

### UNITEDSTATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

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ANNUAL AUDITED REPORTMail Processing esponse..... 12.00 Section **FORM X-17A-5** 

SEC FILE NUMBER FEB 242014 **8**-68705

**PART III** 

**FACING PAGE** 

Washington DC 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	January 1, 2013	AND ENDING	December 31, 2013
	MM/DD/YY		MM/DD/YY
A. REG	ISTRANT IDENTIFIC	CATION	
NAME OF BROKER-DEALER: Echelon C	apital Partners		OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUSI	NESS: (Do not use P.O. B	ox No.)	FIRM I.D. NO.
1500 Rosecrans Avenue, Suite 414			
	(No. and Street)		
Manhattan Beach	California		90266
(City)	(State)		(Zip Code)
NAME AND TELEPHONE NUMBER OF PEL Daniel B Seivert	RSON TO CONTACT IN F	— <del>-</del>	EPORT 60.9027
			(Area Code - Telephone Number)
B. ACCO	DUNTANT IDENTIFI	CATION	
INDEPENDENT PUBLIC ACCOUNTANT w	hose opinion is contained in	n this Report*	
Breard & Associates, Inc. Certified Po	ublic Accountants		
	Name – if individual, state last, f	irst, middle name)	
9221 Corbin Avenue, Suite 170	Northridge	California	91324
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:			
☑ Certified Public Accountant			
☐ Public Accountant			
☐ Accountant not resident in Unite	ed States or any of its posse	essions.	
	FOR OFFICIAL USE O	NLY	

\*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.



# OATH OR AFFIRMATION

I, Daniel B Seivert		, swear (or affirm) that, to the best of
my knowledge and belief the accompany Echelon Capital Partners	ing financial statement and su	pporting schedules pertaining to the firm of . as
	ecember 31 20 13 a	are true and correct. I further swear (or affirm) that
		irector has any proprietary interest in any account
		nector has any proprietary interest in any account
classified solely as that of a customer, ex	cept as follows:	
State of CALIFORNIA	7	Van XIIII II
County of LOS ANGELES		Mr. June
Subscribed and swern to (or affirmed) before methis and day of Anually .2014 by	∌ on	Signature
DANIEL B SEIVERT proved to me	on	CED
the basis of satisfactory evidences to be the per	son	
who appeared before me.		Title
della		***************************************
1 the state of the		A. HARPER
Notary Public		Commission No. 1915569
This report ** contains (check all applications)	able boxes):	NOTARY PUBLIC CALIFORNIA LOS ANGELES COUNTY
(a) Facing Page.		My Comm. Expires DECEMBER 6, 2014
(b) Statement of Financial Condition	n.	***************************************
(c) Statement of Income (Loss).		
(d) Statement of Changes in Financ	ial Condition.	
(e) Statement of Changes in Stockh	olders' Equity or Partners' or	
☐ (f) Statement of Changes in Liability	ties Subordinated to Claims of	f Creditors.
(g) Computation of Net Capital.		
X (h) Computation for Determination	of Reserve Requirements Purs	suant to Rule 15c3-3.
(i) Information Relating to the Pos	session or Control Requiremen	nts Under Rule 15c3-3.
☐ (j) A Reconciliation, including appr	copriate explanation of the Con	nputation of Net Capital Under Rule 15c3-1 and the
Computation for Determination	of the Reserve Requirements	Under Exhibit A of Rule 15c3-3.
	adited and unaudited Statemen	nts of Financial Condition with respect to methods of
consolidation.		
(1) An Oath or Affirmation.		
(m) A copy of the SIPC Supplement	al Report.	
(n) A report describing any material	inadequacies found to exist or	found to have existed since the date of the previous audi

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



# **Independent Auditor's Report**

Board of Directors Echelon Capital Partners, LLC dba Echelon Capital:

### Report on the Financial Statements

We have audited the accompanying statement of financial condition of Echelon Capital Partners, LLC dba Echelon Capital, (the Company) as of December 31, 2013, and the related statements of operations, changes in member'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 of 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 Company'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 Echelon Capital Partners, LLC dba Echelon Capital as of December 31, 2013, and the results of its operations and its cash flows for the year 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 information contained in Schedules I, II, and III is presented for purposes of additional analysis and is not a required part of the 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 and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information in Schedules I, II, and III 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 Schedules I, II, and III is fairly stated in all material respects in relation to the financial statements as a whole.

