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PART III

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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	10/01/11		O ENDING		/30/12
	MM/DD/YY				MM/DD/YY
A. RE	GISTRANT IDEN	rificatio	N		
NAME OF BROKER-DEALER: Calton	& Associates,	Inc.			OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BU	SINESS: (Do not use	P.O. Box No.)			FIRM I.D. NO.
14497 N. Dale Mabry H	wy. Suite 215				
	(No. and Stree	et)			
Tampa	F	ب		33	3618
(City)	(State	)		(Zip	Code)
NAME AND TELEPHONE NUMBER OF P David S. Cole, Chief Fin	PERSON TO CONTAC nancial Office	T IN REGAR	D TO THIS	S REPOR	RT 3-264-0440
				(Ar	ea Code – Telephone Numb
B. ACC	COUNTANT IDEN			(Ar	ea Code – Telephone Numb
				(Ar	ea Code – Telephone Numb
B. ACC		ined in this R	eport*	(Ar	ea Code – Telephone Numb
B. ACC	whose opinion is conta	ined in this R	eport*	(Ar	ea Code - Telephone Numb
B. ACC INDEPENDENT PUBLIC ACCOUNTANT Raulerson & Company, P.A.	whose opinion is conta	ined in this R	eport*	FL	·
B. ACC INDEPENDENT PUBLIC ACCOUNTANT Raulerson & Company, P.A. 600 W. Dr. Martin Luther K	whose opinion is conta (Name – if individual, stati ing, Jr. Blvd.	ined in this R	eport*  We name)  City	FL	33563
B. ACC INDEPENDENT PUBLIC ACCOUNTANT Raulerson & Company, P.A. 600 W. Dr. Martin Luther K (Address)	whose opinion is conta (Name – if individual, stati ing, Jr. Blvd.	ined in this R	eport*  We name)  City	FL	33563
B. ACC INDEPENDENT PUBLIC ACCOUNTANT Raulerson & Company, P.A.  600 W. Dr. Martin Luther K (Address)  CHECK ONE:	whose opinion is conta (Name – if individual, stati ing, Jr. Blvd.	ined in this R	eport*  We name)  City	FL	33563
B. ACC  INDEPENDENT PUBLIC ACCOUNTANT  Raulerson & Company, P.A.  600 W. Dr. Martin Luther K  (Address)  CHECK ONE:	whose opinion is conta (Name - if individual, sta- ing, Jr. Blvd. (City)	ined in this Ro e last, first, midd Plant	eport*  He name)  City  (Sta	FL	33563
B. ACC  INDEPENDENT PUBLIC ACCOUNTANT  Raulerson & Company, P.A.  600 W. Dr. Martin Luther K  (Address)  CHECK ONE:   Certified Public Accountant  Public Accountant	whose opinion is conta (Name - if individual, sta- ing, Jr. Blvd. (City)	ined in this Releast, first, midd Plant s possessions.	eport*  He name)  City  (Sta	FL	33563

\*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)

