Amend ment



SI

16022476

OMB APPROVAL

OMB Number:

3235-0123

essin Expires:

May 31, 2017 Estimated average burden

hours per response..... 12.00

ANNUAL AUDITED REP **FORM X-17A-5 PART III** 

SEC FILE NUMBER

в-38635

#### 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 BEGIN	<sub>NNING</sub> 10/01/2	2015	AND ENDING	09/30/2016	
		MM/DD/YY		MM/D	
	A. REGISTRA	_	1 .		
NAME OF BROKER-DEALER:	Calton	2 A:	so water	OFFIC	IAL USE ONLY
ADDRESS OF PRINCIPAL PLACE	OF BUSINESS:	(Do not use P.C	). Box No.)	FII	RM I.D. NO.
2701 N. Rocky Point Drive	e, Suite 1000	)			
		(No. and Street)			
Tampa		FL		33607	
(City)		(State)		(Zip Code)	
NAME AND TELEPHONE NUMBE David S. Cole, Chief Financial Officer	R OF PERSON T	O CONTACT I	N REGARD TO THIS	(813) 264-0440	The Land
Υ	A CCOVING	A NEON TENNENTONY	TOTAL TOTAL	(Area Code –	Telephone Number)
	B. ACCOUNTA	ANT IDENTI	FICATION		
INDEPENDENT PUBLIC ACCOUN	TANT whose opi	nion is containe	d in this Report*		
Raulerson Castillo Westlah	ce & Compai	ny, P.A.			
	(Name – ij	findividual, state la	st, first, middle name)		
1907 S Alexander St.,	Suite 2 P	lant City	FL		33566
(Address)	(Cir	y)	(State	)	(Zip Code)
CHECK ONE:					
Certified Public Accou	ntant				
Public Accountant					
Accountant not residen	t in United States	s or any of its po	essessions.		•
	FOR O	FFICIAL USE	ONLY		

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)

<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. David S. Cole	, swear (or affirm) that, to the best of
	atement and supporting schedules pertaining to the firm of
of September 30	20 16 are true and correct. I further swear (or affirm) that
	pal officer or director has any proprietary interest in any account
	Dulling
Paul R. Kirkausom	Chief Financial Officer Title
Notary Public  This report ** contains (check all applicable boxes):  (a) Facing Page.  (b) Statement of Financial Condition.	PAUL R. RICHARDSON MY COMMISSION # FF920112 EXPIRES September 21, 2019  [407] 398-0:53 FloridsNotaryService.com
<ul> <li>Ix (c) Statement of Income (Loss).</li> <li>Ix (d) Statement of Changes in Financial Condition.</li> <li>Ix (e) Statement of Changes in Stockholders' Equity of Changes in Liabilities Subordinated</li> </ul>	
Computation for Determination of the Reserve  (k) A Reconciliation between the audited and unauconsolidation.  (l) An Oath or Affirmation.  (m) A copy of the SIPC Supplemental Report.	rol Requirements Under Rule 15c3-3.  ation of the Computation of Net Capital Under Rule 15c3-1 and the Requirements Under Exhibit A of Rule 15c3-3.  Idited Statements of Financial Condition with respect to methods of
(n) A report describing any material inadequacies for **For conditions of confidential treatment of certain po	ound to exist or found to have existed since the date of the previous audit.  Ortions of this filing, see section 240.17a-5(e)(3).
x (a) Independent Public Accountants' Review of the	he Exemption Report

#### **TABLE OF CONTENTS**

		PAGE NUMBER(S)
ı	ndependent Public Accountants' Report	1
F	Financial Statements:	·
	Statements of Financial Condition	2
	Statements of Operations	3
	Statements of Changes in Shareholders' Equity	4
	Statements of Cash Flows	5-6
	Notes to the Financial Statements	7-11
S	Supplementary Schedules:	
	Schedules of Computation of Net Capital	12
	Schedule of Computation of Reserve Requirements	13
	Information Relating to Possession or Control Requirements	14
	Schedule of Reconciliation Pursuant to Rule 17a-5(d)(4)	15
F	Required Reports:	
	Independent Public Accountants' Review of the Exemption Report	16
	Exemption Report	17
	Independent Auditors' Report on SIPC Assessment	18-19

Business Navigation
1907 S. Alexander Street, Suite 2

Plant City, Florida 33566

P: (813) 752-6604 | F: (813) 752-8725

#### INDEPENDENT PUBLIC ACCOUNTANTS' REPORT

To the Board of Directors and Stockholders of Calton & Associates, Inc.

