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

SEC FILE NUMBER
8-51390

#### **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 BEGINING _	JANUARY 1, 2018	_ AND ENDING _	<b>DECEMBER 31, 2018</b>
	MM/DD/YY		MM/DD/YY
A.	REGISTRANT IDENTIF	ICATION	
NAME OF BROKER DEALER: TF	RADE-PMR, INC.		OFFICAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUS	INESS: (Do not use P.O. Box No	o.)	FIRM ID. NO.
	2511 NW 41 <sup>ST</sup> STREI	E <b>T</b>	
	(No. and Street)		
GAINESVILLE	· FL		32606
(City)	(State)		(Zip Code)
NAME AND TELEPHONE NUMBER OF PEROBB BALDWIN	ERSON TO CONTACT IN REGA		352-332-1938
		(Area	a Code - Telephone No.)
В.	ACCOUNTANT DESIG	NATION	
INDEPENDENT PUBLIC ACCOUNTANT W	hose opinion is contained in this	Report*	
	OHAB AND COMPANY	·	
	ne - if individual, state last, first, i		
100 E. SYBELIA AVENUE, SUITE 1 (Address and City)	30, MAITLAND	FLORIDA (State)	32751 (Zip Code)
`		(4)	(
CHECK ONE:			·
Certified Public Accountant			
☐ Public Accountant☐ Accountant not resident in United	States or any of its Possessions		
	FOR OFFICIAL USE ONLY		

\*Claims for exemption from the requirement that the annual audit 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 required to respond unless the form displays a current valid OMB control number.

SEC 1410 (06-02)



#### **OATH OR AFFIRMATION**

I,	ROBB BALDWIN	, swear (or affirm) that, to the
best of my knowledge and be	lief the accompanying financi	al statement and supporting schedules pertaining to the firm or
DECEL (DED	TRADE-PN	
DECEMBER		and correct. I further swear (or affirm) that neither the company
a customer, except as follows	incipal officer or director has	any proprietary interest in any account classified solely as that o
ontilly, and a second second	INTENOEM I	Dom D
CHARLES G. CHR MY COMMISSION EXPIRES: Octob	# GG 229211 er 5, 2022	Signature
Bonded Thru Notary Pul	ac Oncerwiners	PRESIDENT
Charles J. Chr Public No	utense	Title
nis report** contains (check all ap	•	
(b) Statement of Financial Con		
<ul><li>(c) Statement of Income (Loss)</li><li>(d) Statement of Changes in Fi</li></ul>		
	ockholders' Equity or Partners' of	r Sole Proprietor's Capital.
(f) Statement of changes in Lia	bilities Subordinated to Claims of	
(g) Computation of Net Capital		
	tion of Reserve Requirements Pu Possession or control Requireme	
		Computation of Net Capital Under Rule 15c3-1 and the
Computation for Determina	tion of the Reserve Requirement	s under Exhibit A of Rule 15c3-1.
(k) A Reconciliation between the solidation.	ne audited and unaudited Stateme	ents of Financial Condition with respect to methods of con-
(l) An Oath or Affirmation.		
(m) A copy of the SIPC Supple.		or found to have existed since the date of the previous audit.
(11) 11 report describing any ma	oriai maacqaacics touna to talsi	or round to have existed since the date of the previous addit.

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

# TRADE-PMR, INC. FINANCIAL STATEMENT DECEMBER 31, 2018

100 E. Sybelia Ave. Suite 130 Maitland, FL 32751

Certified Public Accountants
Email: pam@ohabco.com

Telephone 407-740-7311 Fax 407-740-6441

#### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholder's of Trade-PMR, Inc.

#### **Opinion on the Financial Statement**

We have audited the accompanying statement of financial condition of Trade-PMR, Inc. as of December 31, 2018, and the related notes (collectively referred to as the financial statement). In our opinion, the statement of financial condition presents fairly, in all material respects, the financial position of Trade-PMR, Inc. as of December 31, 2018 in conformity with accounting principles generally accepted in the United States of America.

