





SSION

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

> SEC FILE NUMBER 8-034954

## OCT 12 201/ANNUAL AUDITED REPORT **FORM X-17A-5** PART III

Washington DC 402

**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_	August 1, 2011	AND ENDING	ly 31, 2012
	MM/DD/YY	Minimaline advantages observations of the control o	MM/DD/YY
A. REC	GISTRANT IDENTIF	ICATION	
NAME OF BROKER-DEALER: Thimas	M. Nixon 8 Assu	ates iInc.	OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUS 4775 Wallingford Street			FIRM I.D. NO.
Pittsburgh	(No. and Street) PA	1	5213
(City)	(State)	(Z	Cip Code)
NAME AND TELEPHONE NUMBER OF P Thomas M. Nixon	ERSON TO CONTACT IN		412-621-6600
			(Area Code – Telephone Number
B. ACC	COUNTANT IDENTII	ICATION	
INDEPENDENT PUBLIC ACCOUNTANT ParenteBeard LLC	whose opinion is contained	in this Report*	
	(Name - if individual, state lass	t, first, middle name)	
20 Stanwix Street, Suite 800	Pittsburgh	PA	15222
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:			
▼ Certified Public Accountant			
☐ Public Accountant			
☐ Accountant not resident in Un.	ted States or any of its pos	ssessions.	
	FOR OFFICIAL USE	ONLY	

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

> 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.

SEC 1410 (06-02)

## OATH OR AFFIRMATION

I.	Thomas M. Nixon	, swear (or affirm) that, to the best of
my Tho	knowledge and belief the accompany omas M. Nixon and Associates, Inc.	ng financial statement and supporting schedules pertaining to the firm of , as
of	July 31	, 20 12 , are true and correct. I further swear (or affirm) that
	her the company nor any partner, pr	prietor, principal officer or director has any proprietary interest in any account
	sified solely as that of a customer, ex	
		A market
		Signature  President
	$\wedge$	President
		Title
(-		
7	Notary Public	COMMONWEALTH OF PENNSYLVANIA
	Notary Public	Notarial Seal Catherine B. Kelley, Notary Public
This	s report ** contains (check all applic	ole boxes): City of Pittsburgh, Allegheny County My Commission Expires Aug. 11, 2013
	(a) Facing Page.	Member, Pennsylvania Association of Notaries
	(b) Statement of Financial Conditio	
	(c) Statement of Income (Loss).	
빌	(d) Statement of Changes in Financ	Condition.
	(e) Statement of Changes in Stockh	ders' Equity or Partners' ox Sole Proprietors' Capital.
		es Subordinated to Claims of Creditors.
×	(g) Computation of Net Capital.	CD D Dumayant to Dula 15a2 2
Ц	(h) Computation for Determination	f Reserve Requirements Pursuant to Rule 15c3-3.
	(1) Information Relating to the Poss	ssion or Control Requirements Under Rule 15c3-3.  priate explanation of the Computation of Net Capital Under Rule 15c3-1 and the
	(j) A Reconciliation, including appr	f the Reserve Requirements Under Exhibit A of Rule 15c3-3.
П	Computation for Determination	ited and unaudited Statements of Financial Condition with respect to methods of
П	• •	ned and unaudited Statements of I maneral Condition with respect to memode of
×	consolidation. (1) An Oath or Affirmation.	
	(m) A copy of the SIPC Supplement	Report
	(n) A report describing any material	adequacies found to exist or found to have existed since the date of the previous audit.
	(o) Statement of Cash Flows	**************************************
** <sub>F</sub>	or conditions of confidential treatme	t of certain portions of this filing, see section 240.17a-5(e)(3).



OCT 12 2012

Washington DC 402

# Thomas M. Nixon and Associates, Inc.

Financial Statements and Supplementary Information

July 31, 2012



Financial Statements and Supplementary Information

July 31, 2012

Table of Contents July 31, 2012

	Page
Independent Auditors' Report	1
Financial Statements	
Statement of Financial Condition	2
Statement of Operations	3
Statement of Changes in Stockholder's Equity	4
Statement of Cash Flows	5
Notes to Financial Statements	6
Supplementary Information	
Computation of Aggregate Indebtedness and Net Capital in Accordance with Rule 15c3-1 Under the Securities Exchange Act of 1934	10
Schedule of Selling Expenses	11
Schedule of General and Administrative Expenses	12
Internal Control Report	
Independent Auditors' Report on Internal Control Required by SEC Rule 17a-5(g)(1) for a Broker-Dealer Claiming an Exemption from SEC Rule 15c3-3	13



## **Independent Auditors' Report**

Stockholder
Thomas M. Nixon and Associates, Inc.

