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PART III

**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 BEGINNIN	IG01/0	01/12	AND ENDING	<u> 12/3</u>	1/12
	MM/1	DD/YY		MM/[	DD/YY
A. F	REGISTRANT II	DENTIFICA	ATION		
NAME OF BROKER-DEALER: Camma	ack LaRhette	Brokerag	e, Inc.	OFFIC	CIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF I	BUSINESS: (Do no	t use P.O. Box	No.)	F	RM I.D. NO.
65 William Street					
	(No. ar	nd Street)			
Wellesley		MA		02481	
(City)		(State)		(Zip Code)	
NAME AND TELEPHONE NUMBER O	F PERSON TO CON	TACT IN RE	GARD TO THIS	(781) 9	997-1415 - Telephone Number
В. А	CCOUNTANT I	DENTIFICA	ATION		
INDEPENDENT PUBLIC ACCOUNTAND Dannible & McKee, LLP	VT whose opinion is	contained in tl	his Report*		
Daimible & McRee, LLF	(Name – if individu	al, state last, first	, middle name)		
Financial Plaza 221 S	South Warren	Street	Syracuse,	New York	13202
(Address)	(City)		(Sta	ite)	(Zip Code)
CHECK ONE:					
☑ Certified Public Accountan	t				
☐ Public Accountant					
☐ Accountant not resident in	United States or any	of its possess	ions.		
	FOR OFFICI	AL USE ONI	LY		
					ŧ

\*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)

5M 3/12/13

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.

### OATH OR AFFIRMATION

I, Michael R. Carter	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying finan	cial statement and supporting schedules pertaining to the firm of
Cammack LaRhette Brokerage,	•
	, 2012 , are true and correct. I further swear (or affirm) that
	principal officer or director has any proprietary interest in any account
* * * * * * * * * * * * * * * * * * * *	
classified solely as that of a customer, except as fo	ollows:
	$\sim$ $\sim$ $\sim$ $\sim$ $\sim$
	Muchael Carlo
	Signature
$\sim$ 0	Financial Operations Principal
	Title
	THE
Tolera ( Del)	
Notary Public	
/ //	
This report ** contains (check all applicable boxe	s):
(a) Facing Page.	
(b) Statement of Financial Condition.	
(c) Statement of Income (Loss).	
(d) Statement of Changes in Financial Condit	
(e) Statement of Changes in Stockholders' Ed	
(f) Statement of Changes in Liabilities Subor	dinated to Claims of Creditors.
(g) Computation of Net Capital.	
(h) Computation for Determination of Reserv	
(i) Information Relating to the Possession or	•
	planation of the Computation of Net Capital Under Rule 15c3-1 and the
	serve Requirements Under Exhibit A of Rule 15c3-3.
	unaudited Statements of Financial Condition with respect to methods of
consolidation.	
(I) An Oath or Affirmation.	
(m) A copy of the SIPC Supplemental Report.	
ഥ (n) A report describing any material inadequac	ies 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).

REBECCA GALLAGHER
Notary Public, Maine
My Commission Expires September 12, 2019



CAMMACK LARHETTE BROKERAGE, INC.

**FINANCIAL STATEMENTS** 

AND

SUPPLEMENTARY INFORMATION

**DECEMBER 31, 2012** 



CAMMACK LARHETTE BROKERAGE, INC.

FINANCIAL STATEMENTS

<u>AND</u>

**SUPPLEMENTARY INFORMATION** 

**DECEMBER 31, 2012** 



### <u>DESIGNATION OF ACCOUNTANT</u> (Notice Pursuant to Rule 17a-5(f)(2))

(i) Broker or Dealer

Name: Cammack LaRhette Brokerage, Inc.

