

OMB APPROVAL
OMB Number: 3235-0123
Expires: October 31, 2004
Estimated average burden
hours per response.....12.00

SEC FILE NUMBER
8- 30116

**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_	7/1/02	AND ENDING	6/30/03
	MM/DD/YY		MM/DD/YY
A. RE	GISTRANT IDEN	<b>FIFICATION</b>	
NAME OF BROKER-DEALER: Googins & Company, Inc.		·•	OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)			FIRM I.D. NO.
437 South Yellowstone Drive,	Suite 110		
	(No. and Stree	et)	
Madison	WI		53719
(City)	(State	)	(Zip Code)
NAME AND TELEPHONE NUMBER OF P. Louise P. Googins	ERSON TO CONTAC	T IN REGARD TO THIS RI	EPORT (608)271-5700
·			(Area Code - Telephone Number
B. ACC	COUNTANT IDEN	TIFICATION	
INDEPENDENT PUBLIC ACCOUNTANT  Bailey & Stolzman, S.C., CPA	ı's		
	(Name - if individual, stat		50710
9 Odana Court	Madison	WI	53719
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:			
Certified Public Accountant			DDOCEOOF
☐ Public Accountant			PROCESSED
Accountant not resident in Un	ited States or any of its	s possessions.	SEP 1 7 2003
	FOR OFFICIAL U	SE ONLY	THOMSON FINANCIAL
			· II WAY CIAL

\*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)

02 9-16

#### OATH OR AFFIRMATION

I,	Louise P. G	oogins				, swear	(or affirm) t	hat, to t	he best of
my k		f the accompanying fi	inancial statem	ent and			-		
of	June 30	,	. 20	03	, are true an	d correct.	further swe	ear (or a	
neith	er the company nor	r any partner, propriet							
		of a customer, except							
	tate of WI punty of Da	ne			Sair	P Signature	Dec	anic	
				1	President				
						Title		<del></del>	5.1
	Musey & My Commission	Schuder blic expires 5,	]			Title	- - /		
This	report ** contains (	check all applicable t	ooxes):						
	a) Facing Page.						•		
	b) Statement of Fin						-		
	c) Statement of Inc	ome (Loss).		h 1717	nwe.				
	d) Statement of Cha	anges in Financial Co	<del>ndition.</del> Casi		on Colo Deces	datama? Cam	.;+a1		
		anges in Stockholders anges in Liabilities S					itai.		
`	g) Computation of 1		uoorumateu to	Claim	s of Creditors	•			-
		r Determination of Re	serve Requirer	nents I	Pursuant to Ru	ıle 15c3-3.			
		ating to the Possessio					3.		
	• •	n, including appropria	•		•	-		tule 15c	3-3 and the
-		r Determination of the							
XI (	•	n between the audited	and unaudited	Stater	nents of Finar	icial Condi	tion with rec	<del>poet to 1</del>	methods-of
(TEP) /	-consolidation.								
_ `	(i) An Oath or Affir		m out						
_ `		IPC Supplemental Regions of the second	•	a avist	on found to ha	ua avistad s	ince the date	ofthan	rewions andit

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

Googins & Company, Inc.
Madison, Wisconsin

Financial and Operational Combined Uniform Single Report Part IIA

Year Ended June 30, 2003

Donald L. Bailey C.P.A. Larry L. Stolzman C.P.A.

Ronald G. Boeck
David L. Linzmeier C.P.A.
Laura A. Knight C.P.A.
Michelle M. Pieper

Bailey & Stolzman, S.C.
CERTIFIED PUBLIC ACCOUNTANTS
9 Odana Court
Madison, Wisconsin 53719

608-273-4167 FAX 608-273-4315 E-Mail: BAILEYSTOL@TDS.NET Members
American Institute of
Certified Public Accountants
Wisconsin Institute of
Certified Public Accountants

To the Board of Directors Googins & Company, Inc. Madison, Wisconsin

#### Independent Auditor's Report

We have audited the accompanying financial and operational combined uniform single report part IIA of Googins & Company, Inc. as of June 30, 2003, and the related statement of cash flows for the year 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 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 includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. 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 financial statements referred to above present fairly, in all material respects, the financial position of Googins & Company, Inc., as of June 30, 2003, 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 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 supplemental schedules is presented for 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 stated in all material respects in relation to the basic financial statements taken as a whole.