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#### OATH OR AFFIRMATION

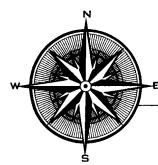
I, David S. Cole	, swear (or affirm) that, to the bes	st of
	ial statement and supporting schedules pertaining to the firm of	
Calton & Associates, Inc., a	Florida Corporation	_ , as
of September 30	, 20_12, are true and correct. I further swear (or affirm)	that
neither the company nor any partner, proprietor, p	rincipal officer or director has any proprietary interest in any account	unt
classified solely as that of a customer, except as fo		
·		
	0 . 1	
. O.Y. D	Don't & Col	
GEORGE G. HARRINGTON, JR. MY COMMISSION # EE 041483	Signature	
EXPIRES: December 2, 2014 Bonded Thru Budget Notary Services	Chief Financial Officer	
SEOF FLOT DOUBLE HIND DOUGHT HOURY GAINGES	Title	
2 211 t J		
Jeng 1 / home		
Motary Public		
This report ** contains (check all applicable boxes	):	
(a) Facing Page.	<b>,</b>	
(b) Statement of Financial Condition.		
(c) Statement of Income (Loss).		
(d) Statement of Changes in Financial Condition	on. Statement of Cash Flows	
☑ (e) Statement of Changes in Stockholders' Eq		
☐ (f) Statement of Changes in Liabilities Subort	linated to Claims of Creditors.	
(g) Computation of Net Capital.		
(h) Computation for Determination of Reserve		
(i) Information Relating to the Possession or	Control Requirements Under Rule 15c3-3.	
(j) A Reconciliation, including appropriate ex	planation of the Computation of Net Capital Under Rule 15c3-1 and	the
Computation for Determination of the Res	erve Requirements Under Exhibit A of Rule 15c3-3.	
☐ (k) A Reconciliation between the audited and	unaudited Statements of Financial Condition with respect to metho	ds of
consolidation.		
(1) An Oath or Affirmation.		
(m) A copy of the SIPC Supplemental Report.		
(n) A report describing any material inadequac	es found to exist or found to have existed since the date of the previou	ıs aud

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

CALTON & ASSOCIATES, INC. TAMPA, FL AUDITED FINANCIAL STATEMENTS SEPTEMBER 30, 2012 AND 2011 CALTON & ASSOCIATES, INC. TAMPA, FL AUDITED FINANCIAL STATEMENTS SEPTEMBER 30, 2012 AND 2011

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### Raulerson & Company, P.A.

#### **Certified Public Accountants and Consultants**

600 West Dr. Martin Luther King Jr. Blvd., Plant City, FL 33563 (813) 752-6604 • Fax (813) 752-8725 • www.rccpas.biz

**Business Navigation** 

#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors and Stockholders of Calton & Associates, Inc.

We have audited the accompanying statements of financial condition of Calton & Associates, Inc. (a Florida corporation) as of September 30, 2012 and 2011, and the related statements of operations, changes in shareholders' equity, and cash flows for the years then ended that you are filing 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 the 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 Calton & Associates, Inc. as of September 30, 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 information contained in the supplementary schedules is presented for the purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 under 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 presented in all material respects in relation to the basic financial statements taken as a whole.

Kaulerson & Company, P.A.
Raulerson & Company, P.A.

Plant City, Florida November 20, 2012 FINANCIAL STATEMENTS

#### CALTON & ASSOCIATES, INC. STATEMENTS OF FINANCIAL CONDITION AS OF SEPTEMBER 30, 2012 AND 2011

#### **ASSETS**

		2012		2011
ASSETS	_		_	
Cash	\$	3,070,082	\$	3,035,717
Receivables:		00.474		70.040
Clearing agent		60,174		70,246
Commissions		356,820		442,097
Notes & other		54,100		109,854
Property & equipment, net of accumulated		40.005		54.044
depreciation		49,305		51,211
Federal income tax receivable		400.000		24,931
Deferred tax asset		108,690		75,702
Prepaid expenses		60,369		16,391
Intangible Asset		-		5,000
Deposits		299,583		288,522
Total Assets	<u>\$</u>	4,059,123	\$	4,119,671
LIABILITIES AND SHAREHOL	.DEF	RS' EQUITY		
		2012		2011
LIABILITIES				
Accounts payable	\$	38,604	\$	20,362
Accrued expenses:				
Commissions & wages		1,262,521		1,514,484
Profit sharing		158,348		161,270
Income taxes payable		9,105		-
Other accrued expenses		466,558		327,589
Total Liabilities		1,935,136	******	2,023,705
SHAREHOLDERS' EQUITY				
Common stock:				
Class A: Voting and participating stock, \$1 par;				
authorized 3,750 shares, issued 1,250 shares,		4.050		4.050
324.04 shares outstanding.		1,250		1,250
Class B: Non-voting and participating stock, \$1 par; authorized 3,750 shares, issued 1,250 shares,				
		4.050		4.050
211.96 shares outstanding.		1,250		1,250
Additional paid in capital		252,460		252,460
Treasury stock Retained earnings		(4,359,155) 6,228,182		(4,359,155) 6,200,161
. Commod Commigs		0,220,102	• —	0,200,101
Total Shareholders' Equity		2,123,987		2,095,966
Total Liabilities and Shareholders' Equity	\$	4,059,123	\$	4,119,671

