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UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

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

May 2/16

AD 3/20

FEB 13 2012 Washington, DC 125

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

SEC FILE NUMBER 8-40178

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 01/01/11 AND ENDING 12/31/11 MM/DD/YY MM/DD/YY

A. REGISTRANT IDENTIFICATION

NAME OF BROKER-DEALER: AI SECURITIES, INC.

OFFICIAL USE ONLY FIRM I.D. NO.

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

33 Union Street (No. and Street) Boston MA 02108-2406 (City) (State) (Zip Code)

NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT David M. Ennis (617) 367-4300 (Area Code - Telephone Number)

B. ACCOUNTANT IDENTIFICATION

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

Kahn, Litwin, Renza & Co., Ltd. (Name - if individual, state last, first, middle name)

800 South Street, Suite 300 Waltham MA 02453 (Address) (City) (State) (Zip Code)

CHECK ONE:

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

SECURITIES AND EXCHANGE COMMISSION RECEIVED FEB 13 2012 REGISTRATIONS BRANCH 02

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

MA 2/16

OATH OR AFFIRMATION

I, David M. Ennis, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of AI Securities, Inc., as of December 31, 2011, 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:

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

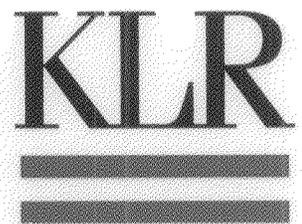
David M. Ennis  
Signature  
President  
Title

David J. [Signature]  
Notary Public COM. EXPIRES 8/15/14

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.
  - (o) Independent Auditors' report on internal accounting control.
- \*\*For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).
- (p) Schedule of segregation requirements and funds in segregation – customers' regulated commodity futures account pursuant to Rule 171-5.

**Kahn, Litwin, Renza & Co., Ltd.**  
*Certified Public Accountants and Business Consultants*



**AI SECURITIES, INC.  
(A SUBSIDIARY OF AFFIRMATIVE  
INVESTMENTS, INC.)**

**Financial Statements  
and Supplementary Information**

**Years Ended December 31, 2011 and 2010**

**(With Independent Auditors' Report Thereon)**

**AI SECURITIES, INC.  
(A SUBSIDIARY OF AFFIRMATIVE INVESTMENTS, INC.)**

**FINANCIAL STATEMENTS  
AND SUPPLEMENTARY INFORMATION**

**Years Ended December 31, 2011 and 2010**

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## INDEPENDENT AUDITORS' REPORT

To the Board of Directors of  
AI Securities, Inc.:

We have audited the accompanying statements of financial condition of AI Securities, Inc. (a wholly-owned subsidiary of Affirmative Investments, Inc.) (the Company) as of December 31, 2011 and 2010, and the related statements of income, changes in stockholder's equity, and cash flows for the years then ended that are filed 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 the financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of AI Securities, Inc. as of December 31, 2011 and 2010, 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 audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplementary schedules 1 and 2 are presented for the purposes of additional analysis and are not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 under the Securities and 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.

*Kahn, Litwin, Renza & Co., Ltd.*

January 27, 2012

**AI SECURITIES, INC.**  
**(A SUBSIDIARY OF AFFIRMATIVE INVESTMENTS, INC.)**  
**STATEMENTS OF FINANCIAL CONDITION**  
**December 31, 2011 and 2010**

	<u>2011</u>	<u>2010</u>
<b>Assets</b>		
Cash	\$ 17,444	\$ 12,664
Prepaid expenses	3,500	-
<b>Total Assets</b>	<u>\$ 20,944</u>	<u>\$ 12,664</u>
<b>Liabilities and Stockholder's Equity</b>		
Accrued expenses	\$ 2,750	\$ -
Stockholder's equity:		
Common stock	10	10
Retained earnings	18,184	12,654
Total stockholder's equity	<u>18,194</u>	<u>12,664</u>
<b>Total Liabilities Stockholder's Equity</b>	<u>\$ 20,944</u>	<u>\$ 12,664</u>

**AI SECURITIES, INC.**  
**(A SUBSIDIARY OF AFFIRMATIVE INVESTMENTS, INC.)**  
**STATEMENTS OF INCOME**  
**Years Ended December 31, 2011 and 2010**

	<u>2011</u>	<u>2010</u>
Revenue:		
Consulting and management fees	\$ 486,592	\$ 101,500
Interest income	26	62
	<u>486,618</u>	<u>101,562</u>
Expenses:		
Management fee, related party	460,000	76,039
Office expenses	14,069	13,878
Professional fees	5,500	5,500
Filing fees	1,155	2,978
Insurance	364	364
	<u>481,088</u>	<u>98,759</u>
<b>Net Income</b>	<u>\$ 5,530</u>	<u>\$ 2,803</u>

