, 2009, Salem Partners Holdings, LLC is the sole member of the Company holding a 100% interest in the Company. Management and control of the Company is vested entirely in the sole member. The sole member's liability is limited to its respective capital contributions, except as otherwise required by law.

**Business of the Company:**

The Company is a registered broker-dealer subject to the rules and regulations of the Securities and Exchange Commission and is a member of the Financial Industry Regulatory Authority. The Company provides investment banking and advisory services to clients primarily in the media and entertainment, technology and life sciences industries. In 2009, the Company began providing investment banking and advisory services to clients in the aerospace and defense industry. The Company does not hold customer funds or securities.

**Furniture, fixtures, equipment and leasehold improvements:**

Furniture, fixtures and equipment are stated at cost and are being depreciated using the straight-line method over the estimated useful lives of the assets ranging from 5 to 7 years. Leasehold improvements are amortized over the service lives of the improvements or the term of the related lease, whichever is shorter.

**Cash and cash equivalents:**

The Company considers all highly liquid short-term investments purchased with an original maturity of three months or less to be cash equivalents.

The Company maintains its cash and cash equivalents in accounts which, at times, may exceed federally insured limits. The Company has not experienced any losses in such accounts.

**Allowance for doubtful accounts receivable:**

Accounts receivable consist of amounts due from clients for investment banking services. The Company's management periodically assesses its accounts receivable for collectibility and establishes an allowance for doubtful accounts and records bad debt expense when deemed necessary. At December 31, 2009, management determined that an allowance for doubtful accounts was not necessary.

**SALEM PARTNERS, LLC**  
**(A Delaware Limited Liability Company)**

**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**

**YEAR ENDED DECEMBER 31, 2009**

**1. Summary of significant accounting policies and business of the Company (continued):**

**Securities owned:**

Proprietary securities transactions are recorded on the trade date as if they had settled. Profit and loss arising from all securities transactions entered into for the account and risk of the Company are recorded on a trade date basis.

Marketable securities are valued at market value, and securities not readily marketable are valued at fair value, as determined by management.

**Investment banking and advisory services:**

In 2009, the Company earned substantially all of its revenue from investment banking and advisory services which included private placement, merger-and-acquisition, and valuation assistance provided under contractual arrangements that generally require clients to pay a non-refundable up front fee, service fees or an agreed-upon fee upon the closing of a transaction. The Company recognizes non-refundable up front fees as revenue when services are delivered or performed over the term of the arrangement, recognizes service fees as revenue when the related services are provided, and recognizes transaction fees as revenue when the underlying transaction is completed.

**Deferred revenue:**

Deferred revenue of \$41,666 represents amounts billed or collected but not yet earned under existing agreements and is included in "Line 19.E, Accounts and other borrowings not qualified for net capital purposes" on the Statement of Financial Condition.

**Advertising:**

The Company expenses advertising costs as incurred. During the year ended December 31, 2009, the Company's advertising expenses were insignificant.

**Concentrations:**

During the year ended December 31, 2009, one client accounted for approximately 45% of the Company's total investment banking and advisory service revenue. At December 31, 2009, four clients account for approximately 51%, 20%, 19% and 10%, respectively, of the total outstanding accounts receivable balance.

**Use of accounting estimates in the preparation of financial statements:**

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 amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**SALEM PARTNERS, LLC**  
**(A Delaware Limited Liability Company)**

**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**

**YEAR ENDED DECEMBER 31, 2009**

**1. Summary of significant accounting policies and business of the Company (continued):**

**Income taxes:**

On January 1, 2009, the Company adopted new accounting guidance issued by the Financial Accounting Standards Board ("FASB") related to the application of accounting for uncertainty in income taxes. Under that guidance the Company assesses the likelihood, based on their technical merit, that tax positions will be sustained upon examination based on the facts, circumstances and information available at the end of each year. The Company's management does not believe that any current tax positions would result in an asset or a liability for taxes being recognized in the accompanying financial statements; therefore, there was no impact to the financial statements as a result of implementing this guidance. Furthermore, these financial statements do not reflect a provision for income taxes because, as a Limited Liability Company that has elected to file as a partnership, management believes that the Company is not subject to income taxes, and that such taxes are the responsibility of the member.