Certified Public Agcountants

August 18, 2003

# FORM X-17A-5

## **FOCUS REPORT**

(Financial and Operational Combined Uniform Single Report)

Part IIA

17a-5(a)

INFORMATION REQUIRED OF BROKERS AND DEALERS PURSUANT TO RULE 17

#### **COVER**

Select a filing method:			Basic 🤨	Alternate [0011]		
Name of Broker Dealer:		GOOGINS & CO			CEC File Number 9, 201:	1 6
Address of Principal Place of 4	437 S. YE	ELLOWSTONE DR	[0013] STE 110		SEC File Number: 8- 301:	
Business:			[0020]		,	•
	M.A	ADISON WI [0021] [0022]	53719- 1096 [0023]		Firm ID:1396 [001	_
For Period Beginning 7/1/02 Ar [0024]	nd Ending	06/30/2003 [0025]				
Name and telephone number of person to	contact in r	regard to this repo	ort:			
Name: LOUISE P. GOOGINS, PRESI	DENT Pho	one: (608)	271-5700			
	[0030]		[0031]			
Name(s) of subsidiaries or affiliates consoli		•				
Name:	[0032]	one:	[0033]			
	-	one:				
	[0034]	one	[0035]			
Name:	• •	one:				
	[0036]		[0037]			
Name:		one:				
	[0038]		[0039]			
Does respondent carry its own customer a	occounts?	Yes 🤼 [0040]	No <b>1</b> [0041	1		
Check here if respondent is filing an audite		. 50 [00-10]	IX <sub>[0042</sub>			

#### **ASSETS**

В.

Other securities

Cons	olidated	d [0198] Unconsolidated 6	1 [0199] Allowable 87,255	Non-Allowable	<b>Total</b> 87,255
1.	Cast	1	[0200]		[0750]
2.	Rece deal	eivables from brokers or ers:	[0200]		[67.66]
	A.	Clearance account	[0295] 20,147	1,074	21,221
	B.	Other	[0300]	[0550]	[0810]
3.	Rece	eivables from non-	[0000]	[oooo]	[0010]
	custo	omers	[0355]	[0e00]	[0830]
4.	comi	irities and spot modities owned, at cet value:			
	A.	Exempted securities	[0418]		
	B.	Debt securities	[0419]		
	C.	Options	[0420]		
	D.	Other securities	[0424]		
	E.	Spot commodities	[0430]		[0850]
5.	inves	urities and/or other stments not readily cetable:			
	<b>A.</b>	At cost			•
		[0130]			
	В.	At estimated fair value	[0440]	[0610]	[0860]
6.		rities borrowed under		[66.6]	[0000]
	subo	rdination agreements partners' individual and	[0460]	[0630]	[0880]
	capit	al securities accounts, at set value:			
	Α.	Exempted securities			
		[0150]			
	B.	Other securities			
		[0160]			
7.		red demand notes tet value of collateral:	[0470]	[0640]	[0890]
	A.	Exempted securities	(	()	
		[0170]			
		[55]			

8.	Mem	[0180] aberships in exchanges:			
	A.	Owned, at market			
		[0190]			
	B.	Owned, at cost		[0650]	
	C.	Contributed for use of the company, at market value		[0660]	[0900]
9.	from	stment in and receivables affiliates, subsidiaries associated partnerships	[0480]	[0670]	[0910]
10.	equip impro unde cost-	perty, furniture, pment, leasehold ovements and rights er lease agreements, at enet of accumulated eciation and amortization	[0490]	[0680]	[0920]
11.	Othe	er assets	[0535]	[0735]	[0930]
12.			107,402	1,074	108,476
	TOT	AL ASSETS	[0540]	[0740]	[0940]

The second of the second

#### LIABILITIES AND OWNERSHIP EQUITY

	L	iabilities	A.I. Liabilities	Non-A.I. Liabilities	Total
13.	Bank	loans payable	[1045]	[1255]	[1470]
14.	Payai deale	ble to brokers or rs:	(		( · · · · · · ·
	A.	Clearance account	[1114]	[1315]	[1560]
	В.	Other	[1115]	[1305]	[1540]
15.	Paya	ble to non-customers	[1155]	[1355]	[1610]
16.		rities sold not yet ased, at market value		[1360]	[1620]
17.	Acco	unts payable, accrued ies, expenses and other	70,964	[1385]	70,964 [1685]
18.		and mortgages	[1203]	[1365]	[1000]
	A.	Unsecured	[1210]		[1690]
	В.	Secured	[1211]	[1390]	[1700]
19.		ities subordinated to s of general creditors:			
	A.	Cash borrowings:		[1400]	[1710]
		1. from outsiders			
		[0970] 2. Includes equity subordination (15¢3-1(d)) of			
	В.	[0980] Securities borrowings, at market value: from outsiders		[1410]	[1720]
	C.	[0990] Pursuant to secured			
		demand note collateral agreements:  1. from outsiders		[1420]	[1730]
		[1000] 2. Includes equity subordination (15c3-1(d)) of			

