



UNI
SECURITIES AND
Washington, D.C. 20549

11019721

OMB APPROVAL
OMB Number: 3235-0123
Expires: April 30, 2013
Estimated average burden
hours per response..... 12.00

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

SEC FILE NUMBER
8- 35776

FACING PAGE

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

REPORT FOR THE PERIOD BEGINNING January 1, 2010 AND ENDING December 31, 2010
MM/DD/YY MM/DD/YY

A. REGISTRANT IDENTIFICATION

NAME OF BROKER-DEALER: ENSEMBLE FINANCIAL SERVICES, INC.
Pittsford

OFFICIAL USE ONLY
FIRM I.D. NO.

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

179 Sully's Trail, Suite 200

(No. and Street)

NY

(State)

14534

(Zip Code)

(City)

NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT
Thomas J. Rogers (585) 248-0050
(Area Code - Telephone Number)

B. ACCOUNTANT IDENTIFICATION

INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report*

Mengel, Metzger, Barr & Co. LLP

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

100 Chestnut Street, Suite 1200

(Address)

Rochester

(City)

NY

(State)

14604

(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)

SEC 1410 (06-02)

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.

AB
3/12

JD
3/23

OATH OR AFFIRMATION

I, Thomas J. Rogers, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of Ensemble Financial Services, Inc., as of December 31, 20 10, 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]
Signature
CEO
Title

[Signature]
Notary Public

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

- (a) Facing Page.
- (b) Statement of Financial Condition.
- (c) Statement of Income (Loss).
- (d) Statement of 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.
- (n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.

CHRISTINE WARNER
Notary Public, State of New York
No. 01WA6009727
Qualified in Monroe County
Commission Expires July 6, 20 10

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

ENSEMBLE FINANCIAL SERVICES, INC.
(A WHOLLY OWNED SUBSIDIARY OF
AM&M FINANCIAL SERVICES, INC.)

PITTSFORD, NEW YORK

AUDITED FINANCIAL STATEMENTS

SUPPLEMENTARY INFORMATION

AND

INDEPENDENT AUDITORS' REPORTS

DECEMBER 31, 2010 AND 2009

CONTENTS

| <u>AUDITED FINANCIAL STATEMENTS</u> | <u>PAGE</u> |
|---|-------------|
| Independent Auditors' Report | 3 |
| Statements of Financial Condition | 4 |
| Statements of Income | 5 |
| Statements of Changes in Stockholder's Equity | 6 |
| Statements of Cash Flows | 7 |
| Notes to Financial Statements | 8 |
| <u>SUPPLEMENTARY INFORMATION FOR THE YEAR ENDED DECEMBER 31, 2010</u> | |
| Independent Auditors' Report on Supplementary Information Required by Rule 17a-5 of the Securities and Exchange Commission | 12 |
| Computation of Net Capital Pursuant to Rule 15c3-1 | 13 |
| Reconciliation Pursuant to Rule 17a-5(d)(4) | 14 |
| Exemption from Rule 15c3-3 | 15 |
| Report on Internal Control Required by SEC Rule 17a-5 for a Broker-Dealer Claiming an Exemption from SEC Rule 15c3-3 | 16 |
| Independent Accountants' Report on Applying Agreed-Upon Procedures Related to an Entity's SIPC Assessment Reconciliation | 18 |



MENGEL METZGER BARR & CO. LLP

Certified Public Accountants

INDEPENDENT AUDITORS' REPORT



Board of Directors and
Tompkins Financial Corporation Audit Committee
Ensemble Financial Services, Inc.

We have audited the accompanying statements of financial condition of Ensemble Financial Services, Inc. (a wholly owned subsidiary of AM&M Financial Services, Inc.) as of December 31, 2010 and 2009 and the related statements of income, changes in stockholder's 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 financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these 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 audits 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 also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, 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 financial position of Ensemble Financial Services, Inc. as of December 31, 2010 and 2009 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.