**Equity instruments received for services:**

The Company may provide consulting, broker and other services to its clients, pursuant to contractual arrangements, in exchange for equity instruments. Share-based payment transactions are accounted for and recognized in the statement of operations based on the fair value of the consideration received or the fair value of the equity instruments issued, whichever is more reliably measurable. Management measures the fair value of the equity instruments in connection with these transactions using the stock price and other measurement assumptions as of the earlier of 1) the date that the parties come to a mutual understanding of the terms of the equity-based compensation arrangement and a commitment for performance by the Company to earn the equity instruments is reached or, 2) the date at which the Company's performance necessary to earn the equity instruments is complete (that is, the vesting date). During the year ended December 31, 2009, revenue from share-based payments earned by the Company in connection with such transactions was not significant.

**Recently issued and adopted accounting pronouncement:**

In June 2009, the FASB approved its Accounting Standards Codification, or Codification, as the single source of authoritative United States accounting and reporting standards applicable for all non-governmental entities, with the exception of the Securities and Exchange Commission ("SEC") and its staff. The Codification, which changes the referencing of financial standards became effective for the Company for its fiscal year ended December 31, 2009. As a result, all references made to US GAAP now use the new Codification numbering system prescribed by the FASB. As the Codification is not intended to change or alter existing US GAAP, it did not have any impact on the Company's financial statements.

**2. Note receivable:**

At January 1, 2009, the Company had a \$50,000 note receivable from a third party that arose from the performance of financial advisory services. This note was non-interest bearing, unsecured and the balance outstanding was due on demand. During the year ended December 31, 2009, the Company's management determined that this note was not collectible resulting in the recording of \$50,000 of bad debt expense.

**SALEM PARTNERS, LLC**  
**(A Delaware Limited Liability Company)**

**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**

**YEAR ENDED DECEMBER 31, 2009**

**3. Furniture, fixtures and equipment:**

As of December 31, 2009, fixed assets consisted of the following:

	<u>Amount</u>
Leasehold improvements	\$ 28,187
Equipment	109,335
Furniture and fixtures	<u>70,243</u>
	207,765
Less accumulated depreciation and amortization	<u>156,778</u>
	<u><u>\$ 50,987</u></u>

During the year ended December 31, 2009, depreciation and amortization expense was approximately \$21,000.

**4. Operating leases:**

The Company leases office space under a five-year operating lease expiring in 2013. Subject to certain conditions, as described in the lease agreement, the Company has the option to renew the lease for an additional five-year term. The Company is responsible for its proportionate share of any increase in operating expenses of the building and taxes of the lessor.

Total rent expense for the year ended December 31, 2009, excluding rent expense allocated to an affiliate of the Company (Note 7), was approximately \$159,300. Future minimum lease payments at December 31, 2009, under all operating leases are approximately as follows:

<u>Years ending December 31,</u>	<u>Amount</u>
2010	\$ 223,900
2011	234,000
2012	244,600
2013	<u>167,900</u>
	<u><u>\$ 870,400</u></u>

**5. Retirement plan:**

The Company has established the Salem Partners, LLC 401(k) Profit Sharing Plan (the Plan) for the benefit of its eligible employees. The Plan is a defined contribution plan. Participants may contribute from 1% to 75% of their eligible compensation, as defined in the Plan. The Company may make matching and/or additional contributions to the Plan for the benefit of participants at its discretion. During the year ended December 31, 2009, the Company contributed approximately \$37,500 to the Plan.

**SALEM PARTNERS, LLC**  
**(A Delaware Limited Liability Company)**

**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**

**YEAR ENDED DECEMBER 31, 2009**

**6. Net capital requirement:**

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (SEC Rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. For the year ended December 31, 2009, the Company had net capital of \$238,329 which was \$233,329 in excess of its required net capital of \$5,000 and the Company's net capital ratio was .22% to 1.