We have audited the accompanying statements of financial condition of Calton & Associates, Inc. (a Florida corporation) as of September 30, 2016 and 2015, and the related statements of operations, changes in shareholders' equity, and cash flows for the years then ended that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements 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 statements are free of material misstatement. The company is not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. Our audit included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for expressing an opinion on the effectiveness of the company's internal control over financial reporting. Accordingly, we express no such opinion. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements and 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 financial statements referred to above present fairly, in all material respects, the financial position of Calton & Associates, Inc. as of September 30, 2016 and 2015, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in the supplementary schedules is presented for the 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 has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly presented in all material respects in relation to the basic financial statements taken as a whole.

Kaulerson Castillo Westlake & Cop P. A.
Raulerson Castillo Westlake & Company PA

Plant City, Florida November 23, 2016 FINANCIAL STATEMENTS

#### CALTON & ASSOCIATES, INC. STATEMENTS OF FINANCIAL CONDITION AS OF SEPTEMBER 30, 2016 AND 2015

#### **ASSETS**

ASSETS				
		2016	·	2015
ASSETS			_	
Cash	\$	3,500,946	\$	2,381,587
Investments		66,414		71,031
Receivables:				
Clearing agent		202,734		106,581
Commissions		318,699		180,365
Notes & other		221,021		211,188
Inventory		421		<b>49,70</b> 3
Property & equipment, net of accumulated				
depreciation		164,286		45,622
Deferred tax asset		23,400		35,264
Prepaid expenses		403,974		448,732
Deposits		346,091		337,159
Total Assets	\$	5,247,987	<u>\$</u>	3,867,232
LIABILITIES AND SHAREHOL	.DEI	RS' EQUITY		
		2016		2015
LIABILITIES	_		-	
Accounts payable	\$	27,141	\$	16,959
Notes payable	•	284,112	•	257,679
Accrued expenses:				
Clearing agent		421		49,703
Commissions & wages		1,621,660		736,436
Employee benefits		245,399		204,399
Income taxes payable		29,340		24,273
Other accrued expenses	-	605,251		256,235
Other accruca expenses		000,201		200,200
Total Liabilities	_	2,813,323	_	1,545,685
SHAREHOLDERS' EQUITY				
Common stock:				
Class A: Voting and participating stock, no par;				
authorized 37,500,000 shares, issued and				
outstanding 5,360,000 shares		536		536
Class B: Non-voting and participating stock, no				
authorized 37,500,000 shares, issued and				
outstanding 0 shares		-		-
Retained earnings		2,434,128		2,321,011
		-, ,		
Total Shareholders' Equity	_	2,434,664		2,321,547

Total Liabilities and Shareholders' Equity

\$ 5,247,987

\$ 3,867,232

## CALTON & ASSOCIATES, INC. STATEMENTS OF OPERATIONS FOR THE YEARS ENDED SEPTEMBER 30, 2016 AND 2015

	2016		 2015	
INCOME:				
Commissions on customer trading in:				
Direct participation	\$	4,952,002	\$ 6,216,090	
Investment company shares		3,131,227	4,583,291	
Insurance products		5,204,951	4,773,009	
Municipal bonds		1,004,878	977,141	
Other commissions		6,310,778	4,588,594	
Investment advisory fees		6,050,532	5,657,359	
Firm trading and investment gains		2,425,533	1,129,340	
Dividend and interest income		444,109	391,555	
Due diligence & other income		3,174,212	 3,123,174	
Total income		32,698,222	 31,439,552	
EXPENSES:				
Representatives' commissions and overrides		25,193,531	24,120,776	
Clearing charges		1,326,995	1,095,727	
Salaries and employee benefits		3,790,000	3,781,726	
Communications expense		63,060	58,568	
Occupancy and equipment costs		231,757	159,019	
Other operating expenses		1,887,995	1,630,750	
Depreciation and amortization		24,802	8,697	
Taxes other than income	-	2,786	 196,704	
Total expenses		32,520,926	 31,051,965	
Income before provision for income taxes		177,297	387,586	
Income tax expense		44,180	 171,414	
Net Income	\$	133,117	\$ 216,172	