## CALTON & ASSOCIATES, INC. STATEMENTS OF OPERATIONS FOR THE YEARS ENDED SEPTEMBER 30, 2012 AND 2011

	2012			2011		
INCOME:						
Commissions on customer trading in:						
Direct participation	\$	3,907,730	\$	2,479,161		
Investment company shares		1,665,912		1,727,758		
Insurance products		2,139,309		2,139,504		
Municipal bonds		1,326,556		1,718,399		
Other commissions		4,718,987		4,759,603		
Investment advisory fees		1,101,777		816,940		
Firm trading and investment gains		534,933		93,671		
Dividend and interest income		421,948		411,031		
Due diligence & other income		1,494,167		735,195		
Total income		17,311,319		14,881,262		
EXPENSES:						
Representatives' commissions and overrides		13,962,988		11,889,616		
Clearing charges		381,981		395,522		
Salaries and employee benefits		1,706,747		1,682,996		
Communications expense		50,583		62,542		
Occupancy and equipment costs		162,629		169,728		
Other operating expenses		831,864		421,709		
Depreciation and amortization		16,522		13,565		
Taxes other than income		113,545		110,060		
Total expenses		17,226,859		14,745,738		
Income before provision for income taxes		84,460		135,524		
Income tax expense		36,339		68,870		
Net Income	\$	48,121	\$	66,654		

#### CALTON & ASSOCIATES, INC. STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY FOR THE YEARS ENDED SEPTEMBER 30, 2012 AND 2011

	ADDITIONAL CAPITAL PAID-IN STOCK CAPITAL		TREASURY STOCK		RETAINED EARNINGS		
Balance at September 30, 2010	\$ 2,500	\$	252,460	\$	(4,359,155)	\$	6,633,507
Dividends Declared	-		-		-		(500,000)
Net income for the year ended September 30, 2011		<del></del>	-		-		66,654
Balance at September 30, 2011	\$ 2,500	\$	252,460	\$	(4,359,155)	\$	6,200,161
Dividends Declared	-		-		-		(20,100)
Net income for the year ended September 30, 2012	 <u>-</u>		_		-		48,121
Balance at September 30, 2012	\$ 2,500	\$	252,460	<u>\$</u>	(4,359,155)	\$	6,228,182

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## CALTON & ASSOCIATES, INC. STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED SEPTEMBER 30, 2012 AND 2011

	2012		2 201	
CASH FLOWS FROM OPERATING ACTIVITIES:				
Net income	\$	48,121	\$	66,654
Adjustments to reconcile net income:				
Depreciation and amortization		16,522		13,565
Loss (gain) on sale of assets		-		4,402
(Increase) decrease in:				
Investments		-		255,036
Clearing agent receivable		10,072		37,265
Commissions receivable		85,276		(289,418)
Intangible assets		3,333		-
Other receivables		55,754		(24,409)
Income tax receivable		24,931		125,162
Deferred tax asset		(32,988)		(31,409)
Prepaid expenses		(43,978)		(12,494)
Deposits		(11,061)		(77,212)
Increase (decrease) in:				
Accounts payable		18,242		6,270
Income tax payable		9,105		-
Other accrued expenses		(115,916)		907,278
Net cash (used for) provided by operating activities		67,413		980,690
CASH FLOWS FROM INVESTING ACTIVITIES:				
Purchase of equipment		(12,948)		(11,326)
Purchase of intangible asset		-		(5,000)
Net cash provided (used) by investing activities		(12,948)		(16,326)
CASH FLOWS FROM FINANCING ACTIVITIES:				
Dividends		(20,100)		(500,000)
Net cash provided by (used in) financing activities	***************************************	(20,100)		(500,000)
Increase (decrease) in cash and cash equivalents		34,365		464,364
Cash and cash equivalents - beginning of the year	<del></del>	3,035,717		2,571,353
Cash and cash equivalents - end of the year	<u>\$</u>	3,070,082	\$	3,035,717

