

SEC SECURITIES
Mail Processing W

16022302

3 Number: 3235-0123 res: May 31, 2017

OMB APPROVAL

nated average burden hours per response.... 12.00

SEC FILE NUMBER
8-65393

NOV 252016

Section

Washington DC 409

ANNUAL AUDITED REPORT FORM X-17A-5 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 BEGINNING | 10/1/2015 | AND ENDING | 9/30 | 0/2016 |
|---|----------------------------------|----------------|----------------|-------------------|
| | MM/DD/YY | | MM/ | DD/YY |
| A. REGIS | STRANT IDENT | IFICATION | | |
| NAME OF BROKER-DEALER: Raymond | d James Insurance G | roup, Inc. | OFFICIAL | USE ONLY |
| ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.) | | O. Box No.) | FIRM I.D. NO. | |
| 880 Carillon Parkway | | | | |
| | (No. and Street) | | | |
| Saint Petersburg | Florida | | 33716 | |
| (City) | (State) | | (Zip Code) | |
| INDEPENDENT PUBLIC ACCOUNTANT whose | UNTANT IDEN | | (Area Code - 1 | Telephone Number) |
| KPMG, LLP | if individual, state last, first | . middle name) | | |
| 100 North Tampa Street Suite 1700 | | Tampa | Florida | 33602 |
| (Address) | | (City) | (State) | (Zip Code) |
| CHECK ONE: | | | | |
| ☑ Certified Public Accountant | | | | |
| ☐ Public Accountant | | | | |
| ☐ Accountant not resident in United St | tates or any of its poss | essions. | | |
| FOR OFFICIAL USE ONLY | | | | |
| | | | | |

*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.

SEC 1410 (06-02

OATH OR AFFIRMATION

I, <u>Richard B. Franz II</u>, <u>officer of Raymond James Insurance Group, Inc.</u>, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement pertaining to the firm of <u>Raymond James Insurance Group, Inc.</u>, as of <u>September 30, 2016</u>, is 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 | · | |
|------|------|---|
| | | |
| | | Fulud & June I |
| | | Richard B. Franz II Chief Financial Officer |
| Nota | Ty P | ASHELY L. CLINE Notary Public - State of Florida My Comm. Expires Nov 18, 2018 Commission # FF 177730 Bonded through National Notary Assn. |
| This | repo | rt ** contains (check all applicable boxes): |
| X | (a) | Facing Page. |
| X | (b) | Statement of Financial Condition. |
| | (c) | Statement of Income (Loss). |
| | (d) | Statement of Changes in Financial Condition. |
| | (e) | Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital. |
| | (f) | Statement of Changes in Liabilities Subordinated to Claims of Creditors. |
| | (g) | Computation of Net Capital. |
| | (h) | Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3. |
| | (i) | Information Relating to the Possession or Control Requirements Under Rule 15c3-3. |
| | (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. |
| | (k) | A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation. |
| X | (l) | An Oath or Affirmation. |
| | (m) | A copy of the SIPC Supplemental Report. |
| | (n) | A report describing any material inadequacies found to exist or found to have existed since the date of the previous |

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

RAYMOND JAMES INSURANCE GROUP, INC. (a wholly owned subsidiary of Raymond James Financial, Inc.)

STATEMENT OF FINANCIAL CONDITION

SEPTEMBER 30, 2016

SUMMARY OF CONTENTS

- A. Officer Certification and Oath or Affirmation
- B. Report of Independent Registered Public Accounting Firm
- C. Statement of Financial Condition as of September 30, 2016
- D. Notes to Statement of Financial Condition



KPMG LLP Suite 1700 100 North Tampa Street Tampa, FL 33602-5145

Report of Independent Registered Public Accounting Firm

The Board of Directors
Raymond James Insurance Group, Inc.:

We have audited the accompanying statement of financial condition of Raymond James Insurance Group, Inc. (the Company) as of September 30, 2016 (the financial statement). The financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on the financial statement based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statement is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statement. 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 Raymond James Insurance Group, Inc. as of September 30, 2016, in conformity with U.S. generally accepted accounting principles.