We have audited the accompanying statement of financial condition of Thomas M. Nixon and Associates, Inc (the "Company"). as of July 31, 2012 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 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 Thomas M. Nixon and Associates, Inc. as of July 31, 2012 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, as listed in the accompanying table of contents, required by Rule 17a-5 under the Securities Exchange Act of 1934 is presented for purposes of additional analysis or is presented to provide additional details of expenses 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 statements 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 as a whole.

Parente Beard 44C

Pittsburgh, Pennsylvania October 5, 2012

Statement of Financial Condition July 31, 2012

Assets Liabilities and Stockholder's Equity			
Current Assets		Current Liabilities	
Cash	\$ 46,662	Accounts and commissions payable	\$ 443
Commissions receivable	1,016	Accrued payroll taxes and other liabilities	670
Prepaid expenses	87	, ,	
Shareholder advances	6,504	Total liabilities	1,113
Deferred tax asset	3,588		
Total current assets	57,857		
Property and Equipment			
Equipment	35,108		
Furniture and fixtures	33,794		
Automobile	14,742		
		Stockholder's Equity	
	83,644	Common stock, no par value; \$1 stated value per share; 1,000 shares authorized; 601 shares issued,	
Less accumulated depreciation	77,901	of which 1 share is held in treasury	601
		Paid-in capital	98,366
Total property and equipment	5,743	Retained deficit	(33,068)
		Treasury stock, at cost	(1,612)
Other Assets		,,	(1,012)
Membership deposit	1,800	Total stockholder's equity	64,287
Total assets	\$ 65,400	Total liabilities and stockholder's equity	\$ 65,400

Statement of Operations Year Ended July 31, 2012 Revenues Commission income \$ 225,267 **Operating Expenses** Selling 88,567 General and administrative 143,659 Total operating expenses 232,226 Net loss before income taxes (6,959)**Benefit From Income Taxes** Current Deferred (1,504)Total income tax benefit (1,504)Net loss \$ (5,455)

Statement of Changes in Stockholder's Equity Year Ended July 31, 2012

		Common Stock		<del>-</del>		Retained Deficit		Treasury Stock		Total Stockholder's Equity	
Balances at July 31, 2011	\$	601	\$	98,366	\$	(27,613)	\$	(1,612)	\$	69,742	
Net loss		-				(5,455)			<del></del>	(5,455)	
Balances at July 31, 2012	\$	601	\$	98,366	\$	(33,068)	\$	(1,612)	\$	64,287	

Statement of Cash Flows Year Ended July 31, 2012

Cash Flows	from	Operating	Activities
------------	------	-----------	------------

Net loss	\$ (5,455)
Adjustments to reconcile net loss to net cash provided by operating activities:	
Depreciation	2,613
Loss on forgiveness of employee receivable	19,500
Deferred income taxes	(1,504)
(Increase) decrease in cash due to changes in assets and liabilities	
Commissions receivable	651
Shareholder advances	(6,504)
Accounts and commissions payable	1
Accrued payroll taxes and other liabilities	 (175)
Net cash provided by operating activities	 9,127
Net increase in cash and cash equivalents	9,127
Cash and Cash Equivalents, Beginning	37,535
Cash and Cash Equivalents, Ending	\$ 46,662

Notes to Financial Statements July 31, 2012

#### 1. Nature of Operations

Thomas M. Nixon and Associates, Inc. (the-"Company") is incorporated under the laws of the Commonwealth of Pennsylvania and acts as a broker-dealer in connection with the offer and sale of securities, and engages in investment activities. The Company primarily services customers located in Western Pennsylvania. The Company is registered in Arizona, California, Colorado, Connecticut, Florida, Georgia, Illinois, Indiana, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Nebraska, Nevada, New Jersey, New Mexico, New York, North Carolina, Ohio, Pennsylvania, South Carolina, Texas, Virginia, and West Virginia. The Company executes investment transactions at the direction and on behalf of its customers. The Company does not carry security accounts for its customers or perform custodial functions related to customer securities. The Company is a member and is subject to examination and supervision by the Financial Industry Regulator Authority ("FINRA") and the Securities and Exchange Commission ("SEC").

