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

MAR 24 2014

SEC FILE NUMBER

8-66976

**FACING PAGE** 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 BE	GINNING01/01/13	AND ENDING12/3	1/13
	MM/DD/YY		MM/DD/YY
	A. REGISTRANT IDENTIF	ICATION	
NAME OF BROKER-DEALER:	M.E.S.A. SECURITIES, INC.		OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLA	CE OF BUSINESS: (Do not use P.O.	Box No.)	FIRM I.D. NO.
85 Fifth Avenue, Sixth Floor			
	(No. and Street)		
New York	NY	1	0003
(City)	(State)	(Zi	p Code)
NAME AND TELEPHONE NUM Brian Richards	IBER OF PERSON TO CONTACT IN		ORT 212-792-3950
:	-	(,	Area Code – Telephone Number)
	B. ACCOUNTANT IDENTII	FICATION	
INDEPENDENT PUBLIC ACCO	OUNTANT whose opinion is contained	l in this Report*	
	(Name - if individual, state las	t, first, middle name)	
825 Third Avenue	New York	NY	10022
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:			
☐ Certified Public Ac	ecountant		
☐ Public Accountant			
☐ Accountant not res	ident in United States or any of its pos	ssessions.	
	FOR OFFICIAL USE	ONLY	
		,	

<sup>\*</sup>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)

## OATH OR AFFIRMATION

I, Brian Richards	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying financial statement an M.E.S.A. Securities, Inc.	
of December 31	, are true and correct. I further swear (or affirm) that
neither the company nor any partner, proprietor, principal officer classified solely as that of a customer, except as follows:  NO EXCEPTIONS	
This report ** contains (check all applicable boxes):	Pursuant to Rule 15c3-3. ments Under Rule 15c3-3. Computation of Net Capital Under Rule 15c3-1 and the nts Under Exhibit A of Rule 15c3-3.
(iii) A copy of the SIPC Supplemental Report.  (ii) A report describing any material inadequacies found to exist	or found to have existed since the date of the previous audit.
**For conditions of confidential treatment of certain portions of the	nis filing, see section 240.17a-5(e)(3).
[X] (o) Independent Auditors' Report on Internal Control Structure [X] (p) Statement of Cash Flows	

M.E.S.A. SECURITIES, INC.
FINANCIAL STATEMENTS
DECEMBER 31, 2013



## Independent Auditors' Report

Board of Directors M.E.S.A. SECURITIES, INC.

#### Report on the Financial Statements

We have audited the accompanying statement of financial condition of M.E.S.A. SECURITIES, INC. (the "Company") as of December 31, 2013, and the related statements of income, changes in shareholders' equity, and cash flows for the year then ended that you are filing 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.

## Auditors' 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 auditors' 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 auditors consider 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.



## Independent Auditors' Report

Board of Directors M.E.S.A. SECURITIES, INC.

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### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of M.E.S.A. Securities, Inc. as at December 31, 2013 and the results of its operations and its cash flows for the year then ended, in conformity with accounting principles generally accepted in the United States.

#### Other Matter - Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information contained in Schedules 1 and 2 required by Rule 17a-5 under the Securities Exchange Act of 1934 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Cornely, John + Dandler, LLP CERTIFIED PUBLIC ACCOUNTANTS