#### CALTON & ASSOCIATES, INC. STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY FOR THE YEARS ENDED SEPTEMBER 30, 2016 AND 2015

•	 PITAL FOCK	PA	TIONAL ID-IN <u>PITAL</u>	ASURY OCK	ETAINED ARNINGS
Balance at September 30, 2014	\$ 536	\$	0	\$ 0	\$ 2,124,839
Dividends Paid	-		-	-	(20,000)
Net income for the year ended September 30, 2015				 	 216,172
Balance at September 30, 2015	\$ 536	\$	0	\$ 0	\$ 2,321,011
Dividends Paid	-		-	-	(20,000)
Net income for the year ended September 30, 2016				 	 133,117
Balance at September 30, 2016	\$ 536	<u>\$</u>	0	\$ 0	\$ 2,434,129

#### CALTON & ASSOCIATES, INC. STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED SEPTEMBER 30, 2016 AND 2015

	2016	
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income	\$ 133,117	\$ 216,172
Adjustments to reconcile net income:		
Depreciation and amortization	24,802	8,697
Unrealized loss (gain)	(2,501)	(1,870)
Loss (gain) on sale of assets	5,208	5,631
(Increase) decrease in:		
Investments	4,617	(71,031)
Clearing agent receivable	(96,153)	(2,636)
Commissions receivable	(138,333)	229,648
Other receivables	(9,833)	(183,587)
Securities for sale	49,282	(48,431)
Deferred tax asset	11,864	126,665
Prepaid expenses	44,758	(177,907)
Deposits	(8,933)	(45,979)
Increase (decrease) in:		
Accounts payable	10,182	8,660
Notes payable	26,433	257,678
Income tax payable	5,067	24,273
Other accrued expenses	1,225,958	(342,305)
Net cash provided (used) by operating activities	1,285,534	3,678
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchase of equipment	(146,175)	(21,158)
Net cash provided (used) by investing activities	(146,175)	(21,158)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Dividends	(20,000)	(20,000)
Net cash provided (used) by financing activities	(20,000)	(20,000)
Increase (decrease) in cash and cash equivalents	1,119,359	(37,480)
Cash and cash equivalents - beginning of the year	2,381,587	2,419,067
Cash and cash equivalents - end of the year	<u>\$ 3,500,946</u>	<u>\$ 2,381,587</u>

#### CALTON & ASSOCIATES, INC. STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED SEPTEMBER 30, 2016 AND 2015

#### **SUPPLEMENTAL CASH FLOW DISCLOSURES:**

	2016	2015
Cash paid during the year for:		
Income taxes - net	\$ 24,273	\$ 14,378
Interest ,	\$ 7	\$ 860

#### NOTE 1: ORGANIZATION AND NATURE OF BUSINESS

Headquartered in Tampa, Florida, Calton & Associates, Inc. is a registered securities broker-dealer, a member of the Financial Industry Regulatory Authority (FINRA) and a Registered Investment Advisory firm with the Securities and Exchange Commission. The company is incorporated in the State of Florida as a "C" Corporation and is primarily engaged in the marketing of general securities and insurance products through a network of independent branches in various states.

#### NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Basis of Presentation**

In accordance with generally accepted accounting principles, Calton & Associates, Inc. maintains it's books on the accrual basis of accounting.

#### Cash and Cash Equivalents

The Company defines cash and cash equivalents as highly liquid investments, including checking and money market accounts, with original maturities of less than ninety days. This definition does not include investments held for sale in the ordinary course of business.

