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UNITED STATES ssing SECURITIES AND EXCHANGE COMMISSION Washington D.C. 20549 OMB APPROVAL

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

SEC File Number 8-20955

Washington DC

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### **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 04/01/11 and ending 3/31/12

A. REGISTRANT IDENTIFICATION						
NAME OF BROKER-DEALER: Gregory J. Schwartz & Co., Inc.	٠.		Official Use Only			
ADDRESS OF PRINCIPAL PLACE OF BUSINESS (Do not use P.O. Box No.): 3707 West Maple Road (No. and Street)						
Bloomfield Hills	MI (State)	48301 (Zip Code)				
NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT: Edward A. Schwartz (248) 644-2701  (Area Code – Telephone No.)						
B. ACCOL	INTANT IDEN	ITIFICATION				
INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report* <u>DeMarco Sciaccotta Wilkens &amp; Dunleavy, LLP</u> (Name – if individual, state last, first, middle name) <u>1211 West 22<sup>nd</sup> Street, Suite 110</u> (No. and Street)						
Oak Brook (City)	Illinois (State)	60523 (Zip Code)				
CHECK ONE:						
Certified Public Accountant Public Accountant Accountant, not resident in United States or any of its possessions						
FOR OFFICAL USE ONLY						

<sup>\*</sup>Claims for exemption from the requirement that the annual report 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, <b>Edward A. Schwartz</b> , swear (or affirm) that, to the best of my knowledge and belief, the accompanying financial statement and supporting schedules pertaining to the firm of Gregory J. Schwartz & Co., Inc., as of March 31, 2012, 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:						
None.						
•						
***************************************	Edward Signature					
	TINA STACEY  NOTARY PUBLIC, STATE OF MI  COUNTY OF OAKLAND  MY COMMISSION EXPIRES Feb 18, 2015  ACTING IN COUNTY OF OAKLAND  Title					
	Tina Staces Notary Public					
This re	port** contains (check all applicable boxes):					
X (a)	Facing Page.					
X (b)	Statement of Financial Condition.					
X (c)	Statement of Income (Loss).					
X (d)	Statement of Cash Flows.					
X (e)	(e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital.					
$\Theta_{0}^{(0)}$	Statement of Changes in Liabilities Subordinated to Claims of Creditors.					
(a) (b) (c) (d) (e) (f) (g) (h) (i)	<ul> <li>(i) Information Relating to the Possession or Control Requirements Under Rule 15c-3-3.</li> <li>(j) A Reconciliation, including appropriate explanation, of the Computation of Net Capital</li> </ul>					
☐ (k)	Under Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.  A Reconciliation between audited and unaudited Statements of Financial Condition with respect to methods of consolidation.					
X (I) X (m) X (n)	An Oath or Affirmation.  A copy of the SIPC Supplemental Report.  A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.					

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

STATEMENT OF FINANCIAL CONDITION AND INDEPENDENT AUDITORS' REPORT

MARCH 31, 2012



# INDEPENDENT AUDITORS' REPORT

Board of Directors Gregory J. Schwartz & Co., Inc.

We have audited the accompanying statement of financial condition of Gregory J. Schwartz & Co., Inc. as of March 31, 2012 that you are filing pursuant to rule 17a-5 under the Securities and Exchange Act of 1934. This financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on this financial statement 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, 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 statement of financial condition referred to above presents fairly, in all material respects, the financial position of Gregory J. Schwartz & Co., Inc. as of March 31, 2012, in conformity with accounting principles generally accepted in the United States of America.