Address: 65 William Street

Wellesley, MA 02481

Telephone: (781) 997-1415

SEC Registration Number: 8-53117

FINRA Registration Number: 109906

(ii) Accounting Firm

Name: Dannible & McKee, LLP

Address: Financial Plaza 221 South Warren Street, Syracuse, NY 13201

Telephone: (315) 472-9127

Accountant's State Registration Number: 4609212

(iii) Audit date covered by the Agreement:

12 31 2012 (Month) (Day) (Year)

- (iv) The contractual commitment to conduct the broker's or dealer's annual audit - (check one)
  - (x) is for the annual audit only for the fiscal year ending  $2\underline{012}^*$
  - ( ) is of a continuing nature providing for successive annual audits.
  - \* if this commitment is not of a continuing nature, it will be necessary to file this form each successive year.

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:

Name: Michael R. Carter

(By Firm's FINOP or President)

Title: Financial Operations Principal Date:

#### ANNUAL AUDIT REPORT

SECURITIES AND EXCHANGE COMMISSION Registration Branch Mail Stop 8031 100 F Street, NE Washington, DC 20549 (202) 551-6551

**SECURITIES AND EXCHANGE COMMISSION** (Regional Office serving your District)

FINRA
Financial Operations
Attn: Herani Dansamo
9509 Key West Avenue, 5th Floor
Rockville, MD 20850

**NOTE:** 

The report is due 60 calendar days after the annual audit date. Two copies must be filed with the SEC in Washington, one copy with the SEC Regional office, one copy to FINRA in Maryland, and the firm may forward a copy to the FINRA office in (your District). Also, copies should be sent to all other self-regulatory organizations of which the broker-dealer is a member.

REF: SEC RULE 17a-5

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Certified Public Accountants and Consultants

Financial Plaza, 221 S. Warren St., Syracuse, New York 13202-1628 (315) 472-9127 Fax (315) 472-0026

### **Independent Auditor's Report**

February 7, 2013

To the Board of Directors of Cammack LaRhette Brokerage, Inc.

### Report on the Financial Statements

We have audited the accompanying balance sheet of Cammack LaRhette Brokerage, Inc. (an S Corporation) (the Company) as of December 31, 2012, and the related statements of income, 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, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

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 from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design 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. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Cammack LaRhette Brokerage, Inc. as of December 31, 2012, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary schedule 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 under the Securities Exchange Act of 1934. Such information is the responsibility of management, 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 in the supplementary schedule of net capital is fairly stated in all material respects in relation to the financial statements as a whole.



## CAMMACK LARHETTE BROKERAGE, INC.

(An S Corporation)

### **BALANCE SHEET**

### **DECEMBER 31, 2012**

### **Assets**

Current assets:	
Cash and cash equivalents (Note 1)	\$ 354,220
FINRA deposit	1,200
Commissions receivable (Note 1)	174,886
Prepaid expenses	23,234
Total current assets	553,540
Equipment, less accumulated depreciation of \$14,616	3,440
Total assets	\$ 556,980
Liabilities and Stockholder's Equity	
Current liabilities:	
Accrued expenses	13,200
Total current liabilities	13,200
Stockholder's equity:	
Common stock, \$1 par value, 1,000 shares authorized, 100 shares	
issued and outstanding	100
Retained earnings	543,680
Total stockholder's equity	543,780
Total liabilities and stockholder's equity	\$ 556,980

# CAMMACK LARHETTE BROKERAGE, INC. (An S Corporation)

### STATEMENT OF INCOME

### FOR THE YEAR ENDED DECEMBER 31, 2012

Revenue:	
Commissions revenue	\$ 1,931,562
Consulting revenue	211,316
Total revenue	2,142,878
Expenses:	
General and administrative expenses	39,485
Business development expenses	35,048
Depreciation	2,579
Total expenses	77,112
Income before other income (expense) and income taxes	2,065,766
Other income (expense):	
Interest income	349
Management fees (Note 2)	(1,800,000)
Total other expense	(1,799,651)
Income before income taxes	266,115
Provision for income taxes:	
Current	15,206
Total provision for income taxes	15,206
Net income	\$ 250,909