#### **Securities Transactions and Commissions**

Securities transactions and the related revenue and expenses are recorded on a trade-date basis, with the exception of securities commissions received from National Financial Services which are recorded from settlement-date based clearing statements.

#### **Use of Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of 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 and those differences could be material.

#### **Income Taxes**

The amount of current and deferred taxes payable or refundable is recognized as of the date of the financial statements, utilizing currently enacted tax laws and rates. Deferred tax expenses or benefits are recognized in the financial statements for the changes in deferred tax liabilities or assets between years. Management assesses the likelihood that tax positions will be sustained upon examination based on the facts, circumstances and information available at the end of each period. The measurement of unrecognized tax benefits is adjusted when new information is available, or when a event occurs that requires a change.

#### **Compensated Absences**

Compensated absences are provided to non-commissioned employees only. Due to their immaterial nature they are expensed when paid.

#### NOTE 3: RESTRICTED CASH AND INVESTMENTS

At September 30, 2016, there was restricted cash of \$1,210,068 and no restricted investments held in an account at Hilltop Securities, Inc. The account collateralizes securities trading and inventory accounts.

#### **NOTE 4: INVESTMENTS**

Investments are comprised of securities held-to-maturity and trading securities.

#### Securities Held-to-Maturity

Debt securities held-to-maturity are carried at the lower of cost or market. At September 30, 2016 there are no securities held-to-maturity.

#### **Trading Securities**

Trading securities are comprised of equity securities carried at their fair value. Unrealized gains and losses are included in earnings in the period they arise.

	<u>Cost</u>	<u>Fa</u>	air Value
2016	\$ 63,422	\$	65,789
2015	\$ 70,035	\$	67,906

#### **NOTE 5: INVENTORY**

Inventory represents debt securities available for sale to customers with maturity dates ranging from zero to over twenty years and are carried at fair value. At September 30, 2016 and September 30, 2015 there were no material differences between cost and fair value.

#### NOTE 6: FURNITURE, EQUIPMENT, AND IMPROVEMENTS

Furniture, equipment, and leasehold improvements are carried at cost. Depreciation for financial reporting purposes is computed on the straight-line basis using the estimated life of the asset, generally five to seven years. The modified accelerated costs recovery system (MACRS) and asset-expensing provisions of code section 179 are utilized for income tax reporting purposes.

Major categories by costs are as follows:

	2016		2015	
Equipment Furniture	\$	105,480 118,504	\$	92,509 25,213
Accumulated depreciation		(59,697)		(72,100)
·	\$	164,286	\$	45,622

#### NOTE 7: DEPOSITS

At September 30, deposits consist of the following:

•	 2016	2015		
Clearing agent deposits	\$ 305,004	\$	305,003	
Regulatory deposit	11,748		5,786	
Rent	18,340		26,369	
Other	 11,000		<u> </u>	
Total	\$ 346,091	\$	337,159	

#### NOTE 8: PROFIT SHARING

The Company has established a qualified profit-sharing retirement plan that covers substantially all full time employees. Contributions totaled \$165,731 for 2016 and \$165,799 for 2015. In addition, the Company has established a 401(k) plan. The 401(k) Safe Harbor company match totaled \$79,668 for 2016 and \$38,600 for 2015.

#### **NOTE 9: INCOME TAXES**

At September 30, 2016, the financial statements reflected income taxes currently payable of \$29,340 and a deferred tax asset of \$23,400. At September 30, 2015, the financial statements reflected income taxes currently receivable of \$31,829 and a deferred tax asset of \$35,264. The deferred tax asset represents the estimated future tax consequences resulting from differences in book and tax depreciation methods, and limitations on the deductibility of estimated legal & settlement costs accrued for financial reporting purposes. See Note 11 regarding accrued legal and settlement costs.