## 2. Summary of Significant Accounting Policies

#### **Use of 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.

#### **Revenue and Cost Recognition**

The Company uses the accrual method of accounting. Revenue is primarily from commissions from the sale of securities and is recognized as earned on a trade date basis. Selling, and general and administrative costs are charged to expense as incurred.

#### **Subsequent Events**

The Company evaluated subsequent events for recognition and disclosure through October 5, 2012, the date these financial statements were available to be issued.

#### **Property and Equipment**

Equipment, furniture and fixtures and automobile are carried at cost. Depreciation is principally calculated by the straight-line and accelerated methods for financial reporting purposes based on the estimated useful lives of the assets. For income tax purposes, depreciation is computed using accelerated methods. Depreciation expense for the year ended July 31, 2012 was \$2,613.

Notes to Financial Statements July 31, 2012

### **Cash Equivalents**

For purpose of the statements of cash flows, the Company considers all highly liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents. There were no cash equivalents as of July 31, 2012.

#### **Income Taxes**

For income tax reporting purposes, the Company uses the cash basis method of accounting whereby income is recognized when received and expenses are recognized when paid.

Deferred income tax assets and liabilities are computed annually for differences between the financial statement and tax basis of assets and liabilities that will result in taxable or deductible amounts in the future based on enacted tax laws and rates applicable to the periods in which the differences are expected to affect taxable income. Valuation allowances are established when necessary to reduce deferred tax assets to the amount expected to be realized. Income tax expense is the tax payable or refundable for the period plus or minus the change during the period in deferred tax assets and liabilities.

The Company is subject to federal income tax and state income taxes in Pennsylvania. The Company is no longer subject to examination by federal or Pennsylvania taxing authorities for years before July 31, 2009.

The Company accounts for uncertainty in income taxes using a recognition threshold and measurement process for recording in the financial statements uncertain tax positions taken or expected to be taken in a tax return. Measurement of the uncertainty occurs if the recognition threshold is met. The Company had no uncertain tax positions as of July 31, 2012.

#### 3. Income Taxes

The Company recorded a net deferred tax asset in the amount of \$3,588 at July 31, 2012, primarily due to: (a) the use of the accrual basis for financial statement presentation and the cash basis for tax purposes; (b) accelerated methods of depreciation for tax purposes; and (c) net operating losses for federal and state income tax purposes. The Company has approximately \$29,000 of net operating loss carryovers for state purposes and approximately \$16,000 of net operating loss carryovers for federal purposes that can be used to offset future income. State net operating loss carryforwards expire from 2027 to 2032, and Federal net operating loss carryforward expire in 2025. Differences in the federal statutory and the Company's effective income tax rate are primarily attributable to lower tax brackets and state income taxes.

Notes to Financial Statements July 31, 2012

#### 4. Transactions with Related Parties

The Company rents office space from the stockholder under a 5-year operating lease commencing August 1, 2008 which is ratified annually for an additional 5-year period. The rent for the five-year term is \$3,110 per month. Office rent expense for the year ended July 31, 2012 amounted to \$37,320.

Future minimum lease payments consist of the following for the remaining years ended July 31:

2013	\$ 37,320
2014	37,320
2015	37,320
2016	37,320
2017	 37,320
Total	\$ 186,600

#### 5. Concentrations

Approximately 97% of revenue was generated by selling investments in natural gas limited partnerships of which 68% was from one customer.

#### 6. Employee Benefit Plan

The Company has a retirement plan under Internal Revenue Code Section 401(k). The Plan accepts employee and employer contributions. Employer contributions cannot exceed 25% of eligible gross salaries. There were no employer contributions to the 401(k) plan for the year ended July 31, 2012.

#### 7. Net Capital Requirement

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 aggregate indebtedness to net capital, both as defined by Rule 15c3-1, shall not exceed a ratio of 15 to 1. As of July 31, 2012, the Company had net capital of \$45,549 which was \$40,549 more than the required minimum net capital of \$5,000 for introducing brokers. The ratio of aggregate indebtedness to net capital was .024 to 1 at July 31, 2012.