The following is a reconciliation between the Company's computation (included in Part IIA of Form X-17A-5 as of December 31, 2008) of net capital and the computation based on the audited financial statements:

	<u>Amount</u>
Net capital, as reported in the Company's Part II (unaudited FOCUS report)	\$ 273,152
Audit adjustments to adjust revenue for amounts not earned through December 31, 2009	(19,166)
Audit adjustment to write off certain assets	(72,500)
Audit adjustments to decrease non-allowable assets	75,000
Audit adjustment to defer rent	(6,657)
Audit adjustment to record additional expense	<u>(11,500)</u>
Net capital	<u>\$ 238,329</u>

**7. Transactions with affiliates:**

At January 1, 2009, the Company had a receivable from two affiliates of the Company totaling \$200,378 and a \$130,000 advance from a third affiliate. Under an expense sharing agreement, one of these affiliated entities is allocated a portion of the Company's expenses. The allocated expenses are recorded as a receivable from the affiliate in the Company's financial statements because the Company's affiliate has agreed, in writing, to assume responsibility for these expenses. During the year ended December 31, 2009, the Company charged the affiliate an additional \$154,595 pursuant to the terms of the expense sharing agreement. In addition, \$51,813 of advances were repaid by the Company. The net receivable due from affiliates at December 31, 2009, in the amount of \$276,786 is included in "Line 9, Investments in and receivables from affiliates, subsidiaries and associated partnerships" on the Statement of Financial Condition. This amount is non-interest bearing, unsecured and due on demand.

**8. Subsequent events:**

In May 2009, the FASB issued a new accounting standard which established general accounting standards and disclosure for subsequent events. In accordance with this standard, the Company evaluated subsequent events through February 23, 2010, the date the Company's financial statements were available to be issued.

REPORT ON INTERNAL CONTROL REQUIRED BY SEC RULE 17a-5(g)(1)  
FOR A BROKER-DEALER CLAIMING AN EXEMPTION FROM SEC RULE 15c 3-3

To the Member of  
Salem Partners, LLC

In planning and performing our audit of the financial statements and supplemental schedules of Salem Partners, LLC, as of and for the year ended December 31, 2009, in accordance with auditing standards generally accepted in the United States of America, we considered the Company's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

Also, as required by rule 17a-5(g)(1) of the Securities Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including consideration of control activities for safeguarding securities. This study included tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

1. Making quarterly securities examinations, counts, verifications, and comparisons and recordation of differences required by rule 17a-13.
2. 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.

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 generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control and 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.

A *control deficiency* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A *significant deficiency* is a deficiency, or combination of deficiencies in internal control, that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

A *material weakness* is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Company's financial statements will not be prevented or detected and corrected on a timely basis.

Our consideration of internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. However, we identified the following deficiency in internal control that we consider to be a material weakness as defined above. This condition was considered in determining the nature, timing and extent of the procedures performed in our audit of the financial statements of the Company as of and for the year ended December 31, 2009, and this report does not affect our report thereon dated February 23, 2010.

#### Accounting Procedures and Control Activities Related to Revenue Recognition

The Company enters into a variety of contractual arrangements to provide consulting, broker and other services to its clients. Some of these contractual arrangements are complex and contain specific fee payment schedules, which require careful consideration in order to apply the Company's revenue recognition policies and procedures. We noted several instances throughout the year whereby the Company's management did not properly record revenue in accordance with its revenue recognition policies. The improper recognition of revenue related to these transactions results in errors in the Company's periodic computations of aggregate indebtedness under rule 17a-5(g) and net capital under rule 17a-3(a)(11). Adjustments were required at year end to correct certain account balances as of and for the year ended December 31, 2009, including deferring approximately \$19,200 not yet earned under existing agreements which was previously recognized revenue.

We discussed this matter with the management of the Company and they informed us that, 1). Management will perform a review of their control activities and make necessary changes to ensure that transactions are being recognized and recorded when they occur and in the proper period, and 2). Management will perform an analysis of the status of contracts in effect and review transactions to ensure that they are being recognized and recorded in accordance with the Company's stated policies and generally accepted accounting principles.