De Marco Sciacotta Wilhers & Dunlewy LLP

Oak Brook, Illinois May 18, 2012

# STATEMENT OF FINANCIAL CONDITION

# MARCH 31, 2012

#### **ASSETS**

Cash and cash equivalents Commissions receivable Receivable from broker/dealers Securities owned, at fair value Related party receivables Other assets	\$	832,359 630,305 307,925 60,347 9,713 66,689
TOTAL ASSETS	\$	<u>1,907,338</u>
LIABILITIES AND SHAREHOLDER'S EQUITY		
LIABILITIES  Accounts payable and accrued expenses  Commissions and other compensation payable  Profit sharing contribution payable  Subordinated liabilities	\$	33,255 959,373 131,654 125,000
Total Liabilities	\$	1,249,282
SHAREHOLDER'S EQUITY		44.000
Common stock	\$	14,000
Additional paid-in capital		324,000
Retained earnings		320,056
Total Shareholder's Equity	<u>\$</u>	658,056
TOTAL LIABILITIES AND SHAREHOLDER'S EQUITY	<u>\$</u>	<u>1,907,338</u>

The accompanying notes are an integral part of this financial statement.

### NOTES TO STATEMENT OF FINANCIAL CONDITION

## YEAR ENDED MARCH 31, 2012

## NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES

Organization - Gregory J. Schwartz & Co., Inc. (the "Company") was incorporated in the state of Michigan on August 4, 1976. The Company is a wholly-owned subsidiary of Schwartz Holdings, LLC. The Company is registered with the Securities and Exchange Commission and is a member of the Financial Industry Regulatory Authority (FINRA). The Company's principal business activity is the sale of securities and providing investment advice.

Securities Transactions - Commission revenue and related expense arising from securities transactions are recorded on a trade date basis, which is the same business date as the transaction date. Revenue derived from the sale of limited partnership units on contingent offerings is recognized at the time the limited partnership's escrow agent distributes sales commissions to the Company.

Securities owned - Securities are recorded at fair value in accordance with FASB ASC 820, Fair Value Measurements and Disclosures.

Concentrations of Credit Risk - The Company is engaged in various brokerage activities in which the counterparties primarily include broker/dealers, banks, other financial institutions and the Company's own customers. In the event the counterparties do not fulfill their obligations, the Company may be exposed to risk. The risk of default depends on the creditworthiness of the counterparty or issuer of the instrument. It is the Company's policy to review, as necessary, the credit standing of each counterparty.

In addition, the Company's cash is on deposit at one financial institution and the balance at times may exceed the federally insured limit. The Company believes it is not exposed to any significant credit risk to cash.

Cash Equivalents - For purposes of the Statement of Cash Flows, the Company has defined cash equivalents as highly liquid investments, with original maturities of less than three months that are not held for sale in the ordinary course of business.

## NOTES TO STATEMENT OF FINANCIAL CONDITION

#### YEAR ENDED MARCH 31, 2012

# NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES - (Continued)

Estimates - The preparation of financial statements in conformity with generally accepted accounting principles 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 evaluated all significant events or transactions that occurred through the audit report date, the date these financial statements were available to be issued.

## NOTE 2 - FAIR VALUE MEASUREMENT

FASB ASC 820 defines fair value, creates a framework for measuring fair value, and establishes a fair value hierarchy which prioritizes the inputs to valuation techniques. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. A fair value measurement assumes that the transaction to sell the asset or transfer the liability occurs in the principal market for the asset or liability or, in the absence of a principal market, the most advantageous market. Valuation techniques that are consistent with the market, income or cost approach, as specified by FASB ASC 820, are used to measure fair value.

The fair value hierarchy prioritizes the inputs to valuation techniques used to measure fair value into three broad levels:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities the Company has the ability to access.
- Level 2 inputs are inputs (other than quoted prices included within level 1) that are observable for the asset or liability, either directly or indirectly.

## NOTES TO STATEMENT OF FINANCIAL CONDITION

#### YEAR ENDED MARCH 31, 2012

## NOTE 2 - FAIR VALUE MEASUREMENT - (Continued)

• Level 3 inputs are unobservable inputs for the asset or liability and rely on management's own assumptions about the assumptions that market participants would use in pricing the asset or liability. (The unobservable inputs should be developed based on the best information available in the circumstances and may include the Company's own data.)

Level 1 inputs have been applied to value cash equivalents and certain assets included in receivable from broker/dealers on the statement of financial condition. In addition, Level 1 inputs have been used to value securities owned, which consist of investment securities as listed below.