#### CALTON & ASSOCIATES, INC. STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED SEPTEMBER 30, 2012 AND 2011

#### SUPPLEMENTAL CASH FLOW DISCLOSURES:

	2012		2011	
Cash paid/(received) during the year for:			<del></del>	
Income taxes - net	\$	35,291	\$	(23,529)
Interest	\$	0	\$	0

#### NOTE 1: ORGANIZATION AND NATURE OF BUSINESS

Headquartered in Tampa, Florida, Calton & Associates, Inc. is a registered securities broker-dealer, a member of the Financial Industry Regulatory Authority (FINRA) and a Registered Investment Advisory firm with the Securities and Exchange Commission. The company is incorporated in the State of Florida as a "C" Corporation and is primarily engaged in the marketing of general securities and insurance products through a network of independent branches in various states.

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Basis of Presentation**

In accordance with generally accepted accounting principles, Calton & Associates, Inc. maintains it's books on the accrual basis of accounting.

#### **Cash and Cash Equivalents**

The Company defines cash and cash equivalents as highly liquid investments, including checking and money market accounts, with original maturities of less than ninety days. This definition does not include investments held for sale in the ordinary course of business.

#### **Securities Transactions and Commissions**

Securities transactions and the related revenue and expenses are recorded on a trade-date basis. The resulting commissions and clearing agent receivables are deemed to be fully collectible.

#### **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 at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates and those differences could be material.

#### **Income Taxes**

The amount of current and deferred taxes payable or refundable is recognized as of the date of the financial statements, utilizing currently enacted tax laws and rates. Deferred tax expenses or benefits are recognized in the financial statements for the changes in deferred tax liabilities or assets between years.

The Company is not eligible to defer the implementation of FIN 48. Therefore, it recognizes and measures its unrecognized tax benefits in accordance with FIN 48. Under that guidance the Company assesses the likelihood, based on their technical merit, that tax positions will be sustained upon examination based on the facts, circumstances and information available at the end of each period. The measurement of unrecognized tax benefits is adjusted when new information is available, or when a event occurs that requires a change.

#### **Compensated Absences**

Compensated absences are provided to non-commissioned employees only. Due to their immaterial nature they are expensed when paid.

#### NOTE 3: RESTRICTED CASH AND INVESTMENTS

At September 30, 2012, there was restricted cash of \$1,210,068 and no restricted investments held in an account at Southwest Securities. The account collateralizes securities trading and inventory accounts.

#### **NOTE 4: INVESTMENTS**

Investments are comprised of securities held-to-maturity and trading securities.

#### **Securities Held-to-Maturity**

Debt securities held-to-maturity are carried at the lower of cost or market. At September 30, 2012 there are no securities held-to-maturity.

#### **Trading Securities**

Trading securities are comprised of equity securities carried at their fair value. Unrealized gains and losses are included in earnings in the period they arise. At September 30, 2012, the company held no trading securities.

#### **NOTE 5: INVENTORY**

Inventory represents debt securities available for sale to customers with maturity dates ranging from zero to over twenty years and are carried at fair value. At September 30, 2012 and September 30, 2011 no inventory was held.

#### NOTE 6: FURNITURE, EQUIPMENT, AND IMPROVEMENTS

Furniture, equipment, and leasehold improvements are carried at cost. Depreciation for financial reporting purposes is computed on the straight-line basis using the estimated life of the asset, generally five to seven years. The modified accelerated costs recovery system (MACRS) and asset-expensing provisions of code section 179 are utilized for income tax reporting purposes.