KPMG LLP

Tampa, Florida November 22, 2016 Certified Public Accountants

RAYMOND JAMES INSURANCE GROUP, INC.

(a wholly owned subsidiary of Raymond James Financial, Inc.)

STATEMENT OF FINANCIAL CONDITION September 30, 2016

| Assets: | |
|--|-----------------|
| Cash and cash equivalents | \$ 6,746,380 |
| Other receivables | 111,475 |
| Prepaid expenses and other assets | 358,166 |
| Property and equipment, net | 2,468 |
| Deferred income taxes, net | 202,474 |
| Total assets | \$ 7,420,963 |
| Liabilities and stockholder's equity: | |
| Accrued compensation, commissions and benefits | \$ 1,149,618 |
| Income taxes payable | 17,673 |
| Accrued expenses and other liabilities | 12,605 |
| Payables to affiliates | 390,540 |
| Total liabilities | 1,570,436 |
| Stockholder's equity: | |
| Common stock - \$1 par value; authorized 5,000 shares; | |
| issued and outstanding 2,000 shares | 2,000 |
| Additional paid-in capital | 5,362,984 |
| Retained earnings | 485,543 |
| Total stockholder's equity | 5,850,527 |
| Total liabilities and stockholder's equity | \$ 7,420,963 |

See accompanying Notes to Statement of Financial Condition.

NOTES TO STATEMENT OF FINANCIAL CONDITION

September 30, 2016

NOTE 1 – ORGANIZATION AND NATURE OF BUSINESS

Raymond James Insurance Group, Inc. ("RJIG," "we," "our," "ours" or "us"), formerly known as Planning Corporation of America ("PCA"), is a Florida corporation and a wholly owned subsidiary of Raymond James Financial, Inc. ("RJF" or "Parent"). RJIG is a general insurance agency representing a number of insurance companies, as well as a broker-dealer registered with the Securities and Exchange Commission ("SEC") and a member of Financial Industry Regulatory Authority, Inc. ("FINRA"). We do not carry customer accounts and, accordingly, are exempt from Rule 15c3-3 of the Securities and Exchange Act of 1934 (the Customer Protection Rule) pursuant to provision k(2)(i) of the Rule. RJIG provides product and marketing support for a broad range of insurance products, principally fixed and variable annuities, life insurance, disability insurance and long-term care coverage to the financial advisors of our affiliated broker-dealers.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of presentation

We conform to our Parent's fiscal year end of September 30. The accompanying Statement of Financial Condition is prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP"), the more significant of which are summarized below.

Accounting estimates and assumptions

The preparation of the Statement of Financial Condition in conformity with GAAP requires us to make certain estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the Statement of Financial Condition. Actual results could differ from those estimates and could have a material impact on the Statement of Financial Condition.

Cash and cash equivalents

Our cash equivalents include money market funds or highly liquid investments with original maturities of 90 days or less.

Property and equipment

Property, equipment and leasehold improvements are stated at cost less accumulated depreciation and amortization. Additions, improvements and expenditures that extend the useful life of an asset are capitalized.

Share-based compensation

Certain employees participate in RJF's Stock Incentive Plan which provides for the issuance of RJF common stock or restricted stock awards. RJF estimates the fair value of share-based awards on the date of grant. See Note 7 for further information.

Deferred compensation plans

Certain employees participate in RJF's various deferred compensation plans that provide a return to the participant based upon the performance of various referenced investments. For certain of these plans, RJF invests directly, as a principal in such investments, related to their obligations to perform under the deferred compensation plans. For other such plans, including the Long Term Incentive Plan ("LTIP"), RJF purchases and holds life insurance on the lives of certain current and former participants to earn a competitive rate of return for participants and to provide a source of funds available to satisfy their obligation under the plan.