	<u>C</u>	)wned
Equity securities	\$	1,202
Securities registered under the		
Investment Company Act of 1940		59,145
Total	<u>\$</u>	60,347

No valuation techniques have been applied to all other assets and liabilities included in the statement of financial condition. Due to the nature of these items, all have been recorded at their historical values.

# NOTE 3 - NET CAPITAL REQUIREMENTS

As a registered broker/dealer and member of the Financial Industry Regulatory Authority, the Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregated indebtedness to net capital, both as defined, shall not exceed 1500%. At March 31, 2012 the Company's net capital and required net capital were \$453,330 and \$74,952, respectively. The ratio of aggregate indebtedness to net capital was 248%.

#### **NOTE 4 - INCOME TAXES**

Income taxes do not bear their customary relationship to net income primarily due to the recognition of unrealized losses in securities owned in different periods for tax and financial reporting purposes.

# NOTES TO STATEMENT OF FINANCIAL CONDITION

#### YEAR ENDED MARCH 31, 2012

## NOTE 4 - INCOME TAXES - (Continued)

The Company accounts for any potential interest or penalties related to possible future liabilities for unrecognized income tax benefits as interest/other expense. The Company is no longer subject to examination by tax authorities for federal, state or local income taxes for periods before 2008.

### NOTE 5 - CAPITAL STOCK

The authorized, issued, and outstanding shares of capital stock at March 31, 2012, were as follows:

Preferred stock, \$100 par value, non-voting, cumulative, and redeemable at \$100 a share; 500 shares authorized: none issued and outstanding

Common stock, \$1 par value; 50,000 shares authorized; 14,000 shares issued and outstanding.

#### NOTE 6 - PROFIT-SHARING PLAN

The Company has a discretionary profit-sharing plan, which is integrated with social security, covering substantially all of its employees. The plan includes a provision under IRS Code Section 401(k) whereby participants may contribute to the plan and the Company may match any portion of the participants' contributions. The Company contributions for the profit-sharing and employer matching portion totaled \$92,264 for the year ended March 31, 2012.

# NOTE 7 - OFF-BALANCE-SHEET RISK AND CLEARING AGREEMENT

The Company's customers enter into various transactions involving derivatives and other off-balance-sheet financial instruments. These financial instruments include exchange-traded and over-the-counter options. These derivative financial instruments are used to meet the needs of customers and are, therefore, subject to varying degrees of market and credit risk.

#### NOTES TO STATEMENT OF FINANCIAL CONDITION

#### YEAR ENDED MARCH 31, 2012

# NOTE 7 - OFF-BALANCE-SHEET RISK AND CLEARING AGREEMENT - (Continued)

Since the Company enters into the aforementioned transactions solely for the benefit of its customers, the Company does not bear any of the credit or market risk of those customers, with the exception of the risk to the Company should its customers fail to honor their obligations related to these derivative and other off-balance sheet financial instruments, as mentioned below.

In order to execute and process the aforementioned, as well as other securities transactions, the Company has entered into an agreement with another broker/dealer (Clearing Broker/dealer) whereby the Company forwards (introduces) customer securities transactions to the Clearing Broker/dealer, fully disclosing the customer name and other information. The processing and, if applicable, any financing pertaining to the introduced transactions are performed by the Clearing Broker/dealer. The customer account is therefore maintained and recorded in the books and records of the Clearing Broker/dealer on the Company's behalf. Under the terms of the agreement, the Company is prohibited from entering into a similar agreement with another broker/dealer without prior approval from the Clearing Broker/Dealer. The Company has deposited \$25,000 with the Clearing Broker/Dealer to assure the Company's performance under the agreement. This amount is included in "Receivable from broker/dealers" on the statement of financial condition. The agreement also states that the minimum fee payable per calendar quarter to the Clearing Broker/Dealer is \$3,000 and, should the Company terminate the agreement, the Company must pay \$1,500 for every month remaining in the term until the agreed upon termination date. The agreement may be terminated by either party with 120 days written notification prior to the annual renewal (term) date of August 1st. Further provisions of the agreement state that the Company is to be held responsible for any losses arising when the customers introduced by the Company to the Clearing Broker/Dealer fail to meet their contractual commitments pertaining to the purchase, sale and possible financing of securities transactions. The Company may therefore be exposed to off-balancesheet risk in the event the customer is unable to fulfill its contracted obligations and it is necessary for the Clearing Broker/Dealer to purchase or sell the securities at a loss. The Company's exposure to risk would consist of the amount of the loss realized on the purchase or sale and any additional expenses incurred pertaining to the transaction or other customer activity.