Major categories by costs are as follows:

	 2012	2011		
Equipment	\$ 108,303	\$	103,229	
Furniture	52,676		52,676	
Improvements	8,293		8,293	
Accumulated depreciation	 (119,967)		(112,987)	
	\$ 49,305	\$	51,211	

#### NOTE 7: RELATED PARTY TRANSACTIONS

The company has a policy of charging back to the branches a portion of incurred legal and settlement costs attributable to the branch. The agreements between the branches and the Company provides for monthly deductions from commission payments. The agreement does not provide for interest on the outstanding balance. At September 30, 2012 and 2011, amounts due the company under the agreements were \$31,457 and \$47,300 respectively.

#### **NOTE 8: DEPOSITS**

At September 30, deposits consist of the following:

	 2012	2011		
Clearing agent deposits	\$ 275,003	\$	275,008	
Regulatory deposit	16,013		5,065	
Rent	7,500		7,500	
Other	 1,067		949	
Total	\$ 299,583	\$	288,522	

#### **NOTE 9: PROFIT SHARING**

The Company has established a qualified profit-sharing retirement plan that covers substantially all full time employees. Contributions totaling \$158,348 for 2012 and \$161,270 for 2011 represent the lesser of the maximum contribution allowed or 11% of participant compensation.

#### NOTE 10: INCOME TAXES

At September 30, 2012, the financial statements reflected income taxes currently payable of \$9,105 and a deferred tax asset of \$108,690. At September 30, 2011, the financial statements reflected income taxes currently receivable of \$24,931 and a deferred tax asset of \$75,702. The deferred tax asset represents the estimated future tax consequences resulting from differences in book and tax depreciation methods, and limitations on the deductibility of estimated legal & settlement costs accrued for financial reporting purposes. See Note 11 regarding accrued legal and settlement costs.

The components of income tax expense are as follows:

		2012	Tatal
	 Federal	 State	 Total
Current expense (benefit)	\$ 37,646	\$ 31,681	\$ 69,327
Deferred expense (benefit)	 (32,988)	 	(32,988)
Income tax expense (benefit)	\$ 4,658	\$ 31,681	\$ 36,339

#### NOTE 10: INCOME TAXES CONTINUED

		<b>2011</b>	
	 Federal	State	Total
Current expense (benefit)	\$ 36,333	\$ 63,946	\$ 100,279
Deferred expense (benefit)	 (31,409)		(31,409)
Income tax expense (benefit)	\$ 4,924	\$ 63,946	\$ 68,870

#### NOTE 11: COMMITMENTS AND CONTINGENT LIABILITIES

The Company is obligated under a non-cancelable operating lease for the rental of office space. The lease expires in April 2015. Rent expense under the lease totaled \$158,251 and \$165,829 for 2012 and 2011, respectively. At September 30, 2012 the aggregate liability remaining under the lease is as follows:

\$ 356,828
 47,116
140,068
136,227
\$ 33,417

At September 30, 2012, management estimated that future costs and possible legal settlements associated with new and continuing matters to be \$345,000. Accordingly, the accompanying statement of financial condition reflects accrued legal and settlement costs in the amount of \$345,000 under the caption "other accrued expenses".

At September 30, 2012 customer margin balances totaled \$4,817,285. As of October 31, 2012 customer margin balances totaled \$5,347,903.

#### **NOTE 12: TREASURY STOCK**

At September 30, 2012, treasury stock consisted of 925.96 shares of class A and 1,038.04 shares of class B, and at September 30, 2011, treasury stock consisted of 728 shares of class A and 1,236 shares of class B redeemed by the Company at a total cost of \$4,359,155.

#### NOTE 13: CONCENTRATION OF CREDIT RISK

The Company maintains substantial cash balances with the clearing agent and at one financial institution. Cash balances at the financial institution are insured by The Federal Deposit Insurance Corporation up to a maximum of \$250,000. Management believes that the risk of loss associated with the uninsured portion of funds on deposit is remote.