Notes to Financial Statements July 31, 2012

## 8. SEC Rule 15c3-3 Customer Protection - Reserves and Custody of Securities

Thomas M. Nixon and Associates, Inc. does not carry securities accounts for customers or perform custodial functions relating to customer securities. Therefore, the Company is claiming an exemption to SEC Rule 15c3-3 under exemption (k)(2)(i).

## 9. Statement of Changes in Liabilities Subordinated to Claims of General Creditors

The Company had no liabilities subordinated to the claims of general creditors for 2012; consequently, the financial statements have not presented the Statement of Changes in Liabilities Subordinated to Claims of General Creditors.

Computation of Aggregate Indebtness and Net Capital in Accordance with	
Rule 15c3-1 Under the Securities Exchange Act of 1934	
Year Ended July 31, 2012	
(See Independent Auditors' Report)	
Computation of Aggregate Indebtedness	
Accounts and commissions payable	\$ 443
Accrued payroll taxes and other liabilities	670
Aggregate indebtedness	\$ 1,113
Computation of Net Capital	
Stockholder's equity	\$ 64,287
Deductions:	<del></del>
Commissions receivable	1,016
Prepaid expenses	87
Shareholder advances	6,504
Property and equipment, net of accumulated depreciation	5,743
Deferred tax asset	3,588
Membership deposit	1,800
Total deductions	18,738
Net capital	\$ 45,549
Computation of Basic Net Capital Requirement	
Minimum net capital requirement (greater of \$5,000 or 6-2/3% of	
aggregate indebtedness)	\$ 5,000
Net capital in excess of requirement	\$ 40,549
Net capital less greater of 10% of aggregate indebtedness or	
120% of minimum net capital required	\$ 39,549
Ratio of aggregate indebtedness to net capital	.024 to 1
Decembration with Comments Comments	
Reconciliation with Company's Computation	
There is a \$9,180 difference between this computation of net capital and the corresponding computation prepared by Thomas M. Nixon & Associates, Inc.	
and included in the unaudited Part II Focus Report filing as of the same date.	
The difference is primarily due to audit adjustments as of July 31:	
Not conited non-unacudited Doct II Focus Depart filed as of July 24, 2042	Ф 26.260
Net capital per unaudited Part II Focus Report filed as of July 31, 2012  Non-allowable asset and allowable deduction adjustments:	\$ 36,369
Deferred tax asset	(948)
Property and equipment, net of accumulated depreciation	5,226
Other audit adjustments:	5,220
Selling expenses	(442)
General and administrative expenses	3,840
Benefit from income taxes	1,504
Audited net capital	\$ 45,549
Addited Het Capital	<u>Ψ 40,049</u>

Schedule of Selling Expenses Year Ended July 31, 2012 (See Independent Auditors' Report)

Commissions	\$ 59,900
Licenses, permits, and fees	11,394
Travel and entertainment	7,513
Postage and delivery	4,188
Automobile	2,362
Telephone	2,064
Quote service	 1,146
Total selling expenses	\$ 88,567

Schedule of General and Administrative Expenses Year Ended July 31, 2012			
Professional fees	\$ 50,820		
Rent	37,320		
Officers' salaries	34,000		
Office	8,571		
Miscellaneous	5,949		
Payroll taxes	3,199		
Depreciation	2,613		
Supplies	793		
Dues and subscriptions	394		
Total general and administrative expenses	\$ 143,659		



# Independent Auditors' Report on Internal Control Required by SEC Rule 17a-5(g)(1) For a Broker-Dealer Claiming an Exemption from SEC Rule 15c3-3

Stockholder
Thomas M. Nixon and Associates, Inc.

In planning and performing our audit of the financial statements and supplementary schedules of Thomas M. Nixon and Associates, Inc. (the "Company") as of and for the year ended July 31, 2012, in accordance with auditing standards generally accepted in the United States of America, we considered the Company's internal control over financial reporting ("internal control") as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities Exchange Commission ("SEC"), we have made a study of the practices and procedures followed by the Company including consideration of control activities for safeguarding securities. This study included tests of such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g), in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons, and the recordation of differences required by rule 17a-13.
- 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 an internal control structure 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 an internal control structure 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 of disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance 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 any internal control structure 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 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 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 of 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 the 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 July 31, 2012, to meet the SEC's objectives.

This report is intended solely for the information and use of management, the SEC, the National Association of Securities Dealers, Inc. 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.

Pittsburgh, Pennsylvania

Parente Beard LLC

October 5, 2012