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# **ANNUAL AUDITIED REPORT FORM X-17A-5 PARTIII**

SEC FILE NUMBER 8-36920

#### **FACING PAGE**

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

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

# **OATH OR AFFIRMATION**

sup <sub>l</sub>	oorting ar (or	Klicman, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and g schedules pertaining to the firm of Girard Securities, Inc., as of March 31, 2012, are true and correct. I further affirm) that neither the company nor any partner, proprietor, principal officer or director has any proprietary interest count classified solely as that of a customer, except as follows:
		None
		<u> </u>
		Shuly Kluman
		Signature
		Chief Financial Officer
	١,	Title
	Lh	Notary Public  CHERYL APPLEBY Commission No. 1871724 NOTARY PUBLIC - CALIFORNIA SAN DIEGO COUNTY
Thi	s repo	rt ** contains (check all applicable boxes):
团		Facing page.
図		Statement of Financial Condition.
Ø		Statement of Income (Loss).
		Statement of Cash Flows.
Image: Control of the con	(e)	Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital.
	(f)	Statement of Changes in Liabilities Subordinated to Claims of Creditors.  Computation of Net Capital.
	(g)	Computation of Net Capital.  Computation of 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
	٧,	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 o consolidation.
	(1)	An Oath or Affirmation.
囨		A copy of the SIPC Supplemental Report.
Ø	(n)	A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.

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

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CERTIFIED PUBLIC ACCOUNTANTS
A Professional Corporation

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#### Report Of Independent Registered Public Accounting Firm

Board of Directors
Girard Securities, Inc.

We have audited the accompanying statements of financial condition of Girard Securities, Inc. as of March 31, 2012 and 2011, and the related statements of income, changes in stockholders' equity, and cash flows for the years then ended. 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 the Public Company Accounting Oversight Board (United States). 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 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 Girard Securities, Inc. at March 31, 2012 and 2011, 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.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The Supplemental Schedule, Computation of Net Capital, 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 of the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

San Diego, California May 18, 2012

Boros & Farwigton APC

# **Statements of Financial Condition** March 31, 2012 and 2011

#### ASSETS

ASSETS		
	2012	2011
Cash and cash equivalents	\$ 491,646	\$ 502,638
Securities owned, at market value	114,780	107,426
Collateral for secured demand note	500,000	500,000
Due from clearing organizations	1,301,376	891,014
Commissions receivable	1,720,607	1,354,511
Other receivables	663,605	808,617
Fixed assets, less accumulated depreciation		
of \$954,408 and \$815,251	308,906	300,522
Prepaid expenses and other	<u>276,447</u>	183,366
	\$5,377,3 <u>67</u>	<u>\$4,648,094</u>
LIABILITIES AND STOCKHOL	DERS' EQUITY	
Liabilities		
Accounts payable and other accrued expenses	\$2,695,664	\$1,927,682
Securities sold not yet purchased	•	5,308
Due to clearing organizations	434	43,788
Liabilities subordinated to claims of general creditors	500,000	500,000
Total liabilities	3,196,098	2,476,778
Stockholders' equity Preferred stock, no par value; 2,000 shares authorized;		
1,138 shares issued and outstanding	1,138,000	1,138,000
Common stock, no par value; 2,000,000 shares authorized;		•
1,260,500 shares issued and outstanding	67,430	67,430
Additional paid-in capital	548,785	548,785
Retained earnings	<u>427,054</u>	417,101
Total stockholders' equity	2,181,269	2,171,316
	<u>\$5,377,367</u>	\$4,648,094

See notes to financial statements.

# Statements of Income Years Ended March 31, 2012 and 2011

	2012	2011
Revenues		-0.2.2
Commissions income	\$40,922,736	\$37,566,326
Trading profits and floor brokerage	196,718	697,911
Interest income	121,519	192,424
Fee and other income	4,099,573	4,114,073
Total revenues	45,340,546	42,570,734
Expenses		
Commissions and clearing	38,673,958	35,931,801
Compensation and benefits	2,578,240	2,635,067
General and administrative expenses	4,006,699	3,943,035
Interest expense	12,000	12,000
Total expenses	45,270,897	42,521,903
Income before income taxes	69,649	48,831
Income tax benefit (expense)	(59,696)	(11,227)
Net income	\$ 9,953	\$ <u>37,604</u>

See notes to financial statements.

