



## **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION Washington D.C. 20549

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

SEC File Number 8-15266

## **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 07/01/11 and ending 06/30/12

A. REG	ISTRANT IC	PENTIFICATION	)N
NAME OF BROKER-DEALER: Planned investment Co., Inc.			Official Use Only Firm ID No.
ADDRESS OF PRINCIPAL PLAC 9265 Counselors Row, Suite 150 (No. and Street)		IESS (Do not us	se P.O. Box No.):
Indianapolis (City)	IN (State)	46240 (Zip Code)	
NAME AND TELEPHONE NUMB REPORT: G. Donald Steel	ER OF PERS (317)575-4 (Area Code - Tel	8804	ACT IN REGARD TO THIS
B. ACCC	UNTANT IC	DENTIFICATION	ON
INDEPENDENT PUBLIC ACCOUDEMarco Sciaccotta Wilkens & Du (Name - Windividual, state lest, first, middle name)  1211 W. 22 <sup>nd</sup> Street, Suite 110 (No. and Street)  Oak Brook (City)		<u>60523</u> (Zlp Code)	SECURITIES AND EXCHANGE COMMISSION RECEIVED  AUG 2 9 2012
CHECK ONE:    Certified Public Accountant   Public Accountant			05 REGISTRATIONS BRANCH
Accountant, not resident in Unit	ed States ort	any of its posse	essions
FO	R OFFICAL U	JSE ONLY	
*Claims for exemption from the requi			



relied on as the basis for the exemption. See section 240.17a-5(e)(2)

## **OATH OR AFFIRMATION**

I, G. Donald Steel, swear (or affirm) that, to the best of my knowledge and belief, the accompanying financial statement and supporting schedules pertaining to the firm of Planned Investment Co., Inc., as of June 30, 2012, are true and correct. I further swear (or affirm) that neither the Company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except, as follows:				
None.				
	L Q Q D Signature			
,	President Title			
This re	Notary Rubble  CHERI M. HARRIS  Marion County  My Commission Expires  June 12, 2016  sport** contains (check all applicable boxes):			
	Facing Page.			
X (b) X (c)	Statement of Financial Condition.  Statement of Income (Loss).			
	Statement of Cash Flows.			
X (e)	(e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital.			
X (f)	(f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.			
X (g)	(g) Computation of Net Capital.			
X (g)   (h)   (i)   (i)	<ul> <li>(h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c-3-3.</li> <li>(i) Information Relating to the Possession or Control Requirements Under Rule 15c-3-3.</li> <li>(j) A Reconciliation, including appropriate explanation, of the Computation of Net Capital Under Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.</li> </ul>			
☐ (k)	A Reconciliation between audited and unaudited Statements of Financial Condition with respect to methods of consolidation.			
X (n) X (m) X (n)	An Oath or Affirmation.			
X (m)	A copy of the SIPC Supplemental Report.			
区](n)	A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.			
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<sup>\*\*</sup> For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

# STATEMENT OF FINANCIAL CONDITION AND INDEPENDENT AUDITORS' REPORT

JUNE 30, 2012

## STATEMENT OF FINANCIAL CONDITION AND INDEPENDENT AUDITORS' REPORT

JUNE 30, 2012



## INDEPENDENT AUDITORS' REPORT

Board of Directors
Planned Investment Co., Inc.

We have audited the accompanying statement of financial condition of Planned Investment Co., Inc. as of June 30, 2012 that you are filing pursuant to rule 17a-5 under the Securities and Exchange Act of 1934. This financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on this financial statement based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to attain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit 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 statement of financial condition referred to above presents fairly, in all material respects, the financial position of Planned Investment Co., Inc. as of June 30, 2012, in conformity with accounting principles generally accepted in the United States of America.

Oak Brook, Illinois August 17, 2012

De Mano Sciaccotta Wilhene & Sunlewy LLP

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## STATEMENT OF FINANCIAL CONDITION

## JUNE 30, 2012

#### ASSETS

Cash and cash equivalents Receivable from broker/dealers Office furniture and equipment (net of accumulated depreciation of \$164,099) Secured demand notes receivable Other assets	\$ 114,664 74,175 6,449 100,000 5,949
TOTAL ASSETS	\$ 301,237
LIABILITIES AND SHAREHOLDERS' EQUITY	
LIABILITIES	
Accounts payable, accrued expenses	
and other liabilities	\$ 48,064
Commissions payable	24,559
Subordinated liabilities	100,000
Total Liabilities	\$ 172,623
SHAREHOLDERS' EQUITY	
Common stock, no par value; authorized	
8,000 shares; issued and outstanding	
5,500 shares	\$ 17,897
Additional paid-in capital	3,57 <b>7</b>
Retained earnings	107,140
Total Shareholders' Equity	\$ 128,614
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$ 301,237