**AI SECURITIES, INC.**  
**(A SUBSIDIARY OF AFFIRMATIVE INVESTMENTS, INC.)**  
**STATEMENTS OF CHANGES IN STOCKHOLDER'S EQUITY**  
**Years Ended December 31, 2011 and 2010**

	Common		Retained Earnings	Total Stockholder's Equity
	Shares	Stock		
<b>Balance at December 31, 2009</b>	<b>1,000</b>	<b>\$ 10</b>	<b>\$ 9,851</b>	<b>\$ 9,861</b>
Net income	-	-	2,803	2,803
<b>Balance at December 31, 2010</b>	<b>1,000</b>	<b>10</b>	<b>12,654</b>	<b>12,664</b>
Net income	-	-	5,530	5,530
<b>Balance at December 31, 2011</b>	<b>1,000</b>	<b>\$ 10</b>	<b>\$ 18,184</b>	<b>\$ 18,194</b>

See accompanying notes to financial statements and independent auditors' report.

**AI SECURITIES, INC.**  
**(A SUBSIDIARY OF AFFIRMATIVE INVESTMENTS, INC.)**  
**STATEMENTS OF CASH FLOWS**  
**Years Ended December 31, 2011 and 2010**

	<u>2011</u>	<u>2010</u>
Cash Flows from Operating Activities:		
Net income	\$ 5,530	\$ 2,803
Changes in operating assets and liabilities:		
Prepaid expenses	(3,500)	-
Accrued expenses	2,750	-
<b>Net cash provided by operating activities</b>	<b>4,780</b>	<b>2,803</b>
<b>Cash, beginning of year</b>	<b>12,664</b>	<b>9,861</b>
<b>Cash, end of year</b>	<b>\$ 17,444</b>	<b>\$ 12,664</b>

**AI SECURITIES, INC.**  
**(A SUBSIDIARY OF AFFIRMATIVE INVESTMENTS, INC.)**  
**NOTES TO FINANCIAL STATEMENTS**  
**Years Ended December 31, 2011 and 2010**

**1. Nature of Operations**

AI Securities, Inc. (the Company) is a broker-dealer registered with the Securities and Exchange Commission and is a member of the Financial Industry Regulatory Authority. The Company engages in consulting and brokering the sale of private placements and limited partnership interests in real estate tax shelter credits for low-income housing, as well as socially responsible investment advisory services for clients primarily within Massachusetts. The Company is a wholly-owned subsidiary of Affirmative Investments, Inc. (the Parent).

**2. Summary of Significant Accounting Policies**

This summary of significant accounting policies of the Company is presented to assist in understanding the Company's financial statements. The financial statements and notes are representations of the Company's management, who is responsible for their integrity and objectivity. These accounting policies conform to accounting principles generally accepted in the United States of America and have been consistently applied in the preparation of the financial statements.

***Revenue Recognition***

The Company enters into contracts with customers calling for consulting fees to be paid during the term of the arrangement and an additional contingent fee paid out based on a fixed percentage of the total consideration paid once the closing, financing, transaction, etc. is finalized. Accordingly, management recognizes consulting fees in revenue when persuasive evidence of an arrangement exists, the services outlined in the contract have been performed, the price of the contract is fixed or determinable, collection is reasonably assured and the services for the transactions are substantially completed. Additionally, the Company recognizes monitoring fees based on contract terms.

***Income Taxes***

The Company files its tax returns on a consolidated basis with its parent company, which has elected to be treated as an S Corporation for both federal and state income tax purposes whereby the stockholder reports all income and losses on his individual tax return. Accordingly, no taxes on income have been provided. The federal income tax returns of the Parent for 2008, 2009 and 2010 are subject to examination by the Internal Revenue Service, generally for three years after they were filed.

**AI SECURITIES, INC.**  
**(A SUBSIDIARY OF AFFIRMATIVE INVESTMENTS, INC.)**  
**NOTES TO FINANCIAL STATEMENTS**  
**Years Ended December 31, 2011 and 2010**

*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 statement and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

*Subsequent Events*

Management has evaluated subsequent events through January 27, 2012, which is the date these financial statements were available to be issued.

**3. Subordinated Liabilities**

The Company did not have any subordinated liabilities at any time during the year.

**4. Common Stock**

At December 31, 2011 and 2010, there were 15,000 shares of common stock, \$.01 par value, of which 1,000 were issued and outstanding.