	D.	Exchange memberships contributed for use of company, at market value	SEC File Number 8-30116	[1430]	[1740]
	E.	Accounts and other borrowings not qualified for net	$\alpha > 1$ ,	,	[5]
20.		capital purposes	70,964 [1220]	[1440]	70,964 [1750]
	TOT	AL LIABLITIES	[1230]	[1450]	[1760]

### Ownership Equity

			Total
21.	Sole	proprietorship ,	[1770]
22.	Partr [1020	nership (limited partners	[1780]
23.	Corp	orations:	
	A.	Preferred stock	[1791]
	В.	Common stock	10,000 [1792]
	C.	Additional paid-in capital	[1793]
	D.	Retained earnings	32,512
	E.	Total	42,512
	F.	Less capital stock in treasury	(5,000) [1795]
24.	TOTAL CONNERSHIP EQUITY  TOTAL LIABILITIES AND OWNERSHIP EQUITY		37,512
25.			108,476 [1800]
<b>2</b> 5.			[1810]

#### STATEMENT OF INCOME (LOSS)

	Period Beginning 7/1/02 Period Ending 06/30/2003 Number of months	12	(2024)
	[3932]		[3931]
RE	/ENUE		
1.	Commissions:  a. Commissions on transactions in exchange listed equity securities executed on an	6,688	
	a. Commissions on transactions in exchange listed equity securities executed on an exchange		[3935]
	b. Commissions on listed option transactions		[3938]
	c. All other securities commissions		[3939]
	d. Total securities commissions	6,688	[3940]
2.	Gains or losses on firm securities trading accounts		
	a. From market making in options on a national securities exchange		[3945]
	b. From all other trading		[3949]
	c. Total gain (loss)		[3950]
3.	Gains or losses on firm securities investment accounts		
			[3952]
4.	Profit (loss) from underwriting and selling groups	728,235	[3955]
5,	Revenue from sale of investment company shares		[3970]
6.	Commodities revenue	00.017	[3990]
7.	Fees for account supervision, investment advisory and administrative services	20,814	[3975]
8.	Other revenue	960	[3995]
9.	Total revenue	756,697	
EXF	PENSES		[4030]
10.	Salaries and other employment costs for general partners and voting stockholder officers	30,000	
	Directors Fee		[4120]
11.	Other employee compensation and benefits		[4115]
12.	Commissions paid to other broker-dealers		[4140]
13.	Interest expense	<del> </del>	[4075]
	a. Includes interest on accounts subject to subordination		
14.	Regulatory fees and expenses	5,634	[4195]
15.	Other expenses	724,387	
16.	Total expenses	760,021	
	FINCOME		[4200]
17.	Net Income(loss) before Federal Income taxes and items below (Item 9 less Item 16)	(3,324)	
17.	Mer modure(1099) perore Federal module raxes and trems below (Item a less trem 10)		[4210]

40	Description for To describe a section of for a section of the sect	(202)
18.	Provision for Federal Income taxes (for parent only)	[4220]
19.	Equity in earnings (losses) of unconsolidated subsidiaries not included above	[4222]
	a. After Federal income taxes of [4238]	
20.	Extraordinary gains (losses)	[4224]
	a. After Federal income taxes of [4239]	
21.	Cumulative effect of changes in accounting principles	[4225]
22.	Net income (loss) after Federal income taxes and extraordinary items	(3,122) [4230]
MON	THLY INCOME	(26 621)
23.	Income (current monthly only) before provision for Federal income taxes and extraordinary items	(26,624)
		[4211]

#### Statement of Cash Flows Year Ended June 30, 2003

Cash Flows (Used For) Operating Activities	
Cash From Sales and Services	\$748 944
Cash Paid For Operating Expenses	( 758 466)
Interest Received	<u>960</u>
Net Cash (Used For) Operating Activities	(\$ 8 562)
Cash and Cash Equivalents at Beginning of Year	<u>\$95 817</u>
Cash and Cash Equivalents at End of Year	<u>\$87 255</u>
Reconciliation of Net Income to Net Cash (Used For) Operating Activities	
Net (Loss)	(\$ 3 122)
Adjustments to Reconcile Net Income to Net Cash From Operating Activities	
Increase In Accounts Receivable Increase In Current Liabilities	( 6 794) _1 354
Net Cash (Used For) Operating Activities	(\$ 8 562)

#### **Notes to Financial Statements**

June 30, 2003

#### Note 1 - Summary of Significant Accounting Policies

Googins & Company, Inc. is engaged in investment advisory services including the sale of mutual funds and variable annuities.