Mengel, Metzger, Barr & Co. LLP

Rochester, New York
February 23, 2011

- 3 -

ENSEMBLE FINANCIAL SERVICES, INC.
(A WHOLLY OWNED SUBSIDIARY OF AM&M FINANCIAL SERVICES, INC.)

STATEMENTS OF FINANCIAL CONDITION

| <u>ASSETS</u> | December 31, | |
|---|--------------|--------------|
| | 2010 | 2009 |
| <u>CURRENT ASSETS</u> | | |
| Cash and cash equivalents | \$ 423,813 | \$ 1,171,800 |
| Commissions receivable | 32,000 | 20,000 |
| Due from brokers | 86,538 | 8,756 |
| Prepaid expenses | 171,631 | 325,348 |
| Due from parent | 1,179,138 | 330,480 |
| TOTAL CURRENT ASSETS | 1,893,120 | 1,856,384 |
| <u>PROPERTY AND EQUIPMENT</u> | | |
| Furniture and fixtures | 64,692 | 64,692 |
| Office equipment | 28,177 | 28,177 |
| Leasehold improvements | 81,795 | 81,795 |
| | 174,664 | 174,664 |
| Less accumulated depreciation | 69,857 | 53,620 |
| | 104,807 | 121,044 |
| <u>DEPOSIT</u> | | |
| | 50,000 | 50,000 |
| | \$ 2,047,927 | \$ 2,027,428 |
| <u>LIABILITIES AND STOCKHOLDER'S EQUITY</u> | | |
| <u>CURRENT LIABILITIES</u> | | |
| Accrued commissions | \$ 72,017 | \$ 197,150 |
| <u>OTHER LIABILITY</u> | | |
| Deferred lease credits | - | 8,518 |
| <u>STOCKHOLDER'S EQUITY</u> | | |
| Common stock, no par value, 200 shares authorized, 100 shares issued and outstanding | 5,000 | 5,000 |
| Additional paid-in capital | 3,800 | 3,800 |
| Retained earnings | 1,967,110 | 1,812,960 |
| TOTAL STOCKHOLDER'S EQUITY | 1,975,910 | 1,821,760 |
| | \$ 2,047,927 | \$ 2,027,428 |

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

ENSEMBLE FINANCIAL SERVICES, INC.
(A WHOLLY OWNED SUBSIDIARY OF AM&M FINANCIAL SERVICES, INC.)

STATEMENTS OF INCOME

| | <u>Year ended December 31,</u> | |
|---|--------------------------------|-------------------|
| | <u>2010</u> | <u>2009</u> |
| Revenue: | | |
| Commissions | \$ 10,543,817 | \$ 8,953,605 |
| Other | 619,806 | 589,125 |
| TOTAL REVENUE | <u>11,163,623</u> | <u>9,542,730</u> |
| Operating expenses: | | |
| Commissions | 9,128,211 | 7,560,738 |
| Management fee | 918,690 | 851,833 |
| Insurance | 109,207 | 110,682 |
| Other | 706,636 | 624,703 |
| TOTAL OPERATING EXPENSES | <u>10,862,744</u> | <u>9,147,956</u> |
| INCOME BEFORE PROVISION FOR INCOME TAXES | 300,879 | 394,774 |
| Provision for income taxes | 146,729 | 161,571 |
| NET INCOME | <u>\$ 154,150</u> | <u>\$ 233,203</u> |

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

ENSEMBLE FINANCIAL SERVICES, INC.
(A WHOLLY OWNED SUBSIDIARY OF AM&M FINANCIAL SERVICES, INC.)