Breard & Associates, Inc. Certified Public Accountants

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Northridge, California February 11, 2014

# Echelon Capital Partners, LLC dba Echelon Capital Statement of Financial Condition December 31, 2013

### **Assets**

Cash	\$	14,088
Prepaid expenses		1,488
Total assets	\$	15,576
		-
Liabilities and Member's Equity		
Liabilities		
Payable to related party		750
Total liabilities		750
Commitments and contingencies		
Member's equity		
Member's equity		14,826
Total member's equity	*********	14,826
Total liabilities and member's equity	\$	15,576

# Echelon Capital Partners, LLC dba Echelon Capital Statement of Operations For the Year Ended December 31, 2013

# **Expenses**

Administrative expenses	\$	1,380
Professional fees		10,230
License fees		1,990
Other operating expenses		811
Total expenses		14,411
Net income (loss) before income tax provision		(14,411)
Income tax provision		1,600
Net income (loss)	<u>\$</u>	(16,011)

# Echelon Capital Partners, LLC dba Echelon Capital Statement of Changes in Member's Equity For the Year Ended December 31, 2013

	Member's Equity	
Balance at December 31, 2012	\$ 10,017	
Member's contributions	20,820	
Net income (loss)	 (16,011)	
Balance at December 31, 2013	\$ 14,826	

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# Echelon Capital Partners, LLC dba Echelon Capital Statement of Cash Flows For the Year Ended December 31, 2013

Cash flow from operating activities:			
Net income (loss)			\$ (16,011)
Adjustments to reconcile net income (loss) to net			· ·
cash provided by (used in) operating activities:			
(Increase) decrease in assets:			
Receivable from related party	\$	210	
Prepaid expenses		(238)	
Increase (decrease) in liabilities:			
Accounts payable and accrued expenses		(695)	
Payable to related party		(1,310)	
Income taxes payable	<del></del>	(800)	
Total adjustments			 (2,833)
Net cash provided by (used in) operating activities			(18,844)
Net cash provided by (used in) in investing activities			-
Cash flow from financing activities: Member Contributions	***************************************	20,820	
Net cash provided by (used in) financing activities			 20,820
Net increase (decrease) in cash			1,976
Cash at beginning of year			12,112
Cash at end of year			\$ 14,088
Supplemental disclosure of cash flow information:			
Cash paid during the year for:			
Interest	\$	-	
Income taxes	\$	2,400	

### Note 1: GENERAL AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

General

Echelon Capital Partners, LLC (the "Company") is a Delaware Limited Liability Company as of July 16, 2010 and approved by the NASD in October 11, 2011 to operate as a broker-dealer under the Securities and Exchange Act of 1934, is a member of the Financial Industry Regulatory Authority ("FINRA"), and the Securities Investor Protection Corporation ("SIPC"). The Company is engaged in the business of conducting investment banking, primarily for small private companies and does not hold customer funds or securities.

The Company is an introducing broker-dealer that clears all transactions with and for customers on a fully disclosed basis with an independent securities clearing company and promptly transmits all customer funds and securities to the clearing company, which carries all of the accounts of such customers and maintains and preserves such books and records pertaining thereto pursuant to the requirements of the SEC Rule 17a-3 and 17a-4, as are customarily made and kept by a clearing broker or dealer.

Under its membership agreement with FINRA and pursuant to Rule 15c3-3(k)(2)(i), the Company conducts business on a fully disclosed basis and does not execute or clear securities transactions for customers. Accordingly, the Company is exempt from the requirement of Rule 15c3-3 under the Securities Exchange Act of 1934 pertaining to the possession or control of customer assets and reserve requirements.

#### Summary of Significant Accounting Policies

The presentation 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 revenue and expenses during the reporting period. Actual results could differ from those estimates.

The Company receives fees in accordance with terms stipulated in its engagement contracts. Fees are recognized as earned. The Company also receives success fees when transactions are completed. Success fees are recognized when earned, the Company has no further continuing obligations, and collection is reasonably assured.

# Note 1: GENERAL AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

These financial statements have been prepared under the assumption that the Company will be able to execute its business plan and the member will continue to provide liquidity during the formative stages. In addition, the Company is actively seeking various distribution channels for its services

The Company is treated as a disregarded entity for federal income tax purposes, in accordance with single member limited liability company rules. All tax effects of the Company's income or loss are passed through to the member. Therefore, no provision or liability for Federal Income Taxes is included in these financial statements.

### **Note 2: INCOME TAXES**

The Company is treated as a disregarded entity for federal income tax purposes, in accordance with single member limited liability company rules. All tax effects of the Company's income or loss are passed through to the member. Therefore, no provision or liability for Federal Income Taxes is included in these financial statements. The Company is subject to a limited liability company gross receipts fee, with a minimum annual fee of \$800. The provision for income taxes of \$1,600 covers both 2012 and 2013.