The components of income tax expense are as follows:

	<u>2016</u>				
	F	Federal		State	
Current expense (benefit)	\$	4,500	\$	28,815	
Deferred expense (benefit)		10,865			
Income tax expense (benefit)	\$	15,365	\$	28,815	

#### NOTE 9: INCOME TAXES (CONTINUED)

	<u>2015</u>			
	Federal		State	
Current expense (benefit)	\$	(19,603)	\$	44,750
Deferred expense (benefit)		146,266		-
Income tax expense (benefit)	\$	126,663	\$	44,750

#### NOTE 10: COMMITMENTS AND CONTINGENT LIABILITIES

The Company is obligated under a non-cancelable operating lease for the rental of office. Rent expense under the lease totaled \$225,632 and \$159,017 for 2016 and 2015, respectively. At September 30, 2016 the aggregate liability remaining under the lease is as follows:

2017		232,678
2018		239,081
2019		245,640
2020	•	252,433
2021		259,382
Thereafter		 403,400
		\$ 1,632,614

At September 30, 2016, management estimated that future costs and possible legal settlements associated with new and continuing matters to be \$157,292. Accordingly, the accompanying statement of financial condition reflects accrued legal and settlement costs in the amount of \$157,292 under the caption "other accrued expenses".

At September 30, 2016 customer margin balances totaled \$10,239,104.

#### NOTE 11: CONCENTRATION OF CREDIT RISK

The Company maintains substantial cash balances with the clearing agent and at one financial institution. Cash balances at the financial institution are insured by The Federal Deposit Insurance Corporation, or the Securities Industry Protection Corporation up to a maximum of \$250,000. Management believes that the risk of loss associated with the uninsured portion of funds on deposit is remote.

#### **NOTE 12: CLEARING AGENT**

The Company utilizes the services of Hilltop Securities, Inc., a wholly owned subsidiary of Hilltop Securities Holdings LLC, which is a subsidiary of Hilltop Holdings Company, and National Financial Services, LLC, for all transactions requiring the use of a clearing agent. Hilltop Holdings Company is a publicly held company located in Texas. National Financial Services LLC, is a limited liability company organized in the state of Delaware.

#### NOTE 13: NET CAPITAL REQUIREMENTS

The Company is subject to the uniform net capital rule (rule 15c3-1) under the Securities and Exchange Act of 1934, which requires that the ratio of aggregate indebtedness to net capital, as defined, shall not exceed 15 to 1. At September 30, 2016, the Company had net capital of \$1,467,503, representing an excess over required net capital of \$1,217,503. The ratio of aggregate indebtedness to net capital was 192% and 105% at September 30, 2016 and 2015, respectively.

#### **NOTE 14: SUBSEQUENT EVENTS**

The Company has evaluated subsequent events through the date of filing.

SUPPLEMENTARY SCHEDULES

## CALTON & ASSOCIATES, INC. SCHEDULES OF COMPUTATION OF NET CAPITAL FOR THE YEARS ENDED SEPTEMBER 30, 2016 AND 2015

	2016	2015
Ownership equity	\$ 2,321,548	\$ 2,125,376
Net income (loss)	133,117	216,172
Dividends	(20,000)	(20,000)
Adjusted net worth	2,434,665	2,321,548
Subordinated loans		_
Total available capital	2,434,665	2,321,548
Non-allowable assets and other deductions	(957,231)	(883,596)
Tentative net capital	1,477,434	1,437,952
Less haircuts:		
Federal, State, and Municipal securities	9,932	13,591
Total haircuts	9,932	13,591
Net capital	1,467,502	1,424,361
Minimum net capital	(250,000)	(250,000)
Excess net capital	\$ 1,217,502	\$ 1,174,361
Aggregate indebtedness	\$ 2,812,901	<u>\$ 1,495,981</u>
Ratio of aggregate indebtedness to net capital	<u>192%</u>	105%

## CALTON & ASSOCIATES, INC. SCHEDULE OF COMPUTATION OF RESERVE REQUIREMENTS FOR BROKER-DEALERS UNDER RULE 15C3-3 FOR THE YEAR ENDED SEPTEMBER 30, 2016

Amount held on deposit in "reserve bank account", including value of qualified securities at end of reporting period.