#### **NOTE 14: CLEARING AGENT**

The Company utilizes the services of Southwest Securities, Inc., a wholly owned subsidiary of Southwest Securities Group, Inc., and National Financial Services, LLC, for all transactions requiring the use of a clearing agent. Southwest Securities Group, Inc. is a publicly held company located in Texas. National Financial Services LLC, is a limited liability company organized in the state of Delaware.

#### NOTE 15: NET CAPITAL REQUIREMENTS

The Company is subject to the uniform net capital rule (rule 15c3-1) under the Securities and Exchange Act of 1934, which requires that the ratio of aggregate indebtedness to net capital, as defined, shall not exceed 15 to 1. At September 30, 2012, the Company had net capital of \$1,718,448, representing an excess over required net capital of \$1,468,448. The ratio of aggregate indebtedness to net capital was 113% and 114% at September 30, 2012 and 2011, respectively.

#### NOTE 16: SUBSEQUENT EVENTS

The Company has evaluated subsequent events through the date of filing.

#### **NOTE 17: CHANGE IN OWNERSHIP**

On September 20th, 2012, the John Simmers Family Trust and Randall L. and Jill M. Ciccati acquired 17% and 5%, respectively, of outstanding shares of stock from existing shareholders.

SUPPLEMENTARY SCHEDULES

## CALTON & ASSOCIATES, INC. SCHEDULES OF COMPUTATION OF NET CAPITAL FOR THE YEARS ENDED SEPTEMBER 30, 2012 AND 2011

	2012	2011
Ownership equity	\$ 2,095,966	\$ 2,529,312
Net income (loss)	48,121	66,654
Dividends	(20,100)	(500,000)
Adjusted net worth	2,123,987	2,095,966
Subordinated loans		
Total available capital	2,123,987	2,095,966
Non-allowable assets and other deductions	(405,539)	(319,807)
Tentative net capital	1,718,448	1,776,159
Less haircuts:		
Net capital	1,718,448	1,776,159
Minimum net capital	(250,000)	(250,000)
Excess net capital	\$ 1,468,448	\$ 1,526,159
Aggregate indebtedness	<u>\$ 1,935,136</u>	\$ 2,023,705
Ratio of aggregate indebtedness to net capital	113%	114%

## CALTON & ASSOCIATES, INC. SCHEDULE OF COMPUTATION OF RESERVE REQUIREMENTS FOR BROKER-DEALERS UNDER RULE 15C3-3 FOR THE YEAR ENDED SEPTEMBER 30, 2012

Amount held on deposit in "reserve bank account", including value of qualified securities at end of reporting period.

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There is no material difference between the computation for determination of reserve requirements under rule 15c3-3 included with the financial statements reported on by the independent auditor and the computation previously filed by the broker or dealer in the unaudited FOCUS report.

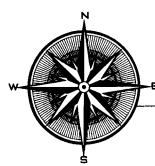
# CALTON & ASSOCIATES, INC. INFORMATION RELATING TO POSSESSION OR CONTROL REQUIREMENTS UNDER RULE 15C3-3 OF THE SECURITIES EXCHANGE COMMISSION SEPTEMBER 30, 2012

')	in the respondent's possession or control as of the report date (for which instructions to reduce to possession or control had been issued as of the report date) but for which the required action was not taken by respondent within the time frames specified under Rule 15c3-3. Notes A and B.	<u>\$</u>	<u>0</u>
	A) Number of items	to Varia	0
2)	Customers' fully paid securities and excess margin securities for which instructions to reduce to possession or control has not been issued as of the report date, excluding items arising from "temporary lags which result from normal business operations" as permitted under Rule 15c3-3. Notes B, C, and D.	\$	0
	A) Number of items		0

### CALTON & ASSOCIATES, INC. SCHEDULE OF RECONCILIATION PURSUANT TO RULE 17a-5(d)(4) SEPTEMBER 30, 2012

Net capital per FOCUS report	\$ 1,677,553
Net statement of financial condition impact of audit adjustments	10,990
Net statement of operations impact of audit adjustments	 29,905
Net capital per supplementary schedule	\$ 1,718,448

REQUIRED REPORTS



### Raulerson & Company, P.A.

**Certified Public Accountants and Consultants** 

600 West Dr. Martin Luther King Jr. Blvd., Plant City, FL 33563 (813) 752-6604 • Fax (813) 752-8725 • www.rccpas.biz

**Business Navigation** 

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

To the Board of Directors of and Shareholders of Calton & Associates, Inc.