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, as described in the second paragraph of this report, were inadequate at December 31, 2009, to meet the SEC's objectives.

This report is intended solely for the information and use of the Company's Board of Directors, management, the SEC, 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.

*MAH Donath P.C.*

February 23, 2010

Independent Accountants' Report on Applying Agreed-Upon Procedures  
Related to an Entity's SIPC Assessment Reconciliation

To the Member of  
Salem Partners, LLC

In accordance with Rule 17a-5(e)(4) under the Securities Exchange Act of 1934, we have performed the procedures enumerated below with respect to the accompanying Schedule of Assessment and Payments [Transitional Assessment Reconciliation (Form SIPC-7T)] to the Securities Investor Protection Corporation (SIPC) for the period from April 1, 2009 to December 31, 2009 which were agreed to by Salem Partners, LLC (the "Company"), the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc., and SIPC, solely to assist you and the other specified parties in evaluating Salem Partners, LLC's compliance with the applicable instructions of the Transitional Assessment Reconciliation (Form SIPC-7T). Salem Partners, LLC's management is responsible for Salem Partners, LLC's compliance with those requirements. This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of those parties specified in this report. Consequently, we make no representation regarding the sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose. The procedures we performed and our findings are as follows:

1. Compared the listed assessment payments in Form SIPC-7T with respective cash disbursement records entries in the Company's general ledger noting no differences;
2. Compared the Total Revenue amount of the audited Form X-17A-5 for the year ended December 31, 2009 less revenues reported on the FOCUS report for the period from January 1, 2009 to March 31, 2009, as applicable, with the amount reported in Form SIPC-7T for the period from April 1, 2009 to December 31, 2009 noting no differences;
3. Noted that there were no adjustments to the Total Revenue amount reported in Form SIPC-7T.
4. Proved the arithmetical accuracy of the calculation reflected in Form SIPC-7T.
5. Noted that there was no overpayment to be applied to the current assessment with the Form SIPC-7T on which it was originally computed.

We were not engaged to, and did not conduct an examination, the objective of which would be the expression of an opinion on compliance. Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

This report is intended solely for the information and use of the specified parties listed above and is not intended to be and should not be used by anyone other than these specified parties.

*GHP Horwath, P.C.*

February 23, 2010

**SIPC-7T**

(29-REV 12/09)

SECURITIES INVESTOR PROTECTION CORPORATION  
805 15th St. N.W. Suite 800, Washington, D.C. 20005-2215  
202-371-8300

**Transitional Assessment Reconciliation**

**SIPC-7T**

(29-REV 12/09)

(Read carefully the instructions in your Working Copy before completing this Form)

**TO BE FILED BY ALL SIPC MEMBERS WITH FISCAL YEAR ENDINGS**

1. Name of Member, address, Designated Examining Authority, 1934 Act registration no. and month in which fiscal year ends for purposes of the audit requirement of SEC Rule 17a-5:

Salem Partners, LLC  
11111 Santa Monica Boulevard, Suite 1070  
Los Angeles, CA 90025

Note: If any of the information shown on the mailing label requires correction, please e-mail any corrections to form@sipc.org and so indicate on the form filed.

Goli Kamangar  
(310) 806-4200

Name and telephone number of person to contact respecting this form.

2. A. General Assessment [item 2e from page 2 (not less than \$150 minimum)]	\$	<u>7,202</u>
B. Less payment made with SIPC-6 filed including \$150 paid with 2009 SIPC-4 (exclude interest)	(	<u>3,526</u> )
<u>11/13/2009</u>		
Date Paid		
C. Less prior overpayment applied	(	<u>-</u> )
D. Assessment balance due or (overpayment)		<u>3,676</u>
E. Interest computed on late payment (see instruction E) for _____ days at 20% per annum		<u>-</u>
F. Total assessment balance and interest due (or overpayment carried forward)	\$	<u>3,676</u>
G. PAID WITH THIS FORM:		
Check enclosed, payable to SIPC	\$	<u>3,676</u>
Total (must be same as F above)		
H. Overpayment carried forward	\$(	<u>-</u> )

3. Subsidiaries (S) and predecessors (P) included in this form (give name and 1934 Act registration number):

The SIPC member submitting this form and the person by whom it is executed represent thereby that all information contained herein is true, correct and complete.