STATEMENTS OF CHANGES IN STOCKHOLDER'S EQUITY

YEARS ENDED DECEMBER 31, 2010 AND 2009

| | <u>Common stock</u> | | <u>Additional paid-in capital</u> | <u>Retained earnings</u> | <u>Total stockholder's equity</u> |
|---------------------------------|---------------------|-----------------|---|------------------------------|---|
| | <u>Shares</u> | <u>Amount</u> | | | |
| Balance at January 1, 2009 | 100 | \$ 5,000 | \$ 3,800 | \$ 1,579,757 | \$ 1,588,557 |
| Net income | - | - | - | <u>233,203</u> | <u>233,203</u> |
| BALANCE AT DECEMBER 31, 2009 | 100 | 5,000 | 3,800 | 1,812,960 | 1,821,760 |
| Net income | - | - | - | <u>154,150</u> | <u>154,150</u> |
| BALANCE AT DECEMBER 31, 2010 | <u>100</u> | <u>\$ 5,000</u> | <u>\$ 3,800</u> | <u>\$ 1,967,110</u> | <u>\$ 1,975,910</u> |

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

ENSEMBLE FINANCIAL SERVICES, INC.
(A WHOLLY OWNED SUBSIDIARY OF AM&M FINANCIAL SERVICES, INC.)

STATEMENTS OF CASH FLOWS

| | Year ended December 31, | |
|---|-------------------------|--------------|
| | 2010 | 2009 |
| <u>CASH FLOWS - OPERATING ACTIVITIES</u> | | |
| Net income | \$ 154,150 | \$ 233,203 |
| Adjustments to reconcile net income to net cash provided from operating activities: | | |
| Depreciation | 16,237 | 15,535 |
| Changes in certain assets and liabilities affecting operations: | | |
| Commissions receivable | (12,000) | (20,000) |
| Due from brokers | (77,782) | 7,727 |
| Prepaid expenses | 153,717 | (167,804) |
| Accrued commissions | (125,133) | 129,478 |
| Deferred lease credits | (8,518) | (8,519) |
| NET CASH PROVIDED FROM OPERATING ACTIVITIES | 100,671 | 189,620 |
| <u>CASH FLOWS - INVESTING ACTIVITIES</u> | | |
| Purchase of property and equipment | - | (3,005) |
| NET CASH USED FOR INVESTING ACTIVITIES | - | (3,005) |
| <u>CASH FLOWS - FINANCING ACTIVITIES</u> | | |
| Increase in amounts due from parent | (848,658) | (195,028) |
| NET CASH USED FOR FINANCING ACTIVITIES | (848,658) | (195,028) |
| NET DECREASE IN CASH AND CASH EQUIVALENTS | (747,987) | (8,413) |
| Cash and cash equivalents at beginning of year | 1,171,800 | 1,180,213 |
| CASH AND CASH EQUIVALENTS AT END OF YEAR | \$ 423,813 | \$ 1,171,800 |
| <u>SUPPLEMENTAL CASH FLOW DISCLOSURE</u> | | |
| Income tax payments (paid to parent) | \$ 146,729 | \$ 161,571 |

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

ENSEMBLE FINANCIAL SERVICES, INC.
(A WHOLLY OWNED SUBSIDIARY OF AM&M FINANCIAL SERVICES, INC.)

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2010 AND 2009

NOTE A: THE COMPANY AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The Company

Ensemble Financial Services, Inc. (a wholly owned subsidiary of AM&M Financial Services, Inc. "AM&M") (the "Company" or "Ensemble"), located in Pittsford, New York, is a member of the Financial Industry Regulatory Authority ("FINRA") and is a registered broker/dealer. The Company sells securities to clients across the country. AM&M operates as a subsidiary of Tompkins Financial Corporation ("Tompkins") and Ensemble operates as a wholly-owned subsidiary of AM&M.

Basis of accounting

The Company's financial statements are prepared on the accrual basis of accounting.

Cash and cash equivalents

Cash and cash equivalents include all highly liquid investments with original maturities of less than three months when purchased. The Company maintains cash balances at financial institutions located in upstate New York. Cash account balances are insured by the Federal Deposit Insurance Corporation up to \$250,000 at each institution. In addition, in accordance with the Federal Deposit Insurance Corporation's Temporary Liquidity Program, certain non-interest bearing transaction accounts at the financial institutions are 100% insured through December 31, 2012. The Company also has cash equivalents in an investment account which is insured by the Securities Investor Protection Corporation ("SIPC") up to \$500,000. There were no uninsured cash and cash equivalent balances at December 31, 2010. The Company has not experienced any losses in such accounts and management believes it is not exposed to any significant risk on cash and cash equivalents.