## <u>CAMMACK LARHETTE BROKERAGE, INC.</u> (An S Corporation)

## STATEMENT OF CHANGES IN STOCKHOLDER'S EQUITY

## FOR THE YEAR ENDED DECEMBER 31, 2012

	Common Shares	Stock Amount		Retained Earnings		Total Stockholder's Equity	
Balance at December 31, 2011	100	\$	100	\$	492,771	\$	492,871
Stockholder's distributions					(200,000)		(200,000)
Net income	_	-	-		250,909		250,909
Balance at December 31, 2012	100	\$	100	\$_	543,680	<u>\$</u>	543,780

# CAMMACK LARHETTE BROKERAGE, INC. (An S Corporation)

## STATEMENT OF CASH FLOWS

### FOR THE YEAR ENDED DECEMBER 31, 2012

Cash flows from operating activities:-	
Net income	\$ 250,909
Adjustments to reconcile net income to net cash provided by	
operating activities:	
Depreciation	2,579
Increase in FINRA deposit	(278)
Decrease in commissions and consulting receivables	43,912
Increase in prepaid expenses	(5,248)
Increase in accrued expenses	1,400
Net cash provided by operating activities	293,274
Cash flows from financing activities:	
Member's distributions	(200,000)
Net cash used for financing activities	(200,000)
Net increase in cash and cash equivalents	93,274
Cash and cash equivalents, beginning of year	260,946
Cash and cash equivalents, end of year	\$ 354,220

## <u>CAMMACK LARHETTE BROKERAGE, INC.</u> (An S Corporation)

#### NOTES TO FINANCIAL STATEMENTS

### Note 1 - Summary of significant accounting policies

Cammack LaRhette Brokerage, Inc. (the "Company") is a broker-dealer registered with the Securities and Exchange Commission (SEC), and the Financial Regulatory Authority, Inc. (FINRA). The Company is incorporated in the Commonwealth of Massachusetts and effective February 1, 2007, became a wholly-owned Subsidiary of Charles W. Cammack Associates, Inc. (dba Cammack LaRhette Consulting) (the "Parent") pursuant to an acquisition. The Company provides hospitals and other similar non-profit and for profit groups with pension plan design, implementation and ongoing pension related services. The Company receives all of its revenues from other broker-dealers, fund companies and direct consulting.

Revenue recognition - Commissions are computed: 1) as a percentage of the amount of funds that the employees/employer of the Company's clients invests in their retirement accounts; 2) as a percentage of the total assets invested by the employee and employer; and 3) fixed fee charges. The amounts are paid to the Company by vendors that sell investment products to the Company's clients. This revenue is recognized by the Company monthly, based on the amounts computed by the vendors.

<u>Cash and cash equivalents</u> - For purposes of the statement of cash flows, the Company considers all short-term investments with a maturity of three months or less when purchased to be cash equivalents.

<u>Receivables and credit policies</u> - Commissions receivables are unsecured customer obligations due under normal trade terms requiring payment within thirty days from the invoice date. Interest is not accrued on outstanding receivables.

Consulting receivables are stated at the amount billed to the customer. Payments of receivables are allocated to the specific invoices identified on the customer's remittance advice or, if unspecified, are applied to the earliest unpaid invoices. Customer account balances with invoices dated over 180 days old are considered delinquent. There were no delinquent accounts at December 31, 2012.

The carrying amount of accounts receivables is reduced by a valuation allowance that reflects management's best estimate of the amounts that will not be collected. At December 31, 2012, management believes that an allowance for doubtful accounts is not required.

Equipment - Office equipment is recorded at cost. Depreciation for financial statement purposes is computed on the straight-line methods over the estimated useful life of seven years. For income tax purposes, depreciation is computed using methods and lives prescribed by the appropriate income tax regulations. Maintenance and repairs are charged to expense as incurred; major renewals and betterments are capitalized. When office equipment is sold or retired, the related cost and accumulated depreciation is removed from the accounts and any gain or loss is included in income.