In planning and performing our audit of the financial statements of Calton & Associates, Inc. (a Florida Corporation), for the year ended September 30, 2012 in accordance with auditing standards generally accepted in the United States of America, we considered its internal control over financial reporting 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 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
- 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 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 abovementioned 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, error or fraud may occur and not be detected. Also, projections 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 control deficiency, or combination of control deficiencies, that adversely affects the entity's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the entity's financial statements that is more than inconsequential will not be prevented or detected by the entity's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the entity's internal control.

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 above.

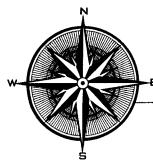
We understand that the practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures 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 September 30, 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, and other regulatory agencies that rely on rule 17a-5(g) under the Securities and 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.

Raulerson & Company, P.A. Raulerson & Company, P.A.

Plant City, Florida

November 20, 2012



### Raulerson & Company, P.A.

**Certified Public Accountants and Consultants** 

600 West Dr. Martin Luther King Jr. Blvd., Plant City, FL 33563 (813) 752-6604 • Fax (813) 752-8725 • www.rccpas.biz

**Business Navigation** 

### INDEPENDENT AUDITORS' REPORT ON APPLYING AGREED-UPON PROCEDURES RELATED TO AN ENTITY'S SIPC ASSESSMENT RECONCILIATION

To the Board of Directors of and Shareholders of Calton & Associates, 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 Schedule of Assessment and Payments to the Securities Investor Protection Corporation (SIPC) for the Year Ended September 30, 2012, which were agreed to by Calton & Associates, Inc. and the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc., and SIPC, solely to assist you and the other specified parties in evaluating Calton & Associates, Inc.'s compliance with the applicable instructions of the Transitional Assessment Reconciliation (Form SIPC-7). Calton & Associates Inc.'s management is responsible for the Calton & Associates Inc.'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 in the check register noting no differences;
- 2. Compared the amounts reported on the audited Form X-17A-5 for the year ended September 30, 2012, as applicable, with the amounts reported in Form SIPC-7 for the year ended September 30, 2012 noting no differences;
- 3. Compared any adjustments reported in Form SIPC-7 with supporting schedules and working papers of Focus reports noting no differences; and
- 4. Proved the arithmetical accuracy of the calculations reflected in Form SIPC-7 and in the related schedules and working papers of Focus reports 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.

Kaulerson & Company, P.A.
Raulerson & Company, P.A.

Plant City, Florida November 20, 2012



## DESIGNATION OF ACCOUNTANT (Notice Pursuant to Rule 14/2-505) Section

Broker or Dealer

(i)

i)	Broker or			N	DV 262012		
	Name:	Calto	n & As	sucrates Was	Inc Shington D	C	
	Address:	1449	7 N. B	ale masi	401 7 Hw	n. Svite	215
	Telephon	Tampe:	a, FL 264-1	33618 1440			
				1:38635			
	FINRA R	Legistration	Number:	20999			
(ii)	Accounti	ng Firm					
	Name:	Raule	erson f	Company,	P.A.		
	Address:	600 in	( D- M	antin Luth	er ting	Jr. Blr.	
	Telephon	e: (813) 75	C)-6604	-L 3316	03		
	Accounta	ant's State R	Registration N	lumber:			
(iii)	Audit dat	e covered b	y the Agreen	nent:			
					(Day)		
(iv)	The control	ractual com	mitment to c	onduct the broke	r's or dealer's	annual audit	· (check
		V	is for the a	nnual audit only	for the fiscal	year ending 2 <u>0</u>	<i>13</i> *
		( )	is of a cont	tinuing nature pro	oviding for su	iccessive annua	l audits.
		*		mitment is not of to file this form e			oe

