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	1 <b>23</b> SECURITIE	ES AND EXCHANGE C	OMMISSION	OMB Number:	3235-0123
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		FORM X-17A-5 PART III	5		FILE NUMBER
		FACING PAGE Brokers and Dealers I e Act of 1934 and Ru			
REPORT FOR THE PERIO	DD BEGINNING	01/01/11	AND ENDING	12/3	1/11
VEFORT FOR THE FERR		MM/DD/YY		 MM/D	
	A. RE	GISTRANT IDENT	IFICATION		· · ·
NAME OF BROKER-DEA	LER: W.G. NIELSE	EN & CO.		OFFICIAI ONLY	
ADDRESS OF PRINCIPA	L PLACE OF BUSINE	SS: (Do not use P.O. Boy	( No.)	FIRM	I.D. NO.
		CREEK SOUTH DE			
		(No. and Street)			
DENVE	R	CO		80209	
(City)	<u> </u>	(State)		(Zip Code)	
NAME AND TELEPHON		ON TO CONTACT IN RE	GARD TO THIS RE		<i>E</i> 1 <i>E</i>
MR. WAYNE G. NIEI	LSEN		(	303-830-1 Area Code – Tele	
	P AC	COUNTANT IDENT		Area Code – Tele	
INDEPENDENT PUBLIC	ACCOUNTANT whos	· · · · · · · · · · · · · · · · · · ·			
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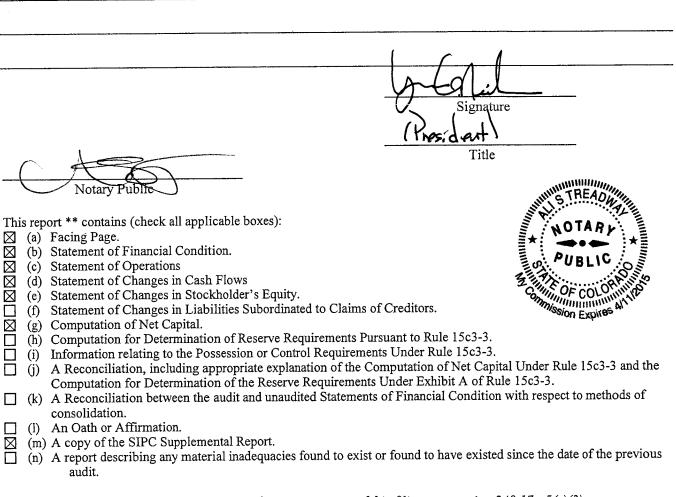
\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

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.

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#### OATH OR AFFIRMATION

I, <u>WAYNE G. NIELSEN</u>, swear (or affirm) that to the best of my knowledge and belief the accompanying financial statements and supporting schedules pertaining to the firm of <u>W.G. NIELSEN & CO.</u>, as of <u>DECEMBER 31</u>, <u>2011</u>, 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:



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

## CAUSEY DEMGEN & MOORE INC.

Certified Public Accountants and Consultants

Suite 4650 1801 California Street Denver, Colorado 80202-2681 Telephone: (303) 296-2229 Facsimile: (303) 296-3731 www.cdmcpa.com

### INDEPENDENT AUDITOR'S REPORT

The Stockholder and Director W.G. Nielsen & Co.

We have audited the accompanying statement of financial condition of W.G. Nielsen & Co. (the "Company") as of December 31, 2011, and the related statements of operations, changes in stockholder's equity, and cash flows for the year 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 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 also 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 W.G. Nielsen & Co. as of December 31, 2011, 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 financial statements as a whole. The supplementary information contained in Schedules I and II required by Rule 17a-5 under the Securities Exchange Act of 1934 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statement or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements taken as a whole

Denver, Colorado February 27, 2012

Causey Denger & Hoore Anc. CAUSEY DEMGEN & MOORE INC.



# W.G. NIELSEN & CO. STATEMENT OF FINANCIAL CONDITION December 31, 2011

# <u>ASSETS</u>

Cash and cash equivalents Accounts receivable-trade, net of allowance of \$20,063	\$	77,893 38,713
Property and equipment: Office furniture and equipment Less accumulated depreciation		129,871 (121,568)
Net property and equipment		8,303
Prepaid expenses and other assets Deferred income tax asset (Note 5)		17,128 18,500
	<u>\$</u>	160,537
LIABILITIES AND STOCKHOLDER'S EQUITY		
Liabilities: Accounts payable and accrued expenses Deferred rent liability	\$	21,456 24,450
Total liabilities		45,906
Commitments (Note 4)		
Stockholder's equity: Common stock, \$.01 par value; 100,000 shares authorized,		
1,000 shares issued and outstanding		10
Additional paid-in capital Accumulated deficit		359,313 (244,692)
	<u></u>	
Total stockholder's equity		114,631
	<u>\$</u>	160,537