New York, New York March 20, 2014

## STATEMENT OF FINANCIAL CONDITION

## AS AT DECEMBER 31, 2013

## **ASSETS**

Cash	\$ 2,434,555
Investments	784,330
Accounts receivable (less \$120,000 allowance for doubtful accounts)	1,089,693
Prepaid expenses	31,890
Employee loan receivable	10,000
Property and equipment (at cost, less \$464,853 accumulated	
depreciation)	132,376
Due from related parties (including \$14,946 of accrued interest)	540,367
Restricted cash	284,397
Deferred tax assets (net of \$64,000 deferred tax liabilities)	113,000
Deposits and other assets	5,726
TOTAL	\$ 5,426,334
<u>LIABILITIES</u>	
Accounts payable and accrued expenses	\$ 1,687,176
Contingent bonuses and employee benefits	1,354,035
Deferred revenue	72,927
Payroll taxes payable	127,558
Income taxes payable	15,581
Deferred rent	52,850
Total liabilities	3,310,127
Commitments	
SHAREHOLDERS' EQUITY	
Series A redeemable preferred stock - no par or stated value, 12 shares	
authorized; 11 shares issued	
Common stock - no par value, 200 shares authorized;	
20 shares issued, at stated value	1,000
Additional paid-in capital	2,628,285
Deficit	(513,078)
Total shareholders' equity	2,116,207
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$ 5,426,334
I U I AL LIADILI I IES AND STAKETULDERS EQUITT	\$ 0,440,334

## STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

## FOR THE YEAR ENDED DECEMBER 31, 2013

		Capit	tal Stock			,	Additional			Total
	Preferre	ed Stock	Comn	non St	ock		Paid-in		Sh	areholders'
	Shares	Amount	Shares	Aı	mount		Capital	 (Deficit)		Equity
Balance - January 1, 2013	11	\$	20	\$	1,000	\$	2,628,285	\$ (246,137)	\$	2,383,148
Net loss								 (266,941)		(266,941)
Balance - December 31, 2013	11	\$	20_	\$	1,000	\$	2,628,285	\$ (513,078)	\$	2,116,207

## STATEMENT OF INCOME

## FOR THE YEAR ENDED DECEMBER 31, 2013

Revenues:			
Advisory, consulting and placement fee income			\$ 8,945,276
Unrealized loss on investments			 (166,501)
Net revenues			8,778,775
Expenses:			
Payroll	\$	5,352,576	
Payroll taxes	·	233,748	
Professional fees		690,404	
Rent and other facility expenses		491,829	
Insurance		242,202	
Travel and entertainment (net of \$110,610 reimbursed		,	
expenses)		116,343	
Employee benefits		637,287	
Business development		209,231	
Office expenses		68,482	
Business materials		60,694	
Utilities		37,149	
Other service expenses		137,506	
Bad debt expense		782,262	
Depreciation		94,493	9,154,206
Operating loss before other income (expenses) and income taxes			(375,431)
Other income (expenses)			
Loss on disposal of property and equipment		(21,951)	
Interest income		17,354	 (4,597)
Loss before income taxes			(380,028)
Income tax credit			 113,087
NET LOSS			\$ (266,941)

## STATEMENT OF CASH FLOWS

## FOR THE YEAR ENDED DECEMBER 31, 2013

## INCREASE (DECREASE) IN CASH

Cash flows from operating activities:	
Net loss	\$ (266,941)
Adjustments to reconcile results of operations to net cash	
effect of operating activities:	
Depreciation	94,493
Bad debt expense	782,262
Accrued interest	(13,774)
Loss on investments	166,501
Loss on disposal of property and equipment	21,951
Net change in asset and liability accounts:	
Accounts receivable	68,598
Prepaid expenses	(5,337)
Deferred taxes	(151,000)
Deposits and other assets	4,236
Accounts payable and accrued expenses Contingent bonuses	433,841
Deferred revenue	(375,965) (153,806)
Deferred revenue  Deferred rent	(24,788)
Payroll taxes payable	72,003
Income taxes payable	35,111
moomo taxoo payasio	 00,111
Total adjustments	 954,326
Net cash provided by operating activities	 687,385
Cash flows from investing activities:	
Employee loan advances	(10,000)
Repayment of employee advances	75,000
Advances to related party	(476,942)
Acquisition of property and equipment	 (12,960)
Net cash used for investing activities	(424,902)
NET INCREASE IN CASH	262,483
Cash - January 1, 2013	 2,172,072
CASH - DECEMBER 31, 2013	\$ 2,434,555
Supplementary disclosure of cash paid for income taxes	\$ 3,243

#### NOTES TO FINANCIAL STATEMENTS

#### AS AT DECEMBER 31, 2013

## NOTE A - Principal Business Activity and Summary of Significant Accounting Policies

#### Organization

M.E.S.A. Securities, Inc. (the "Company") is a broker-dealer registered with the Securities and Exchange Commission ("SEC") and is a member of the Financial Industry Regulatory Authority ("FINRA"). The Company engages in the private placement of securities on a best efforts basis and the provision of consulting and advisory services. Revenue from consulting and advisory services is recognized as services are performed. Revenue from private placements is recognized when the transaction closes.