# Statements of Changes in Stockholder's Equity Years Ended March 31, 2012 and 2011

	Preferred Stock	Common Stock	Additional Paid-in Capital	Retained Earnings
Balance, April 1, 2010	\$1,138,000	\$67,430	\$548,785	\$ 379,497
Net income			Eliteratura de la companya del companya de la companya del companya de la company	37,604
Balance, March 31, 2011	1,138,000	67,430	548,785	417,101
Net income	Administration of the contract	-	THE ART HE ARE A SALEAN COMPANIES AND SALES AN	9,953
Balance, March 31, 2012	\$1,138,000	\$67,430	<u>\$548,785</u>	\$ 427,054

# Statements of Liabilities Subordinated to Claims of General Creditors Years Ended March 31, 2012 and 2011

	2012	2011
Balance, beginning of year	\$500,000	\$500,000
Increases	-	500,000
Decreases		(500,000)
Balance, end of year	<u>\$500,000</u>	\$500,000

See notes to financial statements.

# Statements of Cash Flows Years Ended March 31, 2012 and 2011

	2012	2011
Cash flows from operating activities		
Net income	\$ 9,953	\$ 37,604
Adjustments to reconcile net income		
to net cash from operating activities		
Depreciation	139,157	173,571
Changes in operating assets and liabilities		
Due from clearing organizations	(453,716)	(368,148)
Commissions receivable	(366,096)	(426,301)
Other receivables	145,012	16,074
Prepaid expenses and other	(93,081)	66,578
Accounts payable and other accrued expenses	767,982	<u> 552,037</u>
Net cash from operating activities	<u>149,211</u>	51,415
Cash flows from investing activities		
Capital expenditures	(147,541)	(49,134)
Securities sold not yet purchased	(5,308)	5,308
Securities owned	(7,354)	<u>(16,594</u> )
Net cash from investing activities	(160,203)	(60,420)
Cash flows from financing activities	·	-
Net decrease in cash and cash equivalents	(10,992)	(9,005)
Cash and cash equivalents		
Beginning of year	502,638	511,643
End of year	\$ 491,646	\$ 502,638
Supplemental disclosure of cash flow information:		
Income taxes paid	<u>\$ 59,696</u>	\$ 11,227
Interest paid	<u>\$_12,000</u>	<u>\$ 12,000</u>

See notes to financial statements.

#### **Notes to Financial Statements**

#### 1. THE COMPANY AND ITS SIGNIFICANT ACCOUNTING POLICIES

#### The Company

Girard Securities, Inc. (the "Company"), headquartered in San Diego, is an introducing broker-dealer clearing customer transactions through another broker-dealer on a fully disclosed basis, and is registered with the Financial Industry Regulatory Authority and the Securities and Exchange Commission ("SEC") pursuant to the Securities Exchange Act of 1934 and an investment adviser registered with the SEC pursuant to the Investment Advisers Act of 1940. The Company is also a member of the National Futures Association and the Securities Investor Protection Corporation.

The Company principally transacts business as an agent on behalf of customers in mutual funds, stocks, fixed income instruments, commodities, options, private and public partnerships, annuities, and advisory services. The company is licensed to operate in all 50 states and has an independent contractor sales force located throughout the United States with a majority of registered representatives residing in Southern California.

#### **Basis of Presentation**

The preparation of financial statements in conformity with generally accepted accounting principles in the United States of America requires management to make estimates that affect the reported amounts of assets and liabilities and disclosures 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 may differ from those estimates.

#### Cash and Cash Equivalents

Cash and cash equivalents are highly liquid investments, with original maturities of less than 90 days. Cash and cash equivalents are composed of interest-bearing deposits, non-interest-bearing deposits and money market funds.

#### **Securities Owned**

Securities owned are reflected on a trade date basis at market value with realized and unrealized gains and losses being reflected in current period earnings. Market values are based on prices from independent sources, such as listed market prices or broker or dealer price quotations.

#### **Collateral for Secured Demand Note**

The collateral for the secured demand note consists of securities held by the Company's clearing organization. The collateral is carried in the accompanying financial statements at the lower of the face value of the secured demand note or the fair market value of the related securities less appropriate haircuts.

#### **Due from Clearing Organizations**

Receivable from clearing organizations primarily consists of commission receivables and other receivables from broker-dealers.