# W.G. NIELSEN & CO. STATEMENT OF OPERATIONS For the Year Ended December 31, 2011

Revenues: Consulting and financial advisory fees (Note 6) Interest and other	\$   1,911,031 57,418
Evenence	1,968,449
Expenses:	
Salaries and payroll taxes	670,232
Commissions	556,561
General and administration (Notes 3 & 4)	730,010
Depreciation and amortization	2,947
Registration and regulatory fees	9,187
Loss on disposal of asset	293
	1,969,230
Loss before provision for income taxes	(781)
Income tax expense (Note 5)	(8,900)
Net loss	<u>\$ (9,681</u> )

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W.G. NIELSEN & CO. STATEMENT OF CHANGES IN STOCKHOLDER'S EQUITY For the Year Ended December 31, 2011

		Total	95,812	28,500	(9,681)	114,631
			θ			ф
	Accumulated	<u>deficit)</u>	(235,011)	I	(9,681)	(244,692)
	3		Υ			မာ
Ndditional	paid-in	capital	330,813	28,500	1	359,313
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	×	<u>Amount</u>	10	I	1	10
	n stoc	Ā	ω			1,000 \$ 10 \$ 359,313 \$ (24
	Common stock	<u>Shares</u>	1,000	I	8	1,000
			Balance, December 31, 2010	Capital contributions	Net loss for the year ended December 31, 2011	Balance, December 31, 2011

# W.G. NIELSEN & CO. STATEMENT OF CASH FLOWS For the Year Ended December 31, 2011

Cash flows from operating activities: Net loss Adjustments to reconcile net loss to net cash used in operating activities:	\$	(9,681)
Depreciation and amortization		2,947
Deferred income taxes		8,900
Loss on disposal of asset		293
Changes in assets and liabilities:		
Accounts receivable		(18,735)
Prepaid expenses		(7,848)
Accounts payable and accrued expenses		(17,388)
Deferred rent liability		20,028
Total adjustments	. <u></u>	(11,803)
Net cash used in operating activities		(21,484)
Cash flows from financing activities:		
Capital contributions	<u> </u>	28,500
Net cash provided by financing activities		28,500
Net increase in cash and cash equivalents		7,016
Cash and cash equivalents at the beginning of the year		70,877
Cash and cash equivalents at end of year	<u>\$</u>	77,893

### 1. Organization and summary of significant accounting policies

Organization:

W.G. Nielsen & Co. (the "Company") is a broker registered with the Securities and Exchange Commission (SEC) and dealer in securities under the Securities Exchange Act of 1934. The Company was incorporated in Colorado in 1996 and became licensed as a broker/dealer and commenced operations in 1997. The Company is a member of the Financial Industry Regulatory Authority (FINRA). The Company provides financial advisory and management services in the Rocky Mountain region for mergers, acquisitions, divestitures, public and private placements of debt and equity in addition to valuation services and analysis.

The Company has claimed an exemption from rule 15c3-3 of the Securities and Exchange Act of 1934. The Company participates only in direct placements and accordingly, does not hold cash or securities for the account of customers.

Use of estimates:

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

Accounts receivable:

The Company provides an allowance for doubtful collections which is based upon a review of outstanding receivables and historical collections information. Accounts receivables are charged off in the period they are deemed uncollectible. Recoveries of previously charged off are recorded when received. Recoveries of receivables previously charged off are recorded when received. Receivables due greater than 90 days amounted to \$14,000 at December 31, 2011.

Revenue:

The Company recognizes revenues for services when the services are performed and are billable.

#### Advertising costs:

The Company expenses the cost of advertising as incurred. Advertising expense was \$5,454 for the year ended December 31, 2011.

### 1. Organization and summary of significant accounting policies (continued)

Concentration of credit risk:

Financial instruments which potentially subject the Company to concentrations of credit risk consist principally accounts receivable and cash. The Company's cash is held at financial institutions at which deposits are insured by the Federal Deposit Insurance Corporation (FDIC). At various times throughout the year ended December 31, 2011, the Company's cash demand deposits exceeded the FDIC's insurance limits.

Marketable securities owned:

Marketable securities owned are valued at market value.

Depreciation and amortization:

Property and equipment are stated at cost. Depreciation is provided by the straight-line method over the estimated useful lives of the related assets ranging from 3 to 7 years.