Property and equipment

Property and equipment are stated on the basis of cost. Furniture, fixtures and office equipment are amortized over a period of five to seven years and leasehold improvements are amortized over a period of ten years. Depreciation is computed by using both the straight-line and accelerated methods over the estimate useful lives of the assets for financial reporting purposes.

Major expenditures for renewals and betterments are capitalized while expenditures for replacements, maintenance and repairs which do not improve or extend the life of the respective assets are expensed currently. When assets are retired or otherwise disposed of, the cost and accumulated depreciation thereon are removed from the accounts and resulting gains or losses are included in operations.

Deposit

The Company has a cash deposit with an organization which transacts security trades on behalf of the Company. This deposit is refundable when the relationship is terminated.

Recognition of revenue

Commissions are recorded on a trade-date basis as securities transactions occur.

ENSEMBLE FINANCIAL SERVICES, INC.
(A WHOLLY OWNED SUBSIDIARY OF AM&M FINANCIAL SERVICES, INC.)

NOTES TO FINANCIAL STATEMENTS, Cont'd

DECEMBER 31, 2010 AND 2009

NOTE A: THE COMPANY AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, Cont'd

Income taxes

The Company is included in the consolidated Federal and New York State income tax returns of its ultimate parent company, Tompkins Financial Corporation. As part of an informal tax sharing agreement, the Company pays an amount of tax to AM&M based on its percentage of AM&M's total pretax income. The amount of current tax or benefit is either remitted to or received from AM&M.

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 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.

Subsequent events

The Company has conducted an evaluation of potential subsequent events occurring after the statement of financial condition date through February 23, 2011, which is the date the financial statements are available to be issued. No subsequent events requiring disclosure were noted.

NOTE B: RELATED PARTY TRANSACTIONS

Management fee

The Company is charged a management fee by AM&M for providing administrative services, office space and equipment. This fee is based upon salaries and other administrative costs and was \$918,690 and \$851,833 for the years ended December 31, 2010 and 2009, respectively.

Due from parent of \$1,179,138 and \$330,480 at December 31, 2010 and 2009, respectively, represents a non-interest bearing advance which is expected to be repaid in the next twelve months. The Company maintains a noninterest bearing commercial checking account with a subsidiary bank of Tompkins. The amount held with the related bank was approximately \$161,000 and \$617,000 at December 31, 2010 and 2009, respectively. These amounts are included in cash and cash equivalents on the statements of financial condition.

NOTE C: REGULATORY NET CAPITAL REQUIREMENTS

The Company is subjected to the SEC Uniform Net Capital Rule (Rule 15c3-1), which requires the maintenance of minimum net capital and a specified ratio of aggregate indebtedness to net capital, both as defined, which shall not exceed 15 to 1. As of December 31, 2010, the Company had net capital of \$396,550 which was \$346,550 in excess of its required net capital of \$50,000. The Company's aggregate indebtedness to net capital ratio was .18 to 1.

ENSEMBLE FINANCIAL SERVICES, INC.
(A WHOLLY OWNED SUBSIDIARY OF AM&M FINANCIAL SERVICES, INC.)

NOTES TO FINANCIAL STATEMENTS, Cont'd

DECEMBER 31, 2010 AND 2009

NOTE D: UNCERTAIN TAX POSITIONS

The Company is taxed under the provisions of the Internal Revenue Code and state tax laws. The Company is included in the consolidated Federal and New York State income tax returns of its ultimate parent company, Tompkins Financial Corporation. With few exceptions, as of December 31, 2010, the Company is no longer subject to U.S. federal or state income tax examinations by tax authorities for years ended prior to December 31, 2007. The tax returns for the years ended December 31, 2007 through December 31, 2010 are still subject to potential audit by the IRS and the taxing authorities in New York State. The Company adopted the provisions of FASB ASC 740-10 Accounting for Uncertainty in Income Taxes (formerly FIN 48), and its related amendment on January 1, 2009. Management of the Company believes it has no material uncertain tax positions and, accordingly it will not recognize any liability for unrecognized tax benefits.