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

## NOTES TO STATEMENT OF FINANCIAL CONDITION

#### YEAR ENDED JUNE 30, 2012

#### NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES

Organization - Planned Investment Co., Inc. (the "Company") was incorporated in the state of Indiana on September 26, 1969. The Company is registered with the Securities and Exchange Commission and is a member of the Financial Industry Regulatory Authority (FINRA). The Company's principal business activity is the sale of securities.

Securities Transactions - Commission revenue and the related expense arising from securities transactions are recognized on a trade date basis.

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

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

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

Office Furniture and Equipment - Depreciation is provided using the straightline method over five and seven year periods.

Subsequent Events - The Company evaluated all significant events or transactions that occurred through the audit report date, the date these financial statements were available to be issued.

## NOTES TO STATEMENT OF FINANCIAL CONDITION

#### YEAR ENDED JUNE 30, 2012

#### NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES - (Continued)

Estimates - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### NOTE 2 - FAIR VALUE MEASUREMENT

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

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

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities the Company has the ability to access.
- Level 2 inputs are inputs (other than quoted prices included within level
   1) that are observable for the asset or liability, either directly or indirectly.
- Level 3 inputs are unobservable inputs for the asset or liability and rely on management's own assumptions about the assumptions that market participants would use in pricing the asset or liability. (The unobservable inputs should be developed based on the best information available in the circumstances and may include the Company's own data.)

## NOTES TO STATEMENT OF FINANCIAL CONDITION

## YEAR ENDED JUNE 30, 2012

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

Level 1 inputs have been applied to value cash and cash equivalents and the Company's deposit with its clearing broker/dealer (see Note 7) that is included in receivable from broker/dealers on the statement of financial condition.

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

## **NOTE 3 - RETIREMENT PLAN**

The Company has a profit-sharing plan and a deferred compensation plan commonly referred to as a 401(k) Plan. Under the terms of the plan, employees become eligible on the first day of the month following the date they have completed one year of service (1000 hours in the plan year) and attain age 21. The Company may match employee contributions up to a determinable percentage of an employee's compensation and is permitted to make additional discretionary contributions. Company matching contributions to the 401(k) Plan for the year ended June 30, 2012 were \$26,017. This amount is included in commissions, other compensation and related benefits on the statement of income.

#### NOTE 4 - NET CAPITAL REQUIREMENTS

As a registered broker/dealer and member of the Financial Industry Regulatory Authority, the Company is subject to the Uniform Net Capital Rule, which requires the maintenance of minimum net capital and requires that the ratio of aggregated indebtedness to net capital, both as defined, shall not exceed 1500%. At June 30, 2012, the Company's net capital and required net capital were \$194,787 and \$50,000 respectively. The ratio of aggregate indebtedness to net capital was 37%.

## NOTES TO STATEMENT OF FINANCIAL CONDITION

#### YEAR ENDED JUNE 30, 2012

## NOTE 5 - RELATED PARTY TRANSACTIONS

Through common ownership and management, the Company is affiliated with George B. Steel, Jr. and Associates, Inc., a life insurance agency. The two companies share office space and other administrative services. The Company was reimbursed \$5,120 by George B. Steel, Jr. and Associates, Inc. for various operating expenses.

Through common ownership and management, the Company is also affiliated with Hoosier Trust Company, a State of Indiana chartered trust company. The Company earned \$11,838 in advisor fees from accounts held at Hoosier Trust Company.

## NOTE 6 - LIABILITIES SUBORDINATED TO CLAIMS OF GENERAL CREDITORS

The borrowings under subordination agreements at June 30, 2012, are as follows:

Liabilities Pursuant to a Secured Demand Note

Collateral Agreement:

 5%
 Expires March 2, 2015
 \$ 50,000

 5%
 Expires March 2, 2015
 50,000

Total Subordinated Liabilities \$ 100.000

The subordinated borrowings are covered by agreements approved by FINRA and are thus available in computing net capital under the Securities and Exchange Commission's Uniform Net Capital Rule. To the extent that such borrowings are required for the Company's continued compliance with minimum net capital requirements, they may not be repaid. Both subordinated lenders are related parties of the Company.