## Investments:

Investments in common stock of non-controlled entities are recorded at cost and amounted to \$2,700 at December 31, 2011. During the year ended December 31, 2011, these investments were not evaluated for impairment. The fair value of the investments are not estimated because there have been no identified events or changes in circumstances that have an adverse effect on the fair value and it is not practicable to estimate fair value.

### Income taxes:

The Company accounts for certain income and expense items differently for financial reporting and income tax purposes. Deferred tax assets and liabilities are determined based on the difference between the financial statement and tax basis of assets and liabilities and applying enacted statutory tax rates in effect.

#### Cash equivalents:

For purposes of the statement of cash flows, the Company considers all highly liquid investments purchased with a maturity of three months or less to be cash equivalents.

### 2. Net capital requirements

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule for fully disclosed broker/dealers (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. At December 31, 2011, the Company had net capital of \$40,387 which was \$35,387 in excess of its required net capital of \$5,000. The Company had aggregate indebtedness in the amount of \$45,906 therefore, its net capital ratio was 1.14 to 1 at December 31, 2011.

## 3. Related party transactions

During the year ended December 31, 2011, the Company paid consulting expenses in the amount of \$30,000 to a company related to the sole shareholder.

## 4. Commitments

The Company leases office space, equipment, and an automobile under non-cancelable operating leases. Total rental expense was \$121,566 for the year ended December 31, 2011.

The total minimum rental commitments at December 31, 2011 are as follows:

Year ending December 31,	4	Amount
2012	\$	96,326
2013		99,209
2014		102,690
2015		106,170
2016		109,651
	\$	514,046

### 5. <u>Income taxes</u>

Income tax benefit consists of the following for the year ended December 31, 2011:

Current tax expense	\$ -
Deferred tax expense	 8,900
Income tax expense	\$ 8,900

Temporary differences between the financial statement carrying amounts and tax basis of assets and liabilities that give rise to the net deferred tax asset relate primarily to differences in property and equipment and the use of the cash method of accounting for tax purposes. The total provision differs from the amount that would be obtained by applying the federal statutory rate of 34% to income before taxes primarily because no tax benefit has been provided for nondeductible expenses and the current and deferred provisions each consider the effect of graduated rates. In 2011, the Company utilized net operating losses of approximately \$40,00. At December 31, 2011,

### 5. Income taxes (continued)

the resulting net operating loss carryforward that is available to offset future taxable income is approximately \$68,000. If not used, the carryforward will expire in 2027 through 2029. Deferred tax assets and liabilities at December 31, 2011 consist of the following:

Deferred tax assets	\$	22,400
Deferred tax assets Deferred tax liabilities		(3,900)
	<u>\$</u>	18,500

The Company is subject to accounting guidance issued by the Financial Accounting Standards Board ("FASB") related to "Accounting for Uncertainty in Income Taxes." The guidance applies to all tax positions accounted for in the financial statements, including positions taken in a previously filed tax return or expected to be taken in a future tax return.

The Company has analyzed its filing positions in Federal and state jurisdictions where it is required to file income tax returns. Management believes the Company's positions and deductions will be sustained on audit and does not anticipate any adjustments that will result in a material adverse effect on its financial conditions, results of operations or cash flows.

The Company is no longer subject to U.S. Federal income tax examinations for years prior to 2008. The Company is no longer subject to Colorado income tax examinations for years prior to 2007.

### 6. Major customer

Revenues earned from major customers are summarized in the table below, expressed as a percentage of consulting and financial advisory fees for the year ended December 31, 2011.

Customer #1	35.7%
Customer #2	11.7%
Customer #3	10.3%

### 7. Profit sharing plan

The Company has established a 401(k) profit sharing plan ("the Plan"). Any employee who is 21 and has completed one year of qualifying service is eligible to participate in the Plan. Employer contributions into the Plan vest to participating employees over a six year period. The Company did not make any discretionary employer profit sharing contributions in 2011. Effective January 1, 2005 the Company elected to become a Safe Harbor 401(k) Plan. Safe Harbor non-elective contributions are equal to 3% of a participant's compensation up to \$245,000 in 2011. Safe Harbor non-elective contributions into the plan totaled \$31,726 for the year ended December 31, 2011.

## 8. Subsequent events

The Company has evaluated events subsequent to December 31, 2011 through February 27, 2012, which is the date the financial statements were available to be issued. There are no material events noted in this period which would impact the results reflected in this report.