## **Summary of Significant Accounting Policies**

#### Cash

The Company maintains cash balances at one financial institution. The account is covered by regular FDIC insurance up to \$250,000. Approximately \$2,503,000 of the Company's cash exceeded the U.S. federally insured limits at December 31, 2013.

#### Investments

Investments are stated at fair value as determined by management and unrealized appreciation or depreciation is included in net assets and reflected in the statement of operations.

The Company records its investments at fair value as specified in the Financial Accounting Standards Board standard on "Fair Value Measurements" which establishes a hierarchy for measuring fair value. That standard provides a hierarchy of three levels of input data for determining the fair value of an asset or liability; Level 1 is quoted prices for identical items in active, liquid and visible markets, Level 2 is observable information for similar items in active or inactive markets and Level 3 is unobservable inputs to be used in situations where markets don't exist or are illiquid.

#### NOTES TO FINANCIAL STATEMENTS

#### AS AT DECEMBER 31, 2013

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# NOTE A - Principal Business Activity and Summary of Significant Accounting Policies (Continued)

#### <u>Investments</u> (Continued)

In connection with its current and prior years' private placements, advisory and consulting deals, the Company has received certain equity interests and warrants for the purchase of equity interests in its customers. The Company calculates the fair value of its warrants using the Black-Scholes model which is a mathematical calculation where the fair value of the warrant is a function of the present market value of the underlying security, the exercise price, the time frame until expiration of the warrant, the risk-free discount rate and the average volatility in the price of the underlying security. Because of the inherent uncertainty of valuation, these estimated values may differ significantly from the values that would have been used had a ready market for the non-publicly traded securities existed and the differences could be material.

#### Revenue Concentration and Accounts Receivable

Currently, the Company deals exclusively with companies in the Media and Entertainment Industries. Given the nature of the Company's business, the majority of its fees and commissions in any given year are earned from different customers then in prior years. For the year ended December 31, 2013, four customers accounted for approximately 52% of net revenues with the largest accounting for 14% of net revenue.

Trade accounts receivable from customers are recorded at net realizable value, which includes an appropriate allowance for estimated uncollectible accounts. The allowance for estimated doubtful accounts is based on the Company's history of write-offs, the level of past due accounts, and its relationship with, and the economic status of, its customers.

#### **Depreciation of Property and Equipment**

Depreciation is computed on the straight-line method for financial accounting purposes and on accelerated methods for income tax purposes at rates which are designed to write off the assets over their estimated useful lives. Leasehold improvements are amortized over the lesser of their estimated useful lives or the term of the lease.

## NOTES TO FINANCIAL STATEMENTS

#### AS AT DECEMBER 31, 2013

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# NOTE A - Principal Business Activity and Summary of Significant Accounting Policies (Continued)

#### **Use of Estimates**

The preparation of the financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect amounts reported in the financial statements and accompanying notes. Management believes that the estimates utilized in preparing its financial statements are reasonable and prudent. Actual results could differ from the estimates.

#### **Income Taxes**

Income taxes are provided for the tax effects of transactions reported in the financial statements and consist of taxes currently due plus deferred taxes related primarily to temporary differences in the recognition of income and expenses for financial and tax reporting purposes. The deferred tax assets and liabilities represent the future tax consequences of those differences, which will either be taxable or deductible when the assets and liabilities are recovered or settled and are calculated using enacted income tax rates.