Basis of Accounting - The Company's financial statements are prepared on the accrual basis. The Company's income tax returns are prepared on the cash basis.

Management Fees - Management fees are based on a percentage of commission and fee revenues.

Estimates - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America may require management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results may differ from such estimates.

Definition of Cash and Cash Equivalents - The purpose of the Statement of Cash Flows contained in this report is to explain the changes in cash and cash equivalents which took place during the year ended June 30, 2003. For purposes of this report, cash equivalents are defined as short-term, highly liquid investments that are both:

Readily convertible to known amounts of cash. a. These include the following:

Cash in Bank - Checking	\$66 393
Cash in Money Market Accounts	20 862
Total	\$5

\$87 255

So near their maturity that they present b. insignificant risk of changes in value because of changes in interest rates.

0

#### Total Cash & Cash Equivalents

\$87 255

#### Note 2 - Related Party Transactions

The Company's sole stockholder is also the major stockholder in Googins Financial Corporation (Financial) and Googins/Anton, Inc. (G/A). The accompanying statement of income includes management fee expense of \$717,950 for services, facilities, equipment and advice provided by Financial and G/A. Accrued management fees due G/A at June 30, 2003 amounted to \$70,964.

#### Note 3 - Common Stock and Treasury Stock

The Company's common stock consists of \$1 par value shares with 50,000 shares authorized and 10,000 shares issued. Treasury stock consists of 5,000 shares at par value.

#### **Notes to Financial Statements**

June 30, 2003

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#### Note 4 - Net Operating Loss Carryforward:

The Company has a net operating loss carryforward of \$28,114 for Wisconsin income taxes.

#### Note 5 - Reconciliation of Audit Report to NASD Focus Report:

#### Statement of Financial Condition

1.)	Cash Receivable From	Per Audit Report \$ 87 255	Per Quarterly Focus Report \$ 87 255	Difference \$ 0
3.)	Non Customers	21 221	21 221	0
11.)	Other Assets	0	0	0
12.)	Total Assets	<u>\$108_476</u>	<u>\$108 476</u>	<u>\$ 0</u>
17.)	Accounts Payable Accrued Liabilities, etc.	70 964	70 964	<u>\$ 0</u>
20.)	Total Liabilities	<u>\$ 70 964</u>	<u>\$ 70 964</u>	<u>\$_0</u>
23.)	Corporation B.) Common Stock D.) Retained Earnings E.) Total F.) Less Treasury Stock	\$ 10 000 32 512 42 512 ( 5 000)	\$ 10 000 <u>32 512</u> 42 512 ( 5 000)	\$ 0 0 0
24.)	Total Ownership Equity	<u>37 512</u>	<u>37 512</u>	0
25.)	Total Liabilities and Ownership Equity	<u>\$108 476</u>	<u>\$108 476</u>	<u>\$ 0</u>

Googins & Company, Inc. Madison, Wisconsin

ANNUAL AUDITED REPORT
FORM X-17A-5 - PART III
Supplemental Information
Year Ended June 30, 2003

#### STATEMENT OF CHANGES

	STATEMENT OF CHANGES IN OWNERSHIP EQUITY (SOLE PROPRIETORSHIP, PARTNERSHIP OR CORPORATION)	
4	Dalaman hassing as maried 7/1/02	40,635
1.	Balance, beginning of period 7/1/02	(3,122) [4240]
	A. Net income (loss)	[4250]
	B. Additions (includes non-conforming capital of [4262])	(1) [4260]
	C. Deductions (includes non-conforming capital of Rounding [4272] )	[4270]
2.	Balance, end of period (From item 1800) 6/30/03	37,512 [4290]
3.	STATEMENT OF CHANGES IN LIABILITIES SUBORDINATED TO CLAIMS OF GENERAL CREDITORS  Balance, beginning of period  A. Increases  B. Decreases	N/A  N/A  [4300]  N/A  [4310]  [4320]
4.	Balance, end of period (From item 3520)	N/A [4330]