NOTE E: SUBSEQUENT EVENT

In February 2011 management announced a repurposing of the Company and decided to exit the independent advisor support business. The Company currently continues to provide brokerage services for customers of AM&M and Tompkins.

ENSEMBLE FINANCIAL SERVICES, INC.
(A WHOLLY OWNED SUBSIDIARY OF AM&M FINANCIAL SERVICES, INC.)

SUPPLEMENTARY INFORMATION



MENGEL METZGER BARR & CO. LLP

Certified Public Accountants

INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION
REQUIRED BY RULE 17a-5 OF THE
SECURITIES AND EXCHANGE COMMISSION

Board of Directors and
Tompkins Financial Corporation Audit Committee
Ensemble Financial Services, Inc.

We have audited the accompanying financial statements of Ensemble Financial Services, Inc. (a wholly owned subsidiary of AM&M Financial Services, Inc.) as of and for the years ended December 31, 2010 and 2009, and have issued our report thereon dated February 23, 2011. Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The financial information hereinafter 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 audits 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.

Mengel, Metzger, Barr & Co. LLP

Rochester, New York
February 23, 2011

ENSEMBLE FINANCIAL SERVICES, INC.
(A WHOLLY OWNED SUBSIDIARY OF AM&M FINANCIAL SERVICES, INC.)

COMPUTATION OF NET CAPITAL PURSUANT TO RULE 15c3-1

DECEMBER 31, 2010

COMPUTATION OF NET CAPITAL PURSUANT TO RULE 15c3-1

| | | |
|--|------------------------------|-------------------|
| Total stockholder's equity | | \$ 1,975,910 |
| Less non-allowable assets: | | |
| Commissions receivable | | 32,000 |
| Due from brokers | | 86,538 |
| Prepaid expenses | | 171,631 |
| Due from parent | | 1,179,138 |
| Property and equipment, net | | <u>104,807</u> |
| | | 1,574,114 |
| Less haircuts on debt securities | | <u>5,246</u> |
| | NET CAPITAL | <u>\$ 396,550</u> |
| Computation of basic net capital requirement: | | |
| 6-2/3% of aggregate indebtedness | <u>\$ 4,801</u> | |
| Minimum requirement | <u>\$ 50,000</u> | |
| Greater of the above | | <u>\$ 50,000</u> |
| | EXCESS NET CAPITAL | <u>\$ 346,550</u> |
| Excess net capital at 1000% | | <u>\$ 389,348</u> |
| Ratio of aggregate indebtedness to net capital | | .18 to 1 |
| Computation of aggregate indebtedness: | | |
| Accrued commissions | | <u>\$ 72,017</u> |
| | TOTAL AGGREGATE INDEBTEDNESS | <u>\$ 72,017</u> |

ENSEMBLE FINANCIAL SERVICES, INC.
(A WHOLLY OWNED SUBSIDIARY OF AM&M FINANCIAL SERVICES, INC.)

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

A reconciliation with the Company's computation of net capital as reported in the unaudited Part IIA of Form X-17A-5 was not prepared as there are no material differences between the preceding computation and the Company's corresponding unaudited Part II of Form X-17A-5 as of December 31, 2010.

ENSEMBLE FINANCIAL SERVICES, INC.
(A WHOLLY OWNED SUBSIDIARY OF AM&M FINANCIAL SERVICES, INC.)

EXEMPTION FROM RULE 15c3-3

An exemption from Rule 15c3-3, is claimed based upon rule section (k)(2)(ii). All customer transactions are cleared through another broker/dealer (National Financial Services LLC, Sec 8-26740) on a fully disclosed basis.



MENGEL METZGER BARR & CO. LLP

Certified Public Accountants

REPORT ON INTERNAL CONTROL REQUIRED BY SEC RULE 17a-5 FOR A
BROKER-DEALER CLAIMING AN EXEMPTION FROM SEC RULE 15c3-3

Board of Directors and
Tompkins Financial Corporation Audit Committee
Ensemble Financial Services, Inc.