#### **Basis for Opinion**

This financial statement is the responsibility of Trade-PMR, Inc.'s management. Our responsibility is to express an opinion on Trade-PMR, Inc.'s financial statement based on our audit. We are a public accounting firm registered with the Public Company Accounting Oversight Board (United States) (PCAOB) and are required to be independent with respect to Trade-PMR, Inc. in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audit in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statement is free of material misstatement, whether due to error or fraud. Our audit Included performing procedures to assess the risks of material misstatement of the financial statement, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements. Our audit also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that our audit provides a reasonable basis for our opinion.

Oher and Congry, an

Ohab and Company, PA

We have served as Trade-PMR, Inc.'s auditor since 2011.

Maitland, Florida

March 14, 2019

# TRADE-PMR, INC. STATEMENT OF FINANCIAL CONDITION DECEMBER 31, 2018

#### **ASSETS**

Current assets:			
Cash and cash equivalents	\$ 1,569,123		
Deposit with clearing broker	101,930		
Receivables from clearing broker	1,823,837		
Accounts receivable	225,957		
Prepaid expenses and other current assets	451,803		
Related party receivable	39,101		
Property and equipment, net			
of accumulated depreciation of \$366,926	229,639		
Total assets	\$ 4,441,389		
LIABILITIES AND STOCKHOLDER'S EQUITY			
Liabilities:			
Accounts payable and accrued expenses	\$ 497,012		
Subordinated loan	160,000		
Deferred tax liability	44,521		
Total liabilities	701,533		
Stockholder's equity: Common stock, \$.01 par value, 10,000 shares authorized			
1,656 shares issued and outstanding	17		
Additional paid-in capital	739,188		
Retained earnings (deficit)	3,000,652		
Total stockholder's equity	3,739,857		
Total liabilities and stockholder's equity	\$ 4,441,389		

#### 1. ORGANIZATION AND NATURE OF BUSINESS

Basis of Presentation - Trade-PMR, Inc. (the "Company") is a wholly-owned subsidiary of Trade-PMR Group, Inc. (the "Parent") and is headquartered in Gainesville, Florida. The U.S. dollar (\$) is the functional currency of the Company.

Nature of Operations - The Company is a securities broker-dealer registered with the Securities and Exchange Commission ("SEC") and is a member of the Financial Industry Regulatory Authority, Inc. ("FINRA"). The Company is required to comply with all applicable rules and regulations of the Securities and Exchange Commission ("SEC"), the Financial Industry Regulatory Authority, Inc. ("FINRA"), and the various securities exchanges in which it maintains membership. The Company is an introducing broker-dealer and clears its trades through First Clearing LLC (the "Clearing Broker"). The Company provides a trading platform to independent investment advisors and also earns interest rebates on customer accounts.

The Company was incorporated on October 30, 1998, in the State of Florida.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Cash and Cash equivalents - Cash equivalents are short-term, liquid investments with an original maturity of three months or less.

Fair Value of Financial Instruments - Cash, commissions receivable, accounts payable and accrued expenses are recorded in the financial statements at cost, which approximates fair value because of the short-term maturity of those instruments.

**Due from clearing broker** - Due from clearing broker represents commissions and other monies due the Company from the Clearing Broker. An allowance for doubtful accounts is not recorded since the Clearing Broker adjusts accounts monthly to actual results and the Company uses specific write-off.

**Property and Equipment -** Property and equipment are recorded at cost. Ordinary repairs and maintenance are charged to expense as incurred. Depreciation is recorded for property and equipment using the straight-line method over the estimated useful lives of the assets, which range from three to seven years.

Revenue recognition - The Company buys and sells securities on behalf of its' customers. Each time a customer enters into a buy or sell transaction, the Company charges a commission. Commissions and related clearing expenses are recorded on the trade date (the date that the Company fills the trade order by finding and contracting with a counterparty and confirms the trade with the customer). The Company believes that the performance obligation is satisfied on the trade date because that is when the underlying financial instrument or purchaser is identified, the pricing is agreed upon and the risks and rewards of ownership have been transferred to/from the customer. Commissions and fees are reported net of clearing costs. Interest rebate income, which is the net interest earned on cash held in customer accounts, and other income are recognized monthly on an as earned basis, which is when the Company believes its' performance obligation has been satisfied.

Commissions from the sale of mutual funds and variable annuities and 12b-1's are recognized as revenue at the point in time the associated services is fulfilled which is based on the trade date.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Income taxes - The Company is included in the consolidated tax return filed by Trade-PMR, Inc. Income taxes are calculated as if the Company filed on a separate basis, and the amount of current tax or refund receivable is either remitted to or received from Trade-PMR, Inc. .