SUPPLEMENTARY INFORMATION PURSUANT TO RULE 17a-5 OF THE SECURITIES EXCHANGE ACT OF 1934

# Schedule I W.G. NIELSEN & CO.

# Computation of Net Capital Under Rule 15c3-1 of the Securities and Exchange Commission

# As of December 31, 2011

NET CAPITAL		
Total stockholder's equity	\$	114,631
Deduct non-allowable assets: Accounts receivable - non-allowable Office furniture and equipment, net of accumulated depreciation Prepaids and other assets Deferred income tax asset		(30,313) (8,303) (17,128) (18,500)
Net Capital	<u>\$</u>	40,387
AGGREGATE INDEBTEDNESS		
Total liabilities	<u>\$</u>	45,906
Total aggregate indebtedness	<u>\$</u>	45,906
COMPUTATION OF BASIC NET CAPITAL REQUIREMENT		
Minimum net capital required	\$	5,000
Excess net capital	\$	35,387
Ratio: Aggregate indebtedness to net capital		1.14
RECONCILIATION WITH COMPANY'S COMPUTATION		
(included in Part IIA of Form X-17A-5 as of December 31, 2011)		
Net capital, as reported in Company's Part IIA (unaudited) FOCUS report	\$	48,025
Net audit adjustments		(7,638)
Net capital per above	\$	40,387

# SCHEDULE II W.G. NIELSEN & CO. As of December 31, 2011

# EXEMPTION CLAIMED FROM THE PROVISIONS OF RULE 15c3-3 UNDER THE SECURITIES AND EXCHANGE ACT OF 1934

The information required by Schedules II, III and IV has not been provided as an exemption is claimed from the provisions of rule 15c3-3 of the Securities and Exchange Commission under Section 15c3-3(k)(2)(i). The Company participates in direct placements only and does not hold cash or securities for the account of customers. Consequently, it qualifies for the exemption from the provision of the SEC rule and Schedules II, III, and IV of FOCUS Form X-17A-5, Part III are not required.

Certified Public Accountants and Consultants

Suite 4650 1801 California Street Denver, Colorado 80202-2681 Telephone: (303) 296-2229 Facsimile: (303) 296-3731 www.cdmcpa.com

## INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL REQUIRED BY SEC RULE 17a-5

The Stockholder and Director W.G. Nielsen & Co.

In planning and performing our audit of the financial statements and supplemental schedules of W.G. Nielsen & Co. (the Company), as of and for the year ended December 31, 2011, 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 of the effectiveness of the Company's internal control. Accordingly, we do not express an opinion of 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
- 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 preparation of financial statements conformity in with accounting principles



The Stockholder and Director W.G. Nielsen & Co. Page 2

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

Because of inherent limitations in internal control or the practices and procedures referred to above. error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

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 misstatement on a timely basis. A significant deficiency is a deficiency, or combination of deficiencies, 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 were adequate at December 31, 2011, to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, the Financial Industry Regulatory Authority, and other regulatory agencies which 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.

Causey Demger & Moore Inc.

Denver, Colorado February 27, 2012 Certified Public Accountants and Consultants

## INDEPENDENT ACCOUNTANTS' REPORT ON APPLYING AGREED-UPON PROCEDURES RELATED TO Denver, Colorado 80202-2681 AN ENTITY'S SIPC ASSESSMENT RECONCILIATION

Suite 4650 1801 California Street Telephone: (303) 296-2229 Facsimile: (303) 296-3731 www.cdmcpa.com

The Stockholder and Director W.G. Nielsen & Co.

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 (Form SIPC-7)] to the Securities Investor Protection Corporation (SIPC) for the Year Ended December 31, 2011, which were agreed to by W.G. Nielsen & Co.. and the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc., and SIPC, solely to assist you and the other specified parties in evaluating W.G. Nielsen & Co.'s compliance with the applicable instructions of the General Assessment Reconciliation (Form SIPC-7). W.G. Nielsen & Co.'s management is responsible for W.G. Nielsen & Co.'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:

- Compared the listed assessment payments in Form SIPC-7 with respective cash disbursement records entries in the Company's general ledger noting no differences;
- 2. Compared the amounts reported on the audited Form X-17A-5 for the year ended December 31, 2011, as applicable, with the amounts reported in Form SIPC-7 for the year ended December 31, 2011, noting no differences;
- 3. Compared any adjustments reported in Form SIPC-7 with supporting schedules and working papers prepared for the Company's Focus filings, noting no differences:
- 4. Proved the arithmetical accuracy of the calculations reflected in Form SIPC-7 and in the related schedules and working papers prepared for the Company's Focus filings 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.