Generally accepted accounting principles clarify the accounting for the uncertainty in income taxes recognized in the Company's financial statements by prescribing a minimum recognition threshold a tax position is required to meet before being recognized in the financial statements. As of December 31, 2013, the Company does not believe it has uncertain tax positions that would qualify for either recognition or disclosure in the financial statements.

The Company's federal, state and local income tax returns have not been examined by the taxing authorities in recent years. Years ended December 31, 2010, 2011 and 2012 remain open to examination by federal, state and local income tax authorities.

## **NOTES TO FINANCIAL STATEMENTS**

#### **AS AT DECEMBER 31, 2013**

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## NOTE B - Net Capital Requirements

The Company is subject to the SEC Uniform Net Capital 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. At December 31, 2013, the Company had net capital of \$477,411 which was \$347,005 in excess of its required net capital of \$130,406. The Company's net capital ratio was 4.10 to 1. Under certain circumstances, withdrawals of capital may be restricted (see Note I).

## NOTE C - Fair Value Measurements

The Company treats its investments of \$784,330 as Level 3 investments (Note A) at December 31, 2013 in accordance with the provisions of the Financial Accounting Standard Board standard on "Fair Value Measurements".

Such investments are comprised of the following at December 31, 2013:

	Beginning Balance	Purchases, Issuances and Settlements	Unrealized Losses Related to Assets Held at Year-End	Ending Balance
Common stock: Entertainment	\$ 25,000		\$ 25,000	\$ -
Preferred stock: Entertainment	649,969	\$ -	66,389	716,358
Common stock warrant Entertainment	s: <u>275,862</u>		(207,890)	67,972
	<u>\$ 950,831</u>	\$ -	<u>\$ (166,501)</u>	<u>\$ 784,330</u>

#### NOTES TO FINANCIAL STATEMENTS

#### AS AT DECEMBER 31, 2013

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### NOTE D - Property and Equipment

Property and equipment at December 31, 2013 are comprised of:

Cost:

Computer equipment \$ 111,904
Office furniture 171,279
Leasehold improvements 314,046

Total 597,229

Less accumulated depreciation (464,853)

Net <u>\$ 132,376</u>

Computer equipment and office furniture are depreciated over their estimated useful life of 5 years. Leasehold improvements are being depreciated over the remaining term of the lease.

Depreciation expense for the year ended December 31, 2013 is \$94,493.

## **NOTE E - Related Party Transactions**

#### **Employee Loan Receivable**

In April 2013, the Company advanced an employee \$10,000. The loan, which bears no interest, was partially repaid in February 2014. A balance of \$5,000 remains outstanding on the loan.

### **Due from Related Parties**

The Company advanced an affiliate, MESA + Management, LLC (the "Affiliate") controlled by the common shareholders of the Company, funds during 2013 to assist in the formation of the Affiliate's operations as an investment advisor. The loan, plus interest at 7% a year, is payable when the Affiliate becomes self-sufficient. At December 31, 2013, \$537,936 is due from this Affiliate.

The Company has receivables from two other affiliates owned by the common shareholders. These amounts have no specific due date and are noninterest bearing. At December 31, 2013, \$2,431 is due from these affiliates.

## NOTES TO FINANCIAL STATEMENTS

#### **AS AT DECEMBER 31, 2013**

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## NOTE F - Restricted Cash

The Company has set aside \$284,397 in a restricted bank account in support of an outstanding letter of credit expiring in November 2014 granted in favor of its landlord.

## **NOTE G - Contingent Bonuses**

Several employees earned bonuses for placement deals that were earned in 2013. However, payment of those bonuses is contingent upon the collection of the related receivable.

### **NOTE H - Income Taxes**

Income taxes on the statement of income are summarized as follows:

Curr	ently	paya	ble:

Federal	\$ 2,500
New York State	6,413
California	8,000
New York City	21,000

Total 37,913

Net change in deferred income

taxes (see Note A) (151,000)

Total credit \$ (113,087)

Deferred income taxes result from the temporary difference in recording certain revenues and expenses for financial accounting and income tax reporting purposes. The principal difference at December 31, 2013 result from the nondeductibility of bad debt allowances and certain accrued bonuses until realized or paid for income tax purposes and the deferred recognition for income tax purposes related to certain warrants received for services.