Salem Partners, LLC

(Name of Corporation, Partnership or other organization)

(Authorized Signature)

Member

(Title)

Dated the 23 day of February, 2010.

This form and the assessment payment is due 60 days after the end of the fiscal year. Retain the Working Copy of this form for a period of not less than 6 years, the latest 2 years in an easily accessible place.

**SIPC REVIEWER**

Dates: Postmarked Received Reviewed

Calculations \_\_\_\_\_ Documentation \_\_\_\_\_

Forward Copy \_\_\_\_\_

Exceptions:

Disposition of exceptions:

**DETERMINATION OF "SIPC NET OPERATING REVENUES"  
AND GENERAL ASSESSMENT**

Amounts for the fiscal period  
beginning April 1, 2009  
and ending December 31, 2009  
Eliminate cents

**Item No.**

2a. Total revenue (FOCUS Line 12/Part IIA Line 9, Code 4030)

\$ 2,880,614

2b. Additions:

- (1) Total revenues from the securities business of subsidiaries (except foreign subsidiaries) and predecessors not included above.
- (2) Net loss from principal transactions in securities in trading accounts.
- (3) Net loss from principal transactions in commodities in trading accounts.
- (4) Interest and dividend expense deducted in determining item 2a.
- (5) Net loss from management of or participation in the underwriting or distribution of securities.
- (6) Expenses other than advertising, printing, registration fees and legal fees deducted in determining net profit from management of or participation in underwriting or distribution of securities.
- (7) Net loss from securities in investment accounts.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Total additions

2c. Deductions:

- (1) Revenues from the distribution of shares of a registered open end investment company or unit investment trust, from the sale of variable annuities, from the business of insurance, from investment advisory services rendered to registered investment companies or insurance company separate accounts, and from transactions in security futures products.
- (2) Revenues from commodity transactions.
- (3) Commissions, floor brokerage and clearance paid to other SIPC members in connection with securities transactions.
- (4) Reimbursements for postage in connection with proxy solicitation.
- (5) Net gain from securities in investment accounts.
- (6) 100% of commissions and markups earned from transactions in (i) certificates of deposit and (ii) Treasury bills, bankers acceptances or commercial paper that mature nine months or less from issuance date.
- (7) Direct expenses of printing advertising and legal fees incurred in connection with other revenue related to the securities business (revenue defined by Section 16(9)(L) of the Act).
- (8) Other revenue not related either directly or indirectly to the securities business.  
(See Instruction C):

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(9) (i) Total interest and dividend expense (FOCUS Line 22/PART IIA Line 13, Code 4075 plus line 2b(4) above) but not in excess of total interest and dividend income.

\$ \_\_\_\_\_

(ii) 40% of interest earned on customers securities accounts (40% of FOCUS line 5, Code 3960).

\$ \_\_\_\_\_

Enter the greater of line (i) or (ii)

Total deductions

\$ 2,880,614

2d. SIPC Net Operating Revenues

\$ 7,202

2e. General Assessment @ .0025

\$ \_\_\_\_\_  
(to page 1 but not less than \$150 minimum)



GHP Horwath, P.C.  
1670 Broadway, Suite 3000  
Denver, Colorado 80202  
303.831.5000  
303.831.5032 Fax  
[www.GHPHorwath.com](http://www.GHPHorwath.com)

**SALEM PARTNERS, LLC**  
**(A DELAWARE LIMITED LIABILITY COMPANY)**

**YEAR ENDED DECEMBER 31, 2009**

**SEC**  
Mail Processing  
Section

MAR 01 2010

Washington, DC  
120

**SALEM PARTNERS, LLC**  
**(A DELAWARE LIMITED LIABILITY COMPANY)**

**YEAR ENDED DECEMBER 31, 2009**