Denver, Colorado February 27, 2012

Causey Denger & Moore Onc. CAUSEY DEMGEN & MOORE INC.

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-3IFU-/		Washington, D.C 202-371-8300 sessment Reco			SIPC-7	
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purposes of the audit require	Designated Examining Autho ment of SEC Rule 17a-5:	irity, 1934 Act regi	stration no. and mor	ith in which fiscal	year ends for	
049316 FINRA W G NIELSEN & C 3200 CHERRY CR DENVER CO 8020	CO 21*21 EEK DR S STE 470		any correct	y of the information el requires correct tions to form@sipc the form filed.	ion, please e-mail	
DENVER CO 6020	3-3223 		Name and	telephone number pecting this form.	of person to	
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2. A. General Assessment (i	1 3 7	,	· .	\$ <u>41</u>	17.62	
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Date Paid			· · ·		~	
C. Less prior overpaymen				(	<u>()</u> )	
D. Assessment balance de			, , N	47-	17.62	
	ate payment (see instruction E				0	
F. Total assessment bala	nce and interest due (or overp	payment carried for	ward)	\$ <u>    47</u>	17.62	
G. PAID WITH THIS FORM Check enclosed, payab	le to SIPC			·		
Total (must be same as	Fabove)	\$4	777.62	• · · · · · ·		
H. Overpayment carried fo	rward	\$(	0	_) on number):	·····	
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#### DETERMINATION OF "SIPC NET OPERATING REVENUES" AND GENERAL ASSESSMENT

		AL ASSESSMENT	begi	unts for the fiscal period nning <u>1-1</u> , 20 <u>11</u> ending <u>12-31</u> , 20 <u>11</u>	
				Eliminate cents	
item No 2a. Tota	Il revenue (FOCUS Line 12/Part IIA Line 9, Code 4030)		\$	1968449	
2b. Addi		· ·			
	<ol> <li>Total revenues from the securities business of subsidiaries ( predecessors not included above.</li> </ol>	except foreign subsidiaries) and			
	(2) Net loss from principal transactions in securities in trading a	ccounts.		·	
	(3) Net loss from principal transactions in commodities in trading	g accounts.	-	······	
	(4) Interest and dividend expense deducted in determining item	28.			
	(5) Net loss from management of or participation in the underwri	iling or distribution of securities.			
	(6) Expenses other than advertising, printing, registration fees a profit from management of or participation in underwriting or	nd legal fèes deducted in determining net distribution of securitles.			
1	(7) Net loss from securities in investment accounts.	an <sup>an</sup> ang <sup>an</sup> ang			
	Total additions	and a second second Second second	· · ·		
2c. Dedi		the second second second			
	<ol> <li>Revenues from the distribution of shares of a registered oper investment trust, from the sale of variable annuities, from the advisory services rendered to registered investment compani</li> </ol>	e business of insurance, from investment les or insurance company separate			
	accounts, and from transactions in security futures products.				
	2) Revenues from commodity transactions.		;-		
(	<li>(3) Commissions, floor brokerage and clearance paid to other SI securities transactions.</li>	PC members in connection with		••••••••••••••••••••••••••••••••••••••	
(	4) Reimbursements for postage in connection with proxy solicita	ition.	_		
· (	5) Net gain from securities in investment accounts.				
	6) 100% of commissions and markups earned from transactions (ii) Treasury bills, bankers acceptances or commercial paper from issuance date.				
. (	<ol> <li>Direct expenses of printing advertising and legal fees incurre related to the securities business (revenue defined by Sectio</li> </ol>	d in connection with other revenue a n 16(9)(L) of the Act).			
······	8) Other revenue not related either directly or indirectly to the s	ecurities business.		an an an an an an an ann an ann an an an	
	(See Instruction C): Reimbursed Expenses	>		57400	
	(Deductions in excess of \$100,000 require documentation)				
. (	<li>(i) Total interest and dividend expense (FOCUS Line 22/PAR) Code 4075 plus line 2b(4) above) but not in excess</li>	「IIA Line 13,			
	of total interest and dividend income.	\$O		· .	
	(ii) 40% of margin interest earned on customers securities accounts (40% of FOCUS line 5, Code 3960).	\$O	• .		
	Enter the greater of line (i) or (ii)		_		
	Total deductions			57400	
d. SIPC	Net Operating Revenues		\$	1911049	
	ral Assessment @ .0025		¢	4777.62	5

 W.G. NIELSEN & CO. ANNUAL AUDITED REPORT FORM X-17A-5 PART III DECEMBER 31, 2011