#### **Fixed Assets**

Furniture, equipment, and leasehold improvements are recorded at historical cost, net of accumulated depreciation and amortization. Depreciation is recognized using the straight-line method over the estimated useful lives of the assets. Furniture and equipment are depreciated over five years. Leasehold improvements are amortized using the straight line method over the shorter of the lease term or the estimated useful lives of the assets. Maintenance and repairs,

#### **Notes to Financial Statements**

which do not extend asset lives, are expensed as incurred. Management reviews fixed assets for impairment whenever events or changes in circumstances indicate the carrying amount of the assets may not be recoverable. No impairment was determined to exist at March 31, 2012.

#### Fair Value of Financial Instruments

The Company's financial assets and liabilities are carried at fair value or at amounts that, because of their short-term nature, approximate current fair value.

#### **Legal Reserves**

The Company recognizes liabilities for contingencies when there is an exposure that, when fully analyzed, indicates it is both probable that a liability has been incurred and the amount of loss can be reasonably estimated. When a range of probable loss can be estimated, the Company accrues the most likely amount; if not determinable, the Company accrues at least the minimum of the range of probable loss.

The Company records reserves related to legal proceedings in "Accounts payable and other accrued expenses." The determination of these reserves amounts requires significant judgment on the part of management. Management considers many factors including, but not limited to: the amount of the claim; the amount of the loss in the client's account; the basis and validity of the claim; the possibility of wrongdoing on the part of a registered representative of the Company; previous results in similar cases; and legal precedents and case law. Each legal proceeding is reviewed with counsel in each accounting period and the reserve is adjusted as deemed appropriate by management. Lastly, each case is reviewed to determine if it is probable that insurance coverage will apply, in which case the reserve is reduced accordingly. Any change in the reserve amount is recorded in the financial statements and is recognized as a charge to earnings in that period.

#### **Revenue Recognition**

Security transactions and the related revenue are recorded on a trade date basis.

Commissions income. The Company records commissions received from mutual funds, annuity, insurance, equity, fixed income, direct investment, option and commodity transactions on a tradedate basis. Commissions also include mutual fund and variable annuity trails, which are recognized as earned.

Due to the significant volume of mutual fund and variable annuity purchases and sales transacted by our registered representatives directly with product manufacturers, management must estimate a portion of its upfront commission and trail revenues for each accounting period for which the proceeds have not yet been received. Because the Company records commissions payable based upon our standard payout ratios for each product as we accrue for commission revenue, any adjustment between actual and estimated commission revenue will be offset in part by the corresponding adjustment to commissions payable.

The Company charges investment advisory fees based on a client's portfolio value, generally at the beginning of each quarter. Advisory fees collected in advance are recorded as unearned revenue and are recognized ratably over the respective billing period. Advisory fees collected in arrears are recorded as earned. Asset based fees are primarily derived from the Company's marketing and due diligence agreements, and are both recorded and recognized in the period in which services are provided.

#### **Notes to Financial Statements**

Trading profits and floor brokerage. Under agreement, the Company clears trades for an unaffiliated correspondent broker and retains a portion of commissions as a fee for its services. In addition, the Company periodically trades from its own inventory, resulting in a trading gain or loss.

Interest income. The Company earns interest income from its cash equivalents and client margin balances.

Administrative and other fee income. The Company charges administrative fees, which relate to service provided for supporting financial advisors on the Advisory platform. The Company charges administrative fees based on a client's portfolio value, generally at the beginning of each quarter. administrative fees collected in advance are recorded as unearned revenue and are recognized ratably over the respective billing period. Administrative fees collected in arrears are recorded as earned. The Company charges other miscellaneous fees, which relate to services provided and other account charges generally outlined in the Company's agreements with its financial advisors and clients. Such fees are recognized as services are performed or as earned, as applicable.

#### Leases

The Company lease office space and copiers under operating leases. The Company recognizes rent expense related to these operating leases on a straight-line basis over the lease term. The lease term commences on the earlier of the date when the Company becomes legally obligated for the rent payments or the date on which the Company takes possession of the property.

#### **Share-Based Compensation**

At March 31, 2012 the company has one stock-based employee compensation plan, which is described more fully in Note 6 below. In addition, the Company has granted stock appreciation rights ("SARs") to its independent contractor Financial Representatives, which are described more fully in Note 7 below. These awards are revalued at each reporting date for purposes of measuring compensation expense associated with these awards. Compensation expense is recognized for all stock based compensation with future service requirements over the relevant vesting periods using the straight-line method.