#### NOTES TO FINANCIAL STATEMENTS

#### YEAR ENDED JUNE 30, 2012

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

The Company's customers may enter into various transactions involving derivatives and other off-balance sheet financial instruments. These financial instruments include exchange-traded and over the counter options. These derivative financial instruments are used to meet the needs of customers and are subject to varying degrees of market and credit risk. Since the Company enters into the aforementioned transactions solely for the benefit of its customers, the Company does not bear any of the credit or market risk of those customers, with the exception of the risk to the Company should its customers fail to honor their obligations related to these derivative and other off-balance sheet financial instruments, as mentioned hereafter.

In order to facilitate securities transactions, including the aforementioned transactions, the Company has entered into an agreement with another broker/dealer (Clearing Broker/dealer) whereby that Clearing Broker/dealer will execute and clear securities transactions for the Company on a fully disclosed basis. The processing and, if applicable, any financing pertaining to the introduced transactions are performed by the Clearing Broker/dealer.

The customer account is therefore maintained and recorded in the books and records of the Clearing Broker/dealer on the Company's behalf. In consideration for introducing customers to the Clearing Broker/dealer, the Company receives commissions and other consideration, less the processing and other charges of the Clearing Broker/dealer. The Company has deposited \$25,000 with the Clearing Broker/dealer to assure the Company's performance under the agreement and this amount is included in "Receivable from broker/dealers" on the statement of financial condition. The agreement also states that the Company may not have any similar agreements with other broker/dealers, except to accommodate transactions not covered by this agreement. Either party may terminate the agreement, without cause, by giving 90 days prior written notification and either party may terminate immediately with cause, as defined in the agreement. Other terms of the agreement put restrictions on one party hiring the other party's employee(s) without written consent of the contra party.

## NOTES TO STATEMENT OF FINANCIAL CONDITION

## YEAR ENDED JUNE 30, 2012

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

Additional provisions of the agreement state that the Company is to be held responsible for any losses arising when the customers introduced by the Company to the Clearing Broker/dealer fail to meet their contractual commitments pertaining to the purchase, sale and possible financing of securities transactions. The Company may therefore be exposed to off-balance-sheet risk in the event the customer is unable to fulfill its contracted obligations and it is necessary for the Clearing Broker/dealer to purchase or sell the securities at a loss. The Company's exposure to risk would consist of the amount of the loss realized and any additional expenses incurred pertaining to the transaction or other customer activity.

#### NOTE 8 - LEASE COMMITMENTS

Occupancy Leases - The Company leases office space at two locations. The terms of one lease agreement, dated March 13, 2008 and effective April 1, 2008, state that the lease is on a month to month basis. The expense relating to this office space was \$4,200 for the year ended June 30, 2012.

On August 13, 2007, the Company entered into an agreement for office space effective September 1, 2007 and expiring on January 31, 2015. The agreement contains provisions for a rent free period and future rent increases. The total amount of minimum rental payments due over the original lease period is being charged to rent expense on the straight-line method over the term of the lease. The difference between rent expense recorded and the amount paid is credited or charged to deferred rent obligation which is included in "Accounts payable, accrued expenses and other liabilities" on the statement of financial condition. On June 30, 2012, the liability for the deferred rent obligation was \$19,032. In addition, the Company has an option to extend the lease period for five years. The expense relating to this office space was \$73,333 for the year ended June 30, 2012.

## NOTES TO STATEMENT OF FINANCIAL CONDITION

#### YEAR ENDED JUNE 30, 2012

## NOTE 8 - LEASE COMMITMENTS - (Continued)

Minimum annual rentals under this noncancellable operating lease, exclusive of adjustments to the deferred rent obligation and exclusive of additional payments that may be required for certain increases in operating and maintenance costs, are as follows:

Year Ending	
June 30	Total
2013	\$ 76,455
2014	78,085
2015	46,104
Total	\$200,644

#### **NOTE 9 - INCOME TAXES**

The Company has yet unused a net operating loss carryforward for federal income tax purposes of approximately \$140,000 which expires on various dates beginning July 1, 2024.

The Company accounts for any potential interest or penalties related to possible future liabilities for unrecognized income tax benefits as interest/other expense. The Company is no longer subject to examination by tax authorities for federal, state or local income taxes for periods before 2009.