#### NOTES TO FINANCIAL STATEMENTS

#### **AS AT DECEMBER 31, 2013**

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## NOTE I - Shareholders' Equity

In July 2009, the Company's Certificate of Incorporation was amended to authorize the issuance of 12 shares of Series A redeemable preferred stock (the "Preferred Stock"), no par value. The original issue price of \$250,000 per share, plus accrued but unpaid dividends, is redeemable by the Company on the fifth anniversary of their issue. However, the preferred stock can only be redeemed if it would not cause the Company's net capital, as calculated pursuant to SEC Rule 15c3-1, to fall below \$500,000. The Company also has the option to redeem all of the Preferred Stock at any time after the date of issuance for \$275,000 per share plus accrued but unpaid dividends, subject to the same restriction as above. Through December 31, 2013, eleven shares of preferred stock have been issued for a total of \$2,750,000.

Holders of the Preferred Stock are not entitled to vote on any matter submitted to a vote of the shareholders of the Company.

The Preferred Stock shareholders are entitled to receive dividends at the rate of 8% per share a year based on the issue price of \$250,000 subject to adjustment for stock dividends, stock splits, combinations or recapitalizations, as defined. Dividends are cumulative and accrue from date of issue, whether or not declared by Board of Directors. At December 31, 2013, the cumulative dividends in arrears on the Preferred Stock were \$922,466.

Upon sale or liquidation of the Company's assets, the holders of the Preferred Stock have preference over the holders of the Common Stock.

#### **NOTE J - Commitments**

The Company's lease for office space in New York City expires in November 2014, and provides for periodic increases of minimum rent, plus escalation charges. The average annual rent under this lease is approximately \$250,000.

The Company's lease for office space in Los Angeles, California expires in October 2017 and provides for periodic rent increases over the rental period averaging approximately \$60,000 a year plus escalation charges.

#### NOTES TO FINANCIAL STATEMENTS

#### **AS AT DECEMBER 31, 2013**

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## NOTE J - Commitments (Continued)

At December 31, 2013, future minimum annual payments under these leases are due as follows:

Year ending December 31:

2014	\$334,814
2015	64,135
2016	66,059
2017	<u>56,592</u>

Total <u>\$521,600</u>

The Company also leases additional office space in San Francisco, California on a month-to-month basis for \$800 per month.

Rent expense for year ended December 31, 2013 was \$319,684.

#### NOTE K- 401(k) Profit Sharing Plan and Pension Plan

In 2013, the Company adopted a 401(k) profit sharing plan and a supplementary pension plan for certain employees of the Company.

The 401(k) profit sharing plan provides for contributions by the Company of a discretionary matching percentage of the amount contributed by eligible employees. In addition, the plan provides for special discretionary contributions up to the maximum amount allowable as a deduction for income tax purposes, as approved by the Board of Directors.

The pension plan, whose contributions are limited based on the contributions to the 401(k) profit sharing plan, is available to all common shareholders and non-highly compensated employees who meet certain eligibility requirements. The pension plan provides for annual actuarially determined contributions designed to provide benefits based solely on the amounts funded and is considered the functional equivalent of defined contribution plan.

Company contributions to these plans aggregated \$535,270 for the year.

# COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION

## AS AT DECEMBER 31, 2013

## Net Capital:

Shareholders' equity before liabilities subordinated to claims of general creditors and nonallowable assets		\$ 2,116,207
Add:		
Discretionary bonuses and employee benefits		1,354,035
Shareholders' equity before nonallowable assets		3,470,242
Nonallowable assets:		
Petty cash	\$ 1,053	
Investments	784,330	
Accounts receivable	1,089,693	
Prepaid expenses and other current assets	31,890	
Property and equipment	132,376	
Note receivable	10,000	
Due from related party	540,367	
Defered tax asset	113,000	
Restricted cash	284,397	
Deposits and other assets	5,726	2,992,832
Net capital		477,411
Minimum net capital required		130,406
Excess net capital		\$ 347,005
Capital Ratio:		
Ratio of aggregate indebtedness to net capital		4.10
Reconciliation with Company's computation of net capital (included in Part IIA of Form X-17A-5 as of December 31, 2013)		
Net capital as reported in Company's Part IIA (unaudited) FOCUS Report		\$ 744,488
Adjustment to revenues		(89,854)
Adjustments to expenses		(84,672)
Adjustment to nonallowable assets		215,009
Adjustments to liabilities		(307,560)
Balance - December 31, 2013 (as above)		\$ 477,411

## COMPUTATION FOR DETERMINATION OF RESERVE REQUIREMENTS FOR BROKERS AND DEALERS PURSUANT TO RULE 15c3-3 UNDER THE SECURITIES EXCHANGE ACT OF 1934

AS AT DECEMBER 31, 2013

The Company does not carry any customer accounts and is exempt from Securities and Exchange Rule 15c3-3 under paragraph (k)(2)(i) because it does not hold funds or securities for or owe money or securities to its customers.



# To the Board of Directors M.E.S.A. Securities, Inc.

In planning and performing our audit of the financial statements and supplemental schedule of M.E.S.A. Securities, Inc. (the "Company") as of and for the year ended December 31, 2013, we considered its internal control structure, including procedures for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on the internal control structure..

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 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 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
- 2. Recordation of differences required by Rule 17a-13
- 3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System

The management of the Company is responsible for establishing and maintaining an internal control structure and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of internal control structure policies and procedures 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 above-mentioned objectives. Two of the objectives of an internal control structure and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in accordance with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in any internal control structure or the practices and procedures referred to above, errors or irregularities 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.



To the Board of Directors M.E.S.A. Securities, Inc.

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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 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 paragraph 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 practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2013 to meet the SEC's objectives.

This report is intended solely for the information and use of management, the Board of Directors, the SEC 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.

Comile Sarle, LLF CERTIFIED PUBLIC ACCOUNTANTS

New York, New York March 20, 2014

# **Cornick Garber Sandler**

Certified Public Accountants & Advisors

# Independent Accountants' Report on Applying Agreed-Upon Procedures Related to an Entity's SIPC Assessment Reconciliation

Board of Directors M.E.S.A. Securities, 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 [General Assessment Reconciliation (Form SIPC-7)] to the Securities Investor Protection Corporation (SIPC) for the period from January 1, 2013 to December 31, 2013, which were agreed to by M.E.S.A. Securities, Inc. and the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc., and SIPC, solely to assist you and the other specified partners in evaluating M.E.S.A. Securities, Inc.'s compliance with the applicable instructions of the General Assessment Reconciliation (Form SIPC-7). M.E.S.A. Securities, Inc.'s management is responsible for M.E.S.A. Securities, 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 noting no differences;
- 2. Compared the total revenue amounts of the audited Form X-17A-5 for the year ended December 31, 2013 as applicable, with the amounts reported in Form SIPC-7 for the year ended December 31, 2013 noting no differences;
- 3. Compared any adjustments reported in Form SIPC-7 with supporting schedules and working papers relating to additions to and deductions from revenues 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 referenced above 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 management of M.E.S.A. Securities, Inc. and specified parties listed above and is not intended to be and should not be used by anyone other than these specified parties.

certified PUBLIC ACCOUNTANTS

New York, New York March 20, 2014

Cornick, Garber & Sandler, LLP

# SCHEDULE OF SECURITIES INVESTOR PROTECTION CORPORATION ASSESSMENTS AND PAYMENTS (FORM SIPC-7)

## FOR THE YEAR ENDED DECEMBER 31, 2013

Form SIPC-7 General Assessment for the year	\$ 20,423
Less payment made with interim SIPC-6	 12,094
Amount due with SIPC-7 - paid in March 2014	 8,329

SIPC Collection Agent: Securities and Protection Corporation