The Company evaluates all significant tax positions as required by accounting principles generally accepted in the United States of America. As of December 31, 2018, the Company does not believe that it has taken any positions that would require the recording of any additional tax liability nor does it believe that there are any unrealized tax benefits that would either increase or decrease within the next year. It is the Company's policy to recognize any interest and penalties in the provision for taxes.

The federal and state income tax returns of the Company for 2017, 2016, and 2015 are subject to examination by the IRS and state taxing authorities, generally for three years after they were filed.

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 and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Recently adopted accounting pronouncements – On January 1, 2018, the Company adopted ASU 2014-09 Revenue from Contracts with Customers and all subsequent amendments to the ASU (collectively, "ASC 606") using the modified retrospective method of adoption. ASC 606 created a single framework for recognizing revenue from contracts with customers that fall within its scope. Under ASC 606, revenue is recognized upon satisfaction of performance obligations by transferring control over goods or services to a customer. The adoption of ASC 606 did not result in any changes to beginning retained earnings for the year ended December 31, 2018 or net income for the preceding year-end.

In February 2016, the FASB issued ASU 2016-02, Leases – (Topic 842). ASU 2016-02 will require the recognition of lease assets and lease liabilities on the balance sheet related to the rights and obligations created by lease agreements, including for those leases classified as operating leases under previous GAAP, along with the disclosure of key information about leasing arrangements. ASU 2016-02 is effective for fiscal years beginning after December 15, 2019. Early application is permitted. The Company has not evaluated the impact this new standard will have on its financial position and results of operations.

#### 3. RELATED PARTY TRANSACTIONS

On January 1, 2014, the Company entered into a month to month real property operating lease agreement ("Agreement") with Trade-PMR Parkview, LLC, a related party. The parties mutually agreed that this lease supersedes all prior leases. During 2018 the company paid rents of \$7,000 per month for a total of \$84,000.

On June 1, 2014, the Company entered into a Management Services Agreement with its parent company Trade-PMR Group, Inc. The agreement may be terminated by either party. During the year, the Company paid a total of \$976,000 under this agreement.

#### 3. RELATED PARTY TRANSACTIONS (continued)

Total payments under these agreements to both related parties totaled \$1,110,000 during the year which is recorded in the parent company expense on the Statement of Income. Additional sponsorship fees of \$50,000 were paid during 2018 for a conference organized by its Parent Company.

#### 4. PROPERTY AND EQUIPMENT

Property and equipment was comprised of the following at December 31, 2018:

Computers	467,042
Art	17,636
Office furniture	111,887_
	596,565
Less: accumulated depreciation	366,926
	\$ 229,639

Depreciation expense for the year ended December 31, 2018 was \$84,358.

#### 5. INCOME TAXES

The company files a corporate income tax return which consolidates the net income for all related parties. In accordance with GAAP, allocation of the consolidated income tax expense is necessary when separate financial statements are prepared for the affiliates. As a result, the Company uses a method that allocates current and deferred taxes to members of the consolidated group by applying the liability method to each member as if it were a separate taxpayer.

The components of the income tax provision are shown below:

State Income Tax Expense		127,088
Provision for income taxes	•	565,604

The amount of deferred taxes payable is recognized as of the date of the financial statements, utilizing current 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. At December 31, 2018, the Company's deferred tax liability between the treatment of tax and book related assets and liabilities was \$44,521.

### 6. FINANCIAL INSTRUMENTS WITH OFF-BALANCE-SHEET RISK AND CONCENTRATION OF CREDIT RISK

The Company's customer securities activities are transacted on either a cash or margin basis. In margin transactions, the Company's Clearing Broker extends credit to the customer, subject to various regulatory and internal margin requirements, collateralized by cash and securities in the customer's account. As a result of guaranteeing customer margin balances carried by the Clearing Broker, the Company may be

### 6. FINANCIAL INSTRUMENTS WITH OFF-BALANCE-SHEET RISK AND CONCENTRATION OF CREDIT RISK (continued)

exposed to off-balance sheet risk in the event margin requirements are not sufficient to fully cover losses the customer may incur. At December 31, 2018, margin accounts guaranteed by the Company were not material.