Pursuant to Rule 17a-5(f)(2), the above person has been designated as the independent public accountant for the above-mentioned broker or dealer. I understand that, pursuant to SEC Rule 17a-5(f)(1) the Securities and Exchange Commission will not recognize: (a) any person as a certified public accountant who is not duly registered in good standing as such under the laws of his place of residence or principal office; or (b) any person as a public accountant who is not in good standing and entitled to practice as such under the laws of his place of residence or principal office. Lastly, I understand that should the above-mentioned broker-dealer submit an audit by someone not recognized by the SEC as set forth in Rule 17a-5(f)(1), FINRA may deem the audit of the broker-dealer to not have been filed.

Signature: Dal & Col

Name: Darid S. Cole

(By Firm's FINOP or President)

Title: Chief Financial Officer / FINOR Date: 11/21/2012



## SECURITIES INVESTOR PROTECTION CORPORATION P.O. Box 92185 Washington, D.C. 20090-2185 202-371-8300

#### **General Assessment Reconciliation**

For the fiscal year ended 9/30/2012 (Read carefully the instructions in your Working Copy before completing this Form)

		Section	Note:	month in which fiscal year ends for
	NRA SEP ASSOCIATES INC	NOV 2 5 2012	mailin any co	g label requires correction, please e-ma prections to form@sipc.org and so te on the form filed.
	LE MABRY HWY STE 215	Washington DC 401	Name contac	and telephone number of person to ct respecting this form.  vid S. Cole (813) 264-0-14
				2n458
General Assessmer	nt (item 2e from page 2)			\$ 30458 (_13856
Less payment made	with SIPC-6 filed (exclud	e interest)		( <u>13856</u>
Less prior overpayr	ment applied			(
Assessment balanc	e due or (overpayment)			16602
Interest computed of	on late payment (see ins	truction E) fordays	at 20% per annı	JM
		(or overpayment carried fo		s 16602
PAID WITH THIS F Check enclosed, pa	ayable to SIPC	• 146	.a.10	
Total (must be sam	c as i above,	\$ <u>/////</u>	02	
Overpayment carrie	ed forward	\$(in this form (give name an		stration number):
Overpayment carried posidiaries (S) and property of the proper	ed forward	in this form (give name an	d 1934 Act regis	
Overpayment carried posidiaries (S) and property of the proper	ed forward edecessors (P) included ing this form and the uted represent thereby	in this form (give name an ct	d 1934 Act regis	ciates Inc.
Overpayment carries osidiaries (S) and properties (S) and properties of the second of	ed forward edecessors (P) included ring this form and the uted represent thereby ned herein is true, corre	in this form (give name an ct	d 1934 Act regis	CIATES Inc.  In, Partnership or other organization)  Col  uthorized Signature)  FINANCIAL UFFICER  (Title)
Overpayment carries osidiaries (S) and proposed in the second in the sec	ed forward edecessors (P) included eding this form and the uted represent thereby ned herein is true, corre	in this form (give name an  ct  Calt  VI  30 days after the end of the	d 1934 Act regis	CIATES TOC. on, Partnership or other organization) Columbia

### Calton Associates, Inc. Schedule of SIPC Assessment Payments made during the Fiscal Year ended 9/30/2012

Filter Criteria includes: 1) IDs: SIPC. Report order is by ID.

Vendor	Address	Date	Payment Amount App	olies to Period Ended
SIPC	PO Box 92185, Washington DC 20090-2185	11/14/11	12,669.00	9/30/2011
<b>2</b> 2	• • • • • • • • • • • • • • • • • • •		12,669.00	
SIPC	PO Box 92185, Washington DC 20090-2185	4/25/12	13,856.00	9/30/2012
SIPC*	PO Box 92185, Washington DC 20090-2185	11/8/12	16,602.00	9/30/2012
			30,458.00	

<sup>\*</sup> made post fiscal year end