#### **Income Taxes**

The Company accounts for income taxes using the asset and liability method whereby deferred tax asset or liability account balances are calculated at the balance sheet date using current tax laws and rates in effect. Valuation allowances are established, when necessary, to reduce deferred tax assets when it is *more likely than not* that a portion or all of a given deferred tax asset will not be realized. Income tax expense includes (i) deferred tax expense, which generally represents the net change in the deferred tax asset or liability balance during the year plus any change in valuation allowances and (ii) current tax expense, with represents the amount of tax currently payable to or receivable from a taxing authority. Uncertain tax positions are only recognized to the extent they are more likely than not of being sustained upon examination. The amount of tax benefit recognized is the largest amount of tax benefit that is more than fifty percent likely of being sustained on ultimate settlement of an uncertain tax position.

#### **Concentration of Credit Risk**

The company maintains cash balances with various financial institutions. Management performs periodic evaluations of the relative credit standing of these institutions. The Company has not sustained any material credit losses from these instruments.

#### **Notes to Financial Statements**

The Company maintains individually significant receivable balances with financial institutions. If the financial condition and operations of these institutions deteriorate substantially, the Company's operating results could be adversely affected. Management performs ongoing credit evaluations of these financial institutions. No allowance for doubtful accounts was considered necessary at March 31, 2012 and 2011.

#### Reclassifications

Certain prior year financial statement classifications have been reclassified to conform with the current year's presentation.

#### 2. SECURED DEMAND NOTE PAYABLE

At March 31, 2012, the Company has a secured demand note payable of \$500,000 which bears interest at \$12,000 per annum, matures on July 28, 2015, and is subordinated to the claims of general creditors. The note is collateralized by debt securities which had a fair market value of \$572,933 at March 31, 2012.

#### 3. INCOME TAXES

The effective income tax rate varies from the statutory federal income tax rate of 34% for the following reasons:

	2012	2011
"Expected" federal income tax benefit (expense)	\$ (23,681)	\$ (12,785)
State income tax	(21,707)	(11,227)
Change in valuation allowance	(14,308)	12,785
Income tax benefit (expense)	\$ (59,696)	\$ (11,227)

#### 4. STOCKHOLDER'S EQUITY

#### Series A Preferred Stock

Each share of Series A preferred stock (i) has an original issue price of \$1,000; (ii) is non-voting; (iii) is entitled to receive cumulative dividends at an annual rate of \$30 per share; (iv) has an original liquidation value of \$1,000 plus any accrued and unpaid dividends; and (v) is redeemable at the option of the holder at \$1,050 plus any accrued and unpaid dividends in three annual installments commencing 60 days after receipt by the Company at any time after June 30, 2016 from holders of at least 66 2/3% of the then outstanding shares of Series A Preferred Stock subject to certain limitations as described in the Company's Articles of Incorporation.

#### 5. COMMITMENTS AND CONTINGENCIES

#### **Bank Accounts**

The Company maintains several bank accounts at financial institutions. These accounts are insured by the Federal Deposit Insurance Commission ("FDIC"), up to \$250,000. At times during the year ended March 31, 2012, cash balances held in financial institutions were in excess of the FDIC's insured limits. The Company has not experienced any losses in such accounts and management believes that it has not experienced any losses in such accounts and management believes that it has placed its cash on deposit with financial institutions which are financially stable.

#### **Notes to Financial Statements**

#### Off Balance Sheet Risk

As discussed in Note 1, the Company does not hold customer segregated cash or securities balances. Transactions are processed by a clearing firm on a fully disclosed basis. In conjunction with this arrangement, the Company is contingently liable for any unsecured debit balances in the customer accounts introduced by the Company. These customer activities may expose the Company to off-balance-sheet credit risk in the event the introduced customer is unable to fulfill its contracted obligations. The Company seeks to control such credit risk by monitoring its exposure to the risk of loss daily, on an account-by-account basis. At March 31, 2012, the Company was not responsible for any unsecured debits and did not have any open positions in its trading accounts.

#### Arbitration

The Company has been named as a defendant in arbitration proceedings. In view of the inherent difficulty of predicting the outcome of such matters, particularly in cases in which claimants seek substantial or indeterminate damages, the Company cannot predict with certainty what the eventual loss or range of loss related to such matter will be. The Company believes, based on current knowledge, after consultation with counsel, and consideration of insurance, if any, that the outcome of such matters will not have a material adverse effect on the financial condition of the Company or its results of operations.