The Company is also exposed to off-balance sheet risk of loss on transactions during the period from the trade date to the settlement date, which is generally three business days. If the customer fails to satisfy its contractual obligations to the Clearing Broker, the Company may have to purchase or sell financial instruments at prevailing market prices in order to fulfill the customer's obligations. Settlement of these transactions is not expected to have a material effect on the Company's financial position. The Company seeks to control the risks associated with its customer activities by requiring customers to maintain margin collateral in compliance with various regulatory and the Clearing Broker's guidelines. The Company monitors required margin levels daily and, pursuant to such guidelines, requires customers to deposit additional collateral, or to reduce positions, when necessary.

The Company maintains cash and other deposits with banks and brokers, and, at times, such deposits exceed applicable insurance limits. The Company reduces its exposure to credit risk by maintaining such deposits with high quality financial institutions.

#### 7. NET CAPITAL REQUIREMENTS

The Company is subject to the Securities and Exchange Commission uniform net capital rule (rule 15c3-1), which requires the maintenance of minimal net capital requirement and requires the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. As of December 31, 2018 the Company had net capital of \$2,352,054 which was \$2,302,054 in excess of its required net capital of \$50,000. The Company had a ratio of aggregate indebtedness to net capital of 22.02% based on an aggregated indebtedness of \$541,533 at December 31, 2018.

#### 8. COMMITMENTS AND CONTINGENCIES

As of December 31, 2018, the company had no unresolved arbitration or legal claims. There were no open FINRA examinations.

During the year the company settled a dispute with the State of Texas. The Company agreed to an administrative fine in the amount of \$25,000 and agreed to contribute \$5,000 to the Texas Investor Education Fund.

#### 9. SUBORDINATED LOAN

The Company obtained a subordinated loan from its clearing firm on November 29, 2013. The loan in the amount of \$800,000 is due to First Clearing, LLC. Under the terms of this loan, the loan is treated as subordinated debt. The loan is a term loan and is payable over five annual installments of \$160,000 in principal, and bears interest at prime rate plus 1.75% resetting annually at the anniversary of the loan

#### 9. SUBORDINATED LOAN (continued)

origination date. The loan is unsecured and has been approved by FINRA. The subordinated borrowing is available in computing net capital under the SEC's uniform net capital rule. To the extent that such borrowings are required for the Company's continued compliance with minimum net capital requirements, it may not be repaid.

Interest paid in 2018 to First Clearing related to this agreement was \$18,667.

The loan repayment schedule was extended in 2014 with first installment scheduled to begin December 1, 2015. The current repayment schedule is as follows:

Installment Payment Due Date	Principal Installment Amount	Balance Owed
December 1, 2019	<u>\$160,000</u>	<u>\$160,000</u>
	\$160,000	\$160,000

#### 10. RETIREMENT PLAN

The Company sponsors a 401 (k) profit sharing plan ("Plan") that covers eligible employees. Beginning in 2015 the Plan was amended for the Company to make matching contributions up to 5% of eligible employee voluntary salary deferrals.

The Plan provides for contributions to eligible employees based on total compensation. The plan also provides for voluntary salary deferrals for eligible employees. The Company's matching contributions made to the Plan for the year ended December 31, 2018 were \$165,423.

#### 11. ADVERTISING COST

The Company expenses the cost of advertising as incurred.

#### 12. REBATES AND OTHER FEES

During the year the Company extended its Clearing Firm agreement with First Clearing to December 31, 2021. As an incentive, the Company was paid \$1,000,000 which has been included in income as Rebates and Other Fees.

Also, the Company entered into a Referral and Pilot Agreement with First Clearing to service fee only advisors. As part of the agreement First Clearing agreed to pay a monthly support fee of \$25,000 to offset any additional cost incurred by the Company. For the year ended December 31, 2018, there is \$125,000 included in income as Rebates and Other Fees.

#### 13. SUBSEQUENT EVENTS

In accordance with the *Subsequent Events* Topic of the FASB Accounting Standards Codification No. 855 ("FASB ASC 855"), the Company has evaluated those events and transactions that occurred from January 1, 2019 through March 14, 2019, the date the financial statements were available to be issued. No material events or transactions have occurred during this period which would render these financial statements to be misleading.