**5. Net Capital Requirements**

As a broker-dealer, the Company is subject to the Securities and Exchange Commission's regulations and operating guidelines which require the Company to maintain a specified amount of net capital, as defined, and a ratio of aggregate indebtedness to net capital, as defined, not exceeding 15 to 1. The Company's net capital as computed under Rule 15c3-1 was \$14,694 and \$12,664 at December 31, 2011 and 2010, respectively, which exceeded required net capital of \$5,000 by \$9,694 and \$7,664, respectively. The ratios of aggregate indebtedness to net capital at December 31, 2011 and 2010 were 0.19 to 1 and 0%, respectively.

**6. Revenue Concentration**

For the year ended December 31, 2011, four customers accounted for 100% of consulting revenue. For the year ended December 31, 2010, one customer accounted for 100% of consulting revenue.

**AI SECURITIES, INC.**  
**(A SUBSIDIARY OF AFFIRMATIVE INVESTMENTS, INC.)**  
**NOTES TO FINANCIAL STATEMENTS**  
**Years Ended December 31, 2011 and 2010**

**7. Related Party Transactions**

The Company is co-located with its Parent. Under an agreement dated May 10, 2011, the Parent provides certain services to the Company for various administrative services and use of its facilities. These amounts are subject to periodic review. During 2011 and 2010, the Company paid \$14,000 and \$13,711, respectively, to its Parent to cover these expenses.

A management fee of \$460,000 and \$76,039 was paid to the Parent during 2011 and 2010, respectively.

During 2010, the Company received management fees from the Parent totaling \$1,500. No management fees were received in 2011.

**8. Guarantees, Contingencies and Commitments**

The Company has made no guarantees, does not have any pending lawsuits or arbitration claims, and has no commitments, except for the approximately \$14,000 per year that is owed to its Parent under an agreement dated May 10, 2011, as described in Note 7 above.

**AI SECURITIES, INC.**  
**(A SUBSIDIARY OF AFFIRMATIVE INVESTMENTS, INC.)**  
**COMPUTATIONS OF NET CAPITAL PURSUANT TO RULE 15C3-1**  
**December 31, 2011 and 2010**

	<u>2011</u>	<u>2010</u>
<b>Aggregate indebtedness</b>	<b>\$ 2,750</b>	<b>\$ -</b>
Net Capital:		
Common stock	\$ 10	\$ 10
Retained earnings	18,184	12,654
	<u>18,194</u>	<u>12,664</u>
Adjustments to net capital:		
Prepaid expenses	<u>(3,500)</u>	<u>-</u>
<b>Net capital, as defined</b>	<b>\$ 14,694</b>	<b>\$ 12,664</b>
<b>Net capital requirement</b>	<b>\$ 5,000</b>	<b>\$ 5,000</b>
<b>Net capital in excess of requirement</b>	<b>\$ 9,694</b>	<b>\$ 7,664</b>
<b>Ratio of aggregate indebtedness to net capital</b>	<b>0.19 to 1</b>	<b>0%</b>

Following is a reconciliation of the Company's December 31, 2011 unaudited Part IIA of Form X-17A-5 filed previously to the Company's net capital as calculated above. No material differences existed between the Company's net capital calculated above and the amount reported on the December 31, 2010 unaudited Form X-17A-5 Part IIA filing:

Net capital as reported on Part IIA of Form X-17A-5	\$ 17,444
Net audit adjustments	<u>(2,750)</u>
<b>Net capital as above</b>	<b>\$ 14,694</b>

**AI SECURITIES, INC.**  
**(A SUBSIDIARY OF AFFIRMATIVE INVESTMENTS, INC.)**  
**COMPUTATION FOR DETERMINATION OF RESERVE REQUIREMENTS**  
**Years Ended December 31, 2011 and 2010**

AI Securities, Inc. is exempt from the requirements of Securities and Exchange Commission Rule 15c3-3 because it does not hold funds or securities for the accounts of its customers, accordingly, the computation for determination of reserve requirements pursuant to Rule 15c3-3 and information relating to the possession or control requirement pursuant to Rule 15c3-3 are not applicable.

## **INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL**

To the Board of Directors of  
AI Securities, Inc.:

In planning and performing our audits of the financial statements of AI Securities, Inc. (the Company) as of and for the years ended December 31, 2011 and 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 (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 previously-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 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, errors 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 deficiency in internal control 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 and correct, 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. 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 purpose 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, 2011 and 2010, to meet the SEC's objectives.

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

*Kalau, Citra, Kenya & Co., Ltd.*

January 27, 2012