Income taxes

The results of our operations are included in the consolidated federal and certain consolidated state income tax returns of RJF. As a result of the inclusion in consolidated filings, the majority of income taxes receivable reported in other receivables on the

Statement of Financial Condition are due from RJF. Federal and state income taxes are computed, under a tax sharing agreement with RJF, based on the separate return method utilizing a benefits for losses approach.

The objectives of accounting for income taxes are to recognize the amount of taxes payable or refundable for the current year. We utilize the asset and liability method to provide income taxes on all transactions recorded in the Statement of Financial Condition. This method requires that income taxes reflect the expected future tax consequences of temporary differences between the carrying amounts of assets or liabilities for book and tax purposes. Accordingly, a deferred tax asset or liability for each temporary difference is determined based on the tax rates that we expect to be in effect when the underlying items of income and expense are realized. Judgment is required in assessing the future tax consequences of events that have been recognized in our Statement of Financial Condition or tax returns. Variations in the actual outcome of these future tax consequences could materially impact our financial position. See Note 5 for further information on our income taxes.

NOTE 3 - RELATED PARTY TRANSACTIONS

We assign certain insurance and annuity product commission revenues to our affiliates that we collected on their behalf as per the established revenue assignment agreements for the sale of our insurance related products to their clients.

We participate with our Parent and affiliates in certain expense and tax sharing agreements. Based on the terms in these agreements, our allocations may not be inclusive of all economic benefits received from our Parent or affiliates.

We have a receivable of \$52,866 due from our parent at September 30, 2016 recorded in other receivables, which is attributable to income taxes. We have payables to affiliates of \$390,540 at September 30, 2016. The amounts payable are attributable to the related party expense transactions as well as a payable of \$202,474 due to our parent for deferred taxes. The related party transactions that result in payables are settled monthly.

NOTE 4 – PROPERTY AND EQUIPMENT

| | Septer | nber 30, 2016 |
|---|--------|---------------|
| Building, leasehold and land improvements | \$ | 33,692 |
| Furniture, fixtures, and equipment | | 116,648 |
| | | 150,340 |
| Less: Accumulated depreciation and amortization | | (147,872) |
| Property and equipment, net | \$ | 2,468 |

NOTE 5 - FEDERAL AND STATE INCOME TAXES

The cumulative effects of temporary differences that give rise to significant portions of the deferred tax asset items are as follows:

| | Septen | September 30, 2016 | |
|-------------------------------|--------|--------------------|--|
| Deferred tax assets: | | *** | |
| Fixed assets | \$ | 37,473 | |
| Deferred compensation | | 111,937 | |
| Accrued expenses | | 53,064 | |
| Gross deferred tax asset, net | \$ | 202,474 | |

No valuation allowance associated with our deferred tax asset is required at September 30, 2016, as management believes it is more likely than not that the deferred tax asset is realizable based on the ability to net losses against consolidated taxable income of the affiliated group in accordance with the tax sharing agreement, the ability to carry back losses against prior year consolidated taxable income and expectations of future taxable income.

At September 30, 2016, we did not have any liability for unrecognized tax benefit.

We are included in the consolidated income tax returns of RJF in the U.S. federal jurisdiction and certain consolidated states. We also file separate income tax returns in certain states and local jurisdictions. With few exceptions, we are generally no longer subject to U.S. federal, state and local income tax examination by tax authorities for years prior to fiscal year 2014 for federal tax returns and fiscal year 2012 for state and local tax returns. The various audits in process are expected to be completed in fiscal year 2017.

NOTE 6 – COMMITMENTS AND CONTINGENCIES

As a result of the extensive regulation of the financial services industry, we are subject to regular reviews, inspections, investigations and proceedings (both formal and informal) by governmental authorities and self-regulatory agencies. These reviews can result in the imposition of sanctions for regulatory violations, ranging from non-monetary censure to fines and, in serious cases, temporary or permanent suspension from conducting business. In addition, from time to time, regulatory agencies and self-regulatory organizations institute investigations into industry practices, which can also result in the imposition of such sanctions. We cannot predict if, how or when such proceedings or investigations will be resolved or what the eventual settlement, fine, penalty or other relief, if any, may be.