#### **COMPUTATION OF NET CAPITAL**

					37,512	
1.	Total	owners	ship equity from Statement of Financia	Condition		[3480]
2.	Dedu	ct owne	ership equity not allowable for Net Cap	pital		[3490]
3.	Total	owners	ship equity qualified for Net Capital		37,512	[3500]
4.	Add:					[0000]
	A.		lities subordinated to claims of genera t capital	I creditors allowable in computation		[3520]
	B.		r (deductions) or allowable credits (Lis	t)		[]
			[3525A]	[3525]	<u></u>	
			[3525C]	[3525]	<u></u> 기	
			[3525E]	[3525	F]	[3525]
5.	Total liabili		and allowable subordinated		37,512	[3530]
6.			and/or charges:			[cooo]
	A.		nonallowable assets from	1,074	<del>_</del>	
			ement of Financial Condition es B and C)	[354	0]	
	В.	<sup>*</sup> Secu	red demand note deficiency	[359	0]	
	C.		modity futures contracts and spot modities - proprietary capital	[360		
		charg		[500	1,074	
	D.	Othe	r deductions and/or charges	[361		[3620]
7.	Othe	r additio	ons and/or credits (List)	·	•	
			[3630A]	[3630]		
			[3630C]	[3630]		
			[3630E]	[3630		[3630]
8.	Net o		pefore haircuts on securities		36,438	[3640]
9.	Haird	uts on s	securities (computed, where oursuant to 15c3-1(f)):			[22.15]
	A.	Cont	ractual securities commitments	[366		
	В.	Subc	ordinated securities borrowings	[367		
	C.	Tradi	ing and investment securities:		-1	
		1.	Exempted securities	[373		
		2.	Debt securities	[373	3]	
		3.	Options	[373		
		4.	Other securities	[373	<u>_</u>	
	D.	Undu	ue Concentration	[365	 D]	

	p~-	CEC EL M	lison, WI Jumber 8-30116			
	E.					
		[3736A]	[3736B]			
		[3736C]	[3736D]			
		[3736E]	[3736F]			
			[3736]	<del></del>	36,438	[3740
0.	Net (	Capital			30,430	[3750
		COMPUTATION OF BASIC	NET CAPITAL REQUIREME	NT		
art .	A				4,730	
1.		mum net capital required (6-2/3% of line 19)			5,000	[3756
2.	minir	mum dollar net capital requirement of reporting broker of mum net capital requirement of subsidiaries computed it			3,000	[3758
2		Note(A)			5,000	
3.		capital requirement (greater of line 11 or 12)		-	31,438	[3760
4.	Exce	Excess net capital (line 10 less 13)				[3770
5.	Exce	ess net capital at 1000% (line 10 less 10% of line 19)			29,342	[3780
16. 17.		l A.I. liabilities from Statement of Financial dition	REGATE INDEBTEDNESS	—	70,964	[3790
	А. В. С.	Drafts for immediate credit  Market value of securities borrowed for which no equivalent value is paid or credited  Other unrecorded amounts(List)	[3800]			
	В.	Market value of securities borrowed for which no equivalent value is paid or credited Other unrecorded amounts(List)	[3810]			
	В.	Market value of securities borrowed for which no equivalent value is paid or credited  Other unrecorded amounts(List)  [3820A]	[3810]			
	В.	Market value of securities borrowed for which no equivalent value is paid or credited  Other unrecorded amounts(List)  [3820A]	[3820B]			
	В.	Market value of securities borrowed for which no equivalent value is paid or credited  Other unrecorded amounts(List)  [3820A]	[3820B] [3820D] [3820F]			19000
9	B. C.	Market value of securities borrowed for which no equivalent value is paid or credited  Other unrecorded amounts(List)  [3820A]  [3820C]	[3820B]		70,964	
9. 20.	B. C. Tota	Market value of securities borrowed for which no equivalent value is paid or credited  Other unrecorded amounts(List)  [3820A]	[3820B] [3820D] [3820F]	  %	70 <b>,</b> 964 195%	[3830

#### **OTHER RATIOS**

# Reconciliation of Computation for Determination of the Reserve Requirements and Information Relating to the Possession or Control Requirements June 30, 2003

The Company is exempt from having to file both the Reconciliation of the Computation for Determination of the Reserve Requirements and Information Relating to the Possession or Control Requirements under Rule 15c3-3.