In planning and performing our audit of the financial statements of Ensemble Financial Services, Inc. (a wholly owned subsidiary of AM&M Financial Services, Inc.) (the "Company") as of and for the year ended December 31, 2010, 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 and 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 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 conformity 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 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 a 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. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be material weaknesses, as defined previously.

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 adequate at December 31, 2010 to meet the SEC's objectives.

This report is intended solely for the information and use of management, the Securities and Exchange Commission, the Board of Directors 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.

Mengel, Metzger, Barw & Co. LLP

Rochester, New York
February 23, 2011



MENGEL METZGER BARR & CO. LLP

Certified Public Accountants

INDEPENDENT ACCOUNTANTS' REPORT ON APPLYING AGREED-UPON PROCEDURES
RELATED TO AN ENTITY'S SIPC ASSESSMENT RECONCILIATION

Board of Directors and
Tompkins Financial Corporation Audit Committee
Ensemble Financial Services, Inc.

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 [General Assessment Reconciliation (From SIPC-7)] to the Securities Investor Protection Corporation (SIPC) for the year ended December 31, 2010, which were agreed to by Ensemble Financial Services, Inc. (the "Company") and the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc. and SIPC, solely to assist you and the other specified parties in evaluating the Company's compliance with the applicable instructions of the General Assessment Reconciliation (Form SIPC-7). The Company's management is responsible for the Company'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-7 with respective cash disbursement records entries, noting no differences;
2. Compared the amounts reported on the audited Form X-17A-5 for the year ended December 31, 2010, as applicable, with the amounts reported in Form SIPC-7 for the year ended December 31, 2010, noting no differences;
3. Compared any adjustments reported in Form SIPC-7 with supporting schedules and work papers, noting no differences; and
4. Proved the arithmetical accuracy of the calculations reflected in Form SIPC-7 and in the related schedules and work papers supporting the adjustments, noting no differences.

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.

Mengel, Metzger, Barw & Co. LLP

Rochester, New York
February 23, 2011

SIPC-7

(33-REV 7/10)

SECURITIES INVESTOR PROTECTION CORPORATION
P.O. Box 92185 Washington, D.C. 20090-2185
202-371-8300

General Assessment Reconciliation

SIPC-7

(33-REV 7/10)

For the fiscal year ended 12/31, 20 10
(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:

035776 FINRA DEC
ENSEMBLE FINANCIAL SERVICES INC 14*14
179 SULLYS TRL STE 302
PITTSFORD NY 14534-4500

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.

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

Thomas J. Rogers, CFP, CPA
585-248-0050

- 2. A. General Assessment (item 2e from page 2) \$ 4000.54
- B. Less payment made with SIPC-6 filed (exclude interest) (2102.13)
7/28/10
Date Paid
- C. Less prior overpayment applied (- 0 -)
- D. Assessment balance due or (overpayment) 1898.41
- E. Interest computed on late payment (see instruction E) for _____ days at 20% per annum - 0 -
- F. Total assessment balance and interest due (or overpayment carried forward) \$ 1898.41
- G. PAID WITH THIS FORM:
Check enclosed, payable to SIPC
Total (must be same as F above) \$ 1898.41
- H. Overpayment carried forward \$()

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.

Ensemble Financial Services Inc.
(Name of Corporation, Partnership or other organization)
[Signature]
(Authorized Signature)
CEO
(Title)

Dated the _____ day of _____, 20____.

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 1/1, 2010
and ending 12/31, 2010
Eliminate cents

Item No.

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

\$ 11,163.623

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):

<8943602>

Rental Income, IT Services, Outsourcing income

<619.807>

(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.

\$ -0-

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

\$ -0-

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

Total deductions

<9,563.409>

\$ 1600214

2d. SIPC Net Operating Revenues

\$ 4000.54

2e. General Assessment @ .0025

(to page 1, line 2.A.)