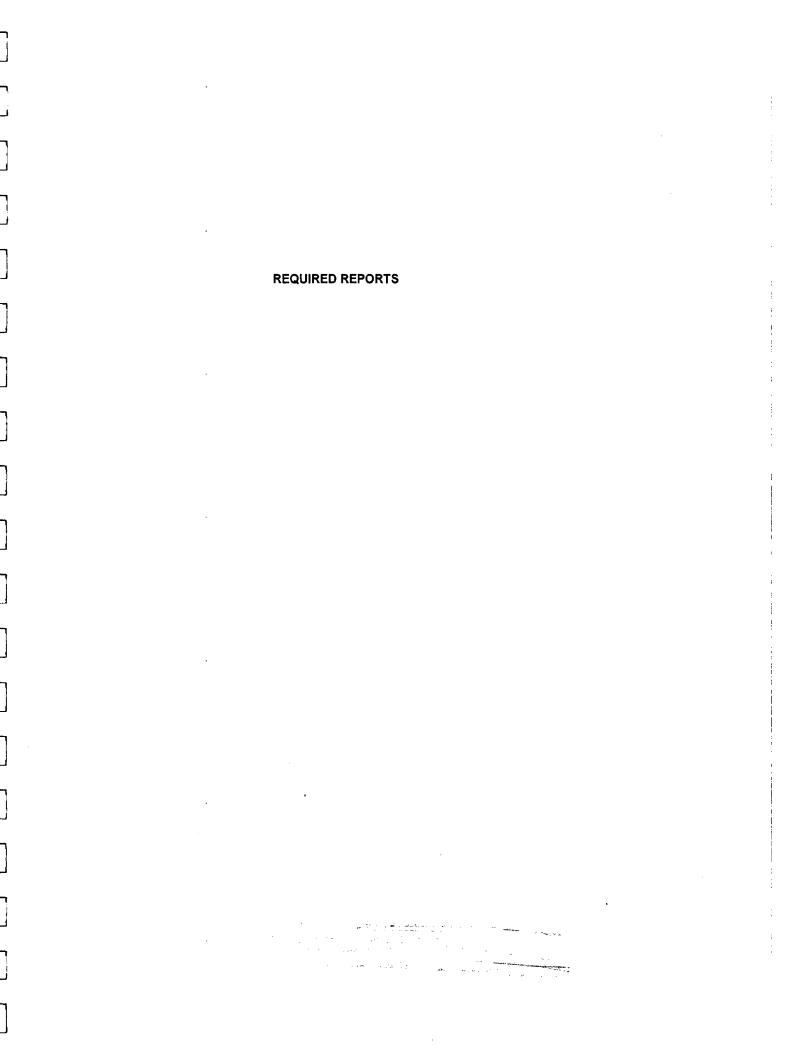
There is no material difference between the computation for determination of reserve requirements under rule 15c3-3 included with the financial statements reported on by the independent auditor and the computation previously filed by the broker or dealer in the unaudited FOCUS report.

# CALTON & ASSOCIATES, INC. INFORMATION RELATING TO POSSESSION OR CONTROL REQUIREMENTS UNDER RULE 15C3-3 OF THE SECURITIES EXCHANGE COMMISSION SEPTEMBER 30, 2016

1)	Customers' fully paid securities and excess margin securities not in the respondent's possession or control as of the report date (for which instructions to reduce to possession or control had been issued as of the report date) but for which the required action was not taken by respondent within the time frames specified under Rule 15c3-3. Notes A and B.	<u>s -</u>
	A) Number of items	
2)	Customers' fully paid securities and excess margin securities for which instructions to reduce to possession or control has not been issued as of the report date, excluding items arising from "temporary lags which result from normal business operations" as permitted under Rule 15c3-3. Notes B, C, and D.	<u>s -</u>
	A) Number of items	_

## CALTON & ASSOCIATES, INC. SCHEDULE OF RECONCILIATION PURSUANT TO RULE 17a-5(d)(4) SEPTEMBER 30, 2016

Net capital per FOCUS report	\$ 1,413,518
Net statement of financial condition impact of audit adjustments	42,243
Net statement of operations impact of audit adjustments	 11,742
Net capital per supplementary schedule	\$ 1,467,503



**Business Navigation** 

1907 S. Alexander Street, Suite 2 Plant City, Florida 33566 P: (813) 752-6604 | F: (813) 752-8725

#### INDEPENDENT PUBLIC ACCOUNTANTS' REVIEW OF THE EXEMPTION REPORT

To the Board of Directors of and Shareholders Calton & Associates, Inc.