#### **EXEMPTIVE PROVISIONS**

A. (k)	(1)Limited business (mutual funds and/or	variable annuities only)	[4550]
B. (k)	(2)(i)"Special Account for the Exclusive B	[4560]	
C. (k)	(2)(ii)—All customer transactions cleared the disclosed basis. Name of clearing firm(s)	rough another broker-dealer on a fully	<b>IX</b> [4570]
	Clearing Firm SEC#s	Name	Product Code
	<sub>8-</sub> 17574	Pershing LLC	A11 [4335B]
	[4335A]	[4335A2]	-
	8		[4335D]
	[4335C]	[4335C2]	
	8		[4335F]
	[4335E]	[4335E2]	
	8		[4335H]
	[4335G]	[4335G2]	
	8		[4335J]
	[43351]	[433512]	

#### SCHEDULED WITHDRAWALS

N/A

Ownership Equity and Subordinated Liabilities maturing or proposed to be withdrawn within the next six months and accruals, (as defined below), which have not been deducted in the computation of Net Capital.

Type of Proposed Withdrawal or Accrual	Name of Lender or Contributor	Insider or Outsider	Amount to be Withdrawn (cash amount and/or Net Capital Value of Securities)	Withdrawal or Maturity Date (MMDDYYYY)	to
_ [4600]					_
	[4601]	[4602]	[4603]	[4604]	[4605]
_ [4610]					
	[4611]	[4612]	[4613]	[4614]	[4615]
_ [4620]	[4621]	[4622]	[4623]	[4624]	[4625]
_ [4630]	[1021]	1,10221	(1020)	[-102+]	[4020]
_[]	[4631]	[4632]	[4633]	[4634]	[4635]
_ [4640]					_
	[4641]	[4642]	[4643]	[4644]	[4645]
_ [4650]					
	[4651]	[4652]	[4653]	[4654]	[4655]
_ [4660]	[4661]	[4662]	[4663]	[4664]	[4665]
_ [4670]	[1001]	[4002]	[1000]	[4004]	
_[]	[4671]	[4672]	[4673]	[4674]	[4675]
_ [4680]					
	[4681]	[4682]	[4683]	[4684]	[4685]
_ [4690]					-
	[4691]		[4693]	[4694]	[4695]
		TOTAL \$_			
			[4699]		•
			Omit Donnica		

**Omit Pennies** 

Instructions Detail listing must include the total of items maturing during the six month period following the report date, regardless of whether or not the capital contribution is expected to be renewed. The schedule must also include proposed capital withdrawals scheduled within the six month period following the report date including the proposed redemption of stock and payments of liabilities secured by fixed assets (which are considered allowable assets in the capital computation pursuant to Rule 15c3-1(c)(2) (iv)), which could be required by the lender on demand or in less than six months.

Withdrawal Code	Description
1	Equity Capital
2	Subordinated Liabilities
3	Accruals
4	15c3-1(c)(2)(iv) Liabilities

#### Reconciliation of the Computation of Net Capital

June 30, 2003

The following schedule shows that there are no material differences between the net capital computation set forth in the audit report, and the net capital computation on the Company's Focus Report for the quarter ended June 30, 2003.

	Audited Report	Quarterly Report	Difference	Explanation of Difference
Ownership Equity	\$37 512	\$37 512	\$ 0	
Non-allowable Assets	1 074	_1 074	_0	
Net Capital	<u>\$36 438</u>	<u>\$36_438</u>	<u>\$ 0</u>	

Donald L. Bailey C.P.A. Larry L. Stolzman C.P.A.

Ronald G. Boeck
David L. Linzmeier C.P.A.
Laura A. Knight C.P.A.
Michelle M. Pieper

# Bailey & Stolzman, S.C. CERTIFIED PUBLIC ACCOUNTANTS 9 Odana Court

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American Institute of
Certified Public Accountants
Wisconsin Institute of
Certified Public Accountants

Board of Directors Googins & Company, Inc.

#### Report On Internal Control

In planning and performing our audit of the financial statements and supplemental schedules of Googins & Company, Inc. for the year ended June 30, 2003 we considered its internal control, including control activities 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.

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

Board of Directors Googins & Company, Inc. Page 2

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including 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 June 30, 2003, to meet the SEC's objectives.

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

Certified Public Accountants

Madison, Wisconsin

August 18, 2003