## NOTES TO STATEMENT OF FINANCIAL CONDITION

### YEAR ENDED MARCH 31, 2012

# NOTE 8 - LIABILITIES SUBORDINATED TO CLAIMS OF GENERAL CREDITORS

The borrowing under a subordination agreement at March 31, 2012, is as follows:

Liabilities Pursuant to a Subordinated Loan Agreement:

0% Interest Expires December 31, 2013

\$ 125,000

The subordinated borrowing is covered by an agreement approved by FINRA and is thus available in computing net capital under the Securities and Exchange Commission's Uniform Net Capital Rule. To the extent that this borrowing is required for the Company's continued compliance with minimum net capital requirements, it may not be repaid. The subordinated lender is a related party of the Company.

### NOTE 9 - RELATED PARTY TRANSACTIONS

As mentioned in Note 1, the Company is a wholly-owned subsidiary of Schwartz Holdings, LLC (SH LLC). Through common ownership the Company is also affiliated with Bloomfield Town Center, LLC (BTC), Schwartz Land Company, LLC (doing business as Offices at Maple/Lahser), Schwartz Financial Group, Inc. (SFG), AHSFGI, LLC, Schwartz Benefit Services, LLC, Lahser Maple Development Corporation, Inc., Schwartz Investment Counsel, Inc., Stag Group, LLC, AGW Associates, and The B.A.C.O.N. Investment Club L.L.C. In addition, SFG and an officer of the Company are the general partners or managing members of several limited partnerships and limited liability companies.

During the year ended March 31, 2012, the Company paid \$209,308 to BTC for lease of its premises. The lease agreement is month to month. In addition, the Company has paid BTC \$44,692 for office expenses incurred during the same period.

## NOTES TO STATEMENT OF FINANCIAL CONDITION

#### YEAR ENDED MARCH 31, 2012

# NOTE 9 - RELATED PARTY TRANSACTIONS - (Continued)

The Company has paid an officer and shareholder of the Company \$12,000 for the use of office space during the year ended March 31, 2012. The lease terms are month to month.

The Company received \$202,169 from affiliated companies for reimbursements of clerical and other payroll related expenses incurred on their behalf during the year ended March 31, 2012.

During the year ended March 31, 2012, the Company earned \$66,898 in commissions for sales of the Ave Maria family of funds shares. Of that amount, \$16,876 was receivable at March 31, 2012 and is included in "Commissions receivable" on the statement of financial condition. Ave Maria Funds are mutual funds managed by Schwartz Investment Counsel, Inc. In addition, the Company earned \$13,372 in fees from The Stag Group LLC.

The Company maintained a written lease agreement with SFG that expires June 2012 for various computer equipment. The terms of this agreement are month to month and total expense for the year ended March 31, 2012 was \$28,260.

Effective March 1, 2010 (and amended June 1, 2011), the Company entered into an expense sharing agreement with SH LLC. According to terms of the agreement, SH LLC will provide the Company with certain management and consulting services. In addition, SH LLC will pay certain overhead expenses on behalf of the Company. In return for these services, the Company has agreed to pay fees and other reimbursements to SH LLC. This agreement may be terminated with or without cause by either party with written notification. For the year ended March 31, 2012, the Company paid \$1,207,706 to SH LLC under this agreement, as follows:

Occupancy	\$	221,308
Communications		133,469
Travel and promotion		143,296
Management fees		540,000
Other		169,633
Total	<u>\$</u>	<u>1,207,706</u>