We have reviewed management's statements, included in the accompanying exemption report of Calton & Associates, Inc., in which (1) Calton & Associates, Inc. ("the Company") identified the following provisions of 17 C.F.R. Section 15c3-3(k) under which the Company claimed an exemption from 17 C.F.R. Section 240.15c3-3: (k)(2)(ii) (the "exempt provision") and (2) the Company stated that the Company met the identified exemption provision throughout the most recent fiscal year without exception.

Our review was conducted in accordance with the standards of the Public Company Accounting Oversight Board (United States) and, accordingly, included inquiries and other required procedures to obtain evidence about the Company's compliance with the exemption provision. A review is substantially less in scope than an examination, the objective of which is the expression of an opinion on management's statements. Accordingly, we do not express such an opinion.

Based on our review, we are not aware of any material modifications that should be made to management's statements referred to above for them to be fairly stated, in all material respects, based on the provisions set forth in paragraph (k)(2)(ii) of Rule 15c3-3 under the Securities Exchange Act of 1934.

Kaulerson Castillo Westlake & Co, P.A.
Raulerson Castillo Westlake & Company PA

Plant City, Florida November 23, 2016



#### Management Statement of Exemption from 17 C.F.R. Section 15c3-3

#### Management hereby asserts:

- 1. Calton & Associates, Inc. clears all transactions with and for customers on a fully disclosed basis with a clearing broker or dealer, and promptly transmits all customer funds and securities to the clearing broker or dealer which carries all of the accounts of such customers and maintains and preserves such books and records pertaining thereto pursuant to the requirements of Sections 240.17a-3 and 240.17a-4 of 17 C.F.R. Section 240.15c3-3 and therefore to the best of our knowledge is exempt from Section 240.15c3-3 based on the Section 240.15c3-3(k)(ii) exemption provision.
- 2. To the best of our knowledge, the exemption provision was met thoughout the entire fiscal year ended September 30, 2016 without exception.

By:

David S. Cole

Senior Vice President, Chief Financial Officer



**Business Navigation** 

1907 S. Alexander Street, Suite 2 Plant City, Florida 33566 P: (813) 752-6604 | F: (813) 752-8725

### INDEPENDENT AUDITORS' REPORT ON APPLYING AGREED-UPON PROCEDURES RELATED TO AN ENTITY'S SIPC ASSESSMENT RECONCILIATION

To the Board of Directors of and Shareholders of Calton & Associates, 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 to the Securities Investor Protection Corporation (SIPC) for the Year Ended September 30, 2016, which were agreed to by Calton & Associates, Inc. and the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc., and SIPC, solely to assist you and the other specified parties in evaluating Calton & Associates, Inc.'s compliance with the applicable instructions of the Transitional Assessment Reconciliation (Form SIPC-7). Calton & Associates Inc.'s management is responsible for the Calton & Associates 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 in the check register noting no differences;
- 2. Compared the amounts reported on the audited Form X-17A-5 for the year ended September 30, 2016, as applicable, with the amounts reported in Form SIPC-7 for the year ended September 30, 2016 noting no differences;
- 3. Compared any adjustments reported in Form SIPC-7 with supporting schedules and working papers of Focus reports 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 of Focus reports supporting the adjustments noting no differences.

5. Compared the amount of any overpayment applied to the current assessment with the Form SIPC-7 on which it was originally computed, 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 specified parties listed above and is not intended to be and should not be used by anyone other than these specified parties.

Raulerson Costillo Westlake & Co, P.A.

Raulerson Castillo Westlake & Company PA

Plant City, Florida November 23, 2016