#### Leases

The Company leases its primary facilities and certain other assets under non-cancelable operating lease that expires through May 2014. Under the facility lease, the Company pays taxes, insurance, and maintenance expenses. Rent expense was \$153,574 in fiscal 2012 and \$148,090 in fiscal 2011. Future minimum lease commitments under the long-term non-cancelable operating leases are as follows:

Year Ending March 31:	
2013	\$76,332
2014	12,722
	\$89,054

#### 6. EMPLOYEE SHARE-BASED COMPENSATION AND OTHER BENEFITS

#### Non-Qualified Stock Option Plan

At October 1, 2007, the Company implemented a non-qualified stock option plan available for grant to employees and members of the Company's Board of Directors. Options are exercisable in the 60<sup>th</sup> month following the date of grant and only in the event that the grantee is an employee of the Company at that time, disabled, deceased or recently retired. The Company grants new options under its plan approved by the members of the Company's Board of Directors and its sole shareholder.

As noted above, the Company has a non-qualified stock option plan, the Company may grant up to 250,000 options which each option is convertible into one share of common stock. As of March 31, 2012, the Company has 149,300 stock options granted. The options are granted to key personnel. Option terms are specified in individual agreements and expire on a date no later than the tenth anniversary of the grant date. The exercise price of each option shall not be less than the market price of the Company's stock on the date of grant.

#### **Notes to Financial Statements**

As of March 31, 2012, there was no unrecognized compensation cost related to stock option grants issued to its key employees based on estimated fair value at that date. The fair value of each option grant is estimated on the date of grant using Black – Scholes option pricing model.

#### 401(k) Plan

The Company has a 401(k) defined contribution plan. All employees meeting minimum age and length of service requirements are eligible to participate. For fiscal year 2011, the Company elected to not make any matching contributions to the 401(k) plan. The Company's total cost for the 401(k) plan for fiscal year 2012 was \$7,155.

#### 7. NON-EMPLOYEE SHARE-BASED COMPENSATION

Under the Company's SARs plan, the Company may grant stock appreciation rights to its independent contractor Financial Representatives. Under the 2007 Stock Appreciation Rights Plan for Independent Contractors, the Company may grant up to 250,000 shares of SARs to independent contractor Financial Representatives. As of March 31, 2012, the SARs Plan had 145,400 rights outstanding. SARs are exercisable in the event of a liquidity event and provided that the Financial Representatives are still associated with the Company, disable, decreased or recently retired. Under the Plan, the exercise price of each SAR equals the market price of the Company's stock on the date of grant.

The Company concluded that absent a specific performance commitment, these grants are to measured at their vesting date fair value and their fair value estimated at reporting dates prior to that time. The compensation expense recognized each period should be based on the most recent estimated value. Further, the Company will classify these non-employee awards as liabilities at fair value upon vesting, with changes in fair value reported in earnings until these awards are exercised or forfeited.

As of March 31, 2012, there was no unrecognized compensation cost related to grants issued to its independent contractor Financial Representatives based on estimated fair value at that date.

#### 8. RELATED PARTY TRANSACTIONS

In November 2007, the Company entered into a three year software sublicensing agreement with Girard Holding Company, Inc., an entity under common control by the Company's stockholder. In fiscal 2011, the Company paid \$36,938 for rights to use the software under the sublicensing agreement expired in March 2011.

In December 2005, the Company entered into an office lease agreement for its primary facilities with Roman Empire Realty, an entity under common ownership by the Company's stockholder and Chief Executive Officer. Under this agreement the Company incurred rent expense of \$153,574 in fiscal 2012 and \$148,090 in fiscal 2011.

Beginning in December 2001, the Company has entered into various software maintenance and development agreements with Financial Database Services ("FDS"), an entity under common ownership by the Company's stockholder and Chief Executive Officer. FDS provides information technology and application development services for the Company's trading platform. Under these agreements, the Company received software maintenance and development services of \$165,478 in fiscal 2012 and \$164,605 in fiscal 2011. At March 31, 2012 the Company had no obligation payable to FDS.

#### **Notes to Financial Statements**

In May 2008, the Company entered into a lease agreement with Vista Mesa, LLC, an entity under common control by the Company's stockholder and Chief Executive Officer, to lease certain fixed assets, a trademark, and a due diligence process. Under this agreement the Company incurred rent expense of \$76,333 in fiscal 2012 and \$57,550 in fiscal 2011.