Concentration of credit risk - The majority of the Company's income is derived from service fees/commissions earned from sales of products by a select group of investment companies. Approximately 31% of service fees/commissions earned came from four companies. Outstanding receivables at December 31, 2012, are due principally from investment companies and are unsecured. The Federal Deposit Insurance Corporation (FDIC) insures cash amounts held by financial institutions. Balances in excess of the FDIC insurance are subject to normal credit risk.

<u>Subsequent events</u> - Management has evaluated subsequent events through February 7, 2013, the date that the financial statements were available for issue.

<u>Income taxes</u> - For income tax purposes, the Company is a Qualified Subchapter S Subsidiary. In this regard, for Federal purposes and most states, the liability for Federal and certain state income taxes are passed through to the stockholder whether or not the income-giving rise to such taxes has been distributed. The Company is subject to certain state and local taxes. Cash paid for income taxes was \$15,206 in 2012.

The Company has reviewed its operations for uncertain tax positions and believes that there are no significant exposures. The Company will include interest on income tax liabilities in interest expense and penalties in operations if such amounts arise. The Company is no longer subject to examination by tax authorities for the closed tax years before 2009.

<u>Use of estimates</u> - 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 the 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 - Related party transactions

The Company has entered into a management agreement with the Parent. Management fees are charged in consideration of salaries, certain operating expenses and other general and administrative expenses incurred on behalf of the Company. The Company was charged by the Parent \$1,800,000 for management fees for the year ended December 31, 2012. The Company paid distributions to the Parent of \$200,000 for the year ended December 31, 2012.

### Note 3 - Net capital requirements

The Company is subject to the Securities and Exchange Uniform Net Capital Rule (SEC 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, shall not exceed 15 to 1 (and the rule of the "applicable" exchange also provides that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio exceeds 10 to 1). At December 31, 2012, the Company had net capital of \$374,144, which was \$369,144 in excess of its required net capital of \$5,000. The Company's net capital ratio was .03 to 1 at December 31, 2012.

SUPPLEMENTARY INFORMATION

## CAMMACK LARHETTE BROKERAGE, INC.

(An S Corporation)

### SCHEDULE OF NET CAPITAL

## <u>DECEMBER 31, 2012</u>

Total stockholder's equity Liabilities subordinated to claims of general creditors allowable in computation of net capital under SL5 agreements	\$ 543,780
Total capital and allowable subordinated liabilities	543,780
Non-allowable assets deductions and/or charges: Accounts receivable Furnishings and equipment Prepaid expenses and other current assets	141,762 3,440 24,434
Total other deductions and/or charges	169,636
Net capital	<u>\$ 374,144</u>
Total liabilities per balance sheet	\$ 13,200
Aggregate indebtedness	\$ 13,200
Computation of basic capital requirements:	
Minimum net capital requirement	<u>\$ 880</u>
Minimum dollar requirement	<u>\$ 5.000</u>
Net capital requirement (the greater of the above amounts)	<u>\$ 5,000</u>
Excess net capital at 1500%	<u>\$ 369.144</u>
Excess net capital at 1000%	<u>\$ 368,144</u>
Ratio - Aggregate indebtedness to net capital	3.53%

There are no material differences between the preceding computation and the Company's corresponding unaudited Part II of Form X-17A-5 as of December 31, 2012.

Financial Plaza, 221 S. Warren St., Syracuse, New York 13202-1628 (315) 472-9127 Fax (315) 472-0026

## Independent Auditor's Report on Internal Controls Required by SEC Rule 17a-5

February 7, 2013

To the Board of Directors of Cammack LaRhette Brokerage, Inc.

In planning and performing our audit of the financial statements of Cammack LaRhette Brokerage, Inc. (the "Company"), as of and for the year ended December 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 audit 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 (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 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 previously 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 the 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 and the practices and procedures referred to above, error 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 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 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 as described in the second paragraph of this report were adequate at December 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 FINRA 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.

Danuble + Mc Mu, XXP