The Company is required to file income tax returns in both federal and state tax jurisdictions. The Company's tax returns are subject to examination by taxing authorities in the jurisdictions in which it operates in accordance with the normal statutes of limitations in the applicable jurisdiction. For federal purposes, the statute of limitations is three years. Accordingly, the company is no longer subject to examination of federal returns filed more than three years prior to the date of these financial statements. The statute of limitations for state purposes is generally three years, but may exceed this limitation depending upon the jurisdiction involved. Returns that were filed within the applicable statute remain subject to examination. As of December 31, 2013, the IRS has not proposed any adjustment to the Company's tax position.

#### **Note 3: RELATED PARTY TRANSACTIONS**

The Company has an agreement with one of its affiliates to use its office facilities and telephone services and will be billed at 5% of the actual costs. Expenses directly related to broker-dealer activity are an obligation of the Company. For the year ended December 31, 2013, the amount billed for these expenses is \$1,500, of which \$1,380 is occupancy expense. Of the aforementioned \$1,500, \$750 is owed to its affiliate at year end.

It is possible that the terms of certain of the related party transactions are not the same as those that would result for transactions among wholly unrelated parties.

#### Note 4: RECENTLY ISSUED ACCOUNTING STANDARDS

The Financial Accounting Standards Board (the "FASB") has established the Accounting Standards Codification ("Codification" or "ASC") as the authoritative source of generally accepted accounting principles ("GAAP") recognized by the FASB. The principles embodied in the Codification are to be applied by nongovernmental entities in the preparation of financial statements in accordance with GAAP in the United States. New accounting pronouncements are incorporated into the ASC through the issuance of Accounting Standards Updates ("ASUs")

For the year ending December 31, 2013, various ASUs issued by the FASB were either newly issued or had effective implementation dates that would require their provisions to be reflected in the financial statements for the year then ended. The Company has reviewed the following ASU releases to determine relevance to the Company's operations:

ASU No.	<u>Title</u>	<b>Effective Date</b>
2011-05	Comprehensive Income (Topic 220): Presentation of Comprehensive Income (June 2011).	After December 15, 2011
2011-11	Balance Sheet (Topic 210): Disclosures about Offsetting Assets and Liabilities (December 2011).	After January 1, 2013

# Note 4: RECENTLY ISSUED ACCOUNTING STANDARDS (Continued)

2011-12	Comprehensive Income (Topic 220): Deferral of the Effective Date for Amendments to the Presentation of Reclassifications of Items Out of Accumulated Other Comprehensive Income in Accounting Standards Update No. 2011-05 (December 2011)	After December 15, 2011
2013-02	Comprehensive Income (Topic 220): Reporting of Amounts Reclassified Out of Accumulated Other Comprehensive Income (February 2013)	After December 15, 2013
2013-11	Income Taxes (Topic 740): Presentation of an Unrecognized Tax Benefit When a Net Operating Loss Carryforward, a Similar Tax Loss, or a Tax Credit Carryforward Exists (July 2013).	After December 15, 2013

The Company has either evaluated or is currently evaluating the implications, if any, of each of these pronouncements and the possible impact they may have on the Company's financial statements. In most cases, management has determined that the pronouncement has either limited or no application to the company and, in all cases, implementation would not have a material impact on the financial statements taken as a whole.

# Note 5: NET CAPITAL REQUIREMENTS

The Company is subject to the Securities and Exchange Commission 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. Rule 15c3-1 also provides that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio would exceed 10 to 1. Net capital and aggregate indebtedness change day to day, but on December 31, 2013, the Company had net capital of \$13,338 which was \$8,338 in excess of its required net capital of \$5,000; and the Company's ratio of aggregate indebtedness (\$750) to net capital was 0.06 to 1, which is less than the 15 to 1 maximum allowed.

Echelon Capital Partners, LLC dba Echelon Capital
Supplementary Accountant's Report
on Internal Accounting Control
Report Pursuant to Rule 17a-5

For the Year Ended December 31, 2013



Board of Directors Echelon Capital Partners, LLC dba Echelon Capital:

In planning and performing our audit of the financial statements of Echelon Capital Partners, LLC dba Echelon Capital (the Company), as of and for the year ended December 31, 2013, 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 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 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 and correct, 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.

Control deficiencies are noted below under material weaknesses.

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.

The size of the business and the resultant limited number of employees imposes the practical limitations on the effectiveness of those internal control policies and procedures that depends on the segregation of duties. Because this condition is inherent in the size of the Company, the specific weaknesses are not described herein and no corrective action has been taken or proposed by the Company.

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, 2013, to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, Financial Industry Regulatory Authority, and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Breard & Associates, Inc.

Certified Public Accountants

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Northridge, California February 11, 2014