Agreements and transactions between related parties do not necessarily represent terms that might be negotiated between unrelated parties.

#### 9. NET CAPITAL REQUIREMENTS

Under Rule 15c3-1 of the Securities Exchange Act of 1934, the Company is required to maintain a minimum net capital (as defined) and a ratio of aggregate indebtedness to net capital (as defined) not exceeding 15 to 1.

The Company's ratio at March 31, 2012 was 2.10 to 1. The basic concept of the Rule is liquidity, its object being to require a broker-dealer in securities to have at all times sufficient liquid assets to cover its current indebtedness. At March 31, 2012, the Company had net capital of \$1,286,557 which was \$1,036,557 in excess of the amount required by the SEC.

# 10. COMPUTATION FOR DETERMINATION OF RESERVE REQUIREMENTS AND INFORMATION RELATING TO THE POSSESSION AND CONTROL REQUIREMENTS UNDER SEC RULE 15c3-3

The Company relies on Section K(2)(ii) of the SEC Rule 15c3-3 to exempt them from the provisions of these rules.

\*\*\*\*

# Supplemental Schedule Computation of Net Capital Pursuant to SEC Rule 15c3-1

# March 31, 2012

Total stockholders' equity	\$2,181,269
Liabilities subordinated to claims of general creditors allowable in computation of net capital	500,000
Total capital and allowable subordinated liabilities	2,681,269
Less non-allowable assets Commissions receivable Other receivables Prepaid expenses and other Fixed assets Net capital before haircuts on security positions	114,626 663,605 276,447 308,906 1,317,685
Less haircuts on security positions Debt securities Other securities	29 31,099
Net capital	1,286,557
Minimum net capital required	250,000
Excess net capital	<u>\$1,036,557</u>
Total aggregate indebtedness (excluding securities sold not yet purchased and subordinated demand note)	<u>\$2,696,098</u>
Ratio of aggregate indebtedness to net capital	2.10

Note: There are no differences between the net capital reported above and the net capital reported on form FOCUS X-17A-5 Part IIA as of March 31, 2012.

# Independent Auditor's Report On Internal Control Required by SEC Rule 17a-5(g)(1)

Board of Directors Girard Securities, Inc.

In planning and performing our audit of the financial statements and supplementary schedules of Girard Securities, Inc. (the "Company") as of for the year ended March 31, 2012, in accordance with the Public Company Accounting Oversight Board (United States), 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 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 or 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 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 paragraph 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 a material weakness, as defined previously.

We understand that the 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 March 31, 2012, 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 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.

San Diego, California

Boros & Farington APC

May 18, 2012

CERTIFIED PUBLIC ACCOUNTANTS
A Professional Corporation

11770 Bernardo Plaza Court • Suite 210 San Diego, CA 92128-2424 (858) 487-8518 • Fax (858) 487-6794 borosfarrington@msu.com

#### **SIPC Supplemental Report**

Board of Directors Girard Securities, 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 General Assessment Reconciliation (Form SIPC-7) to the Securities Investor Protection Corporation (SIPC) for the year ended March 31, 2012, which were agreed to by Girard Securities, 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 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 March 31, 2012, with the amounts reported in Form SIPC-7 for the year ended March 31, 2012 noting no differences;
- 3. Compared any adjustments reported in Form SIPC-7 with supporting schedules and working papers noting no differences;
- 4. Proved the arithmetical accuracy of the calculations reflected in Form SIPC-7 and in the related schedules and working papers supporting the adjustments noting no differences; and
- 5. Compared the amount of any overpayment applied to the current assessment with the Form SIPC-7 on which it was originally computed 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.

San Diego, California May 18, 2012

Boros & Farmagton APC

# Determination of "SIPC Net Operating Revenues" General Assessment And Schedule of Payments Pursuant to SEC Rule 17a-5(e)(4)

# Year Ended March 31, 2012

Total revenue	\$45,340,546
Deductions  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	(24,116,707)
Revenues from commodity transactions	(223,639)
Net gain from securities in investment accounts	595
Other revenue not directly or indirectly related to the securities business	(135,000)
Interest expense	(12,000)
SIPC net operating revenues	<u>\$20,853,795</u>
General assessment @ .0025	\$ 52,134
Less payments October 31, 2011 April 30, 2012	(27,743) (24,391)
Assessment balance due	<u>\$</u>