We are not a defendant or co-defendant in any lawsuits or arbitrations at this time.

NOTE 7 - EMPLOYEE BENEFIT PLANS

We participate, along with other affiliated companies, in various qualified and non-qualified savings and stock incentive plans of RJF. RJF allocates the cost of providing these plans to RJIG based on actual cost per employee.

The profit sharing plan ("PSP") and employee stock ownership plan ("ESOP") are qualified plans that provide certain death, disability or retirement benefits for all employees who meet certain service requirements. The plans are noncontributory. Contributions by RJF, if any, are determined annually by RJF's Board of Directors on a discretionary basis and are recognized as compensation cost throughout the year. Benefits become fully vested after six years of qualified service, at age 65 or if a participant separates from service due to death or disability.

RJIG participates in RJF's 401(k) plan which is a qualified plan that may provide for a discretionary contribution or a matching contribution each year. Matching contributions are 75% of the first \$1,000 and 25% of the next \$1,000 of eligible compensation deferred by each participant annually.

The Long Term Incentive Plan ("LTIP") is a non-qualified deferred compensation plan that provides benefits to employees who meet certain compensation or production requirements.

Contributions to the qualified plans and the LTIP contributions are approved annually by RJF's Board of Directors or a committee thereof.

Share-based compensation plans

Stock option awards

Under RJF's Stock Incentive Plan, RJIG may grant options to select employees. These options are exercisable in the 36th to 84th months following the date of grant and only in the event that the grantee is our employee or has terminated within 45 days, disabled, deceased or, in some instances, retired. Options are granted with an exercise price equal to the market price of RJF stock on the grant date. There were no options granted to RJIG employees during the fiscal year ended September 30, 2016.

Restricted stock awards

Under RJF's Stock Incentive Plan we may grant restricted stock awards to certain RJIG employees. The determination of the number of units or shares to be granted is determined by the Corporate Governance, Nominating and Compensation Committee of the Board of Directors. Under the plan, the awards are generally restricted for a three year period during which time the awards are forfeitable in the event of termination other than for death, disability or retirement.

Employee stock purchase plan

The employee stock purchase plan allows employees to purchase RJF's common stock at a 15% discount annually. Share purchases in any calendar year are limited to the lesser of 1,000 shares or shares with a fair market value of \$25,000. The purchase price of the stock is 85% of the average high and low market price on the day prior to the purchase date.

NOTE 8 - NET CAPITAL REQUIREMENTS

As a registered broker-dealer, we are subject to the requirements of the Uniform Net Capital Rule (Rule 15c3-1) under the Securities Exchange Act of 1934. As a member firm of FINRA, we are also subject to the rules of FINRA, whose requirements are substantially the same as Rule 15c3-1. Rule 15c3-1 provides for an "alternative net capital requirement," which we have elected. Regulations require that the minimum net capital, as defined, be equal to the greater of \$250,000 or two percent of aggregate debit items arising from client balances. At September 30, 2016, we had no aggregate debit items and, therefore, the minimum net capital of \$250,000 is applicable. Our net capital position is as follows:

| Septe | mber 30, 2016 |
|-------|---------------|
| \$ | 5,378,417 |
| | (250,000) |
| \$ | 5,128,417 |
| | \$ |

NOTE 9 — SUBSEQUENT EVENTS

Management has considered subsequent events reviewed through November 22, 2016. There were no subsequent events that required recognition or disclosure.

LIFE WELL PLANNED.

RAYMOND JAMES®

INTERNATIONAL HEADQUARTERS: THE RAYMOND JAMES FINANCIAL CENTER
880 CARILLON PARKWAY // ST. PETERSBURG, FL 33716 // 800.248.8863
LIFEWELLPLANNED.COM