



SECURITIES AND EXC Washington, D.C. 20549

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

SEC FILE NUMBER

23904

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_	04/01/02 MM/DD/YY	AND ENDING	03/31/03 MM/DD/YY
A. REG	ISTRANT IDENTIFIC	CATION	
NAME OF BROKER-DEALER: CANTELLA	& CO., INC.		OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUSI	NESS: (Do not use P.O. Bo	ox No.)	FIRM I.D. NO.
2 Oliver Street, 11th Floor			
	(No. and Street)		
Boston	MA	0:	2109
(City)	(State)	(2	Lip Code)
NAME AND TELEPHONE NUMBER OF PE	RSON TO CONTACT IN R	()	617) 521-8630
	·		(Area Code – Telephone Number
B. ACCO	DUNTANT IDENTIFIC	CATION	
INDEPENDENT PUBLIC ACCOUNTANT we Dunleavy & Company, P.C.	nose opinion is contained in	this Report*	
(Name - if individual, state last, fi	rst, middle name)	
13116 South Western Avenue,	Blue Island, Ill:	nois 60406	
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:		PROCES	SED
Certified Public Accountant		JUN 17 2	OF OF CEIVED
☐ Public Accountant ☐ Accountant not resident in Unite	d States or any of its posse	THOMSE FINANCIA	MAY 3 0 2003
	OR OFFICIAL USE O	VLY 🔌	
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*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.

OATH OR AFFIRMATION

Ι, _	Philip C. McMorrow		, swea	r (or affirm) that, to th	e best of
my	knowledge and belief the accompanying financ	ial statement an	d supporting schedules	pertaining to the firm o	of
	Cantella & Co., Inc.				, as
of	March 31	, 20 03	_ are true and correct.	I further swear (or af	firm) that
nei	ther the company nor any partner, proprietor, p	-			
	ssified solely as that of a customer, except as fo	-			
	•				
		NONE		<u> </u>	
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			// Signatu	re	
	•				
		<u> </u>	Preside Title	ent	
	N. 11		Title		
	Maria X January				
	Notary Public JOHN J. GARVEY, N	lotary Public			
Th.	s report ** contains check all applicable boxes	eptember 20, 2007			
X	(a) Facing Page.); 			·
X	(b) Statement of Financial Condition.				· ·
X	(c) Statement of Income (Loss).	:			•
\boxtimes	(d) Statement of GENERAL NEW MARKET AND				
\square	(e) Statement of Changes in Stockholders' Eq			apital.	
X	(f) Statement of Changes in Liabilities Subore	dinated to Clain	ns of Creditors.		
図	(g) Computation of Net Capital.			•	
	(h) Computation for Determination of Reserve				
	(i) Information Relating to the Possession or	•			2 2 3 46 -
П	(j) A Reconciliation, including appropriate ex				s-s and the
	Computation for Determination of the Res				nothods of
ш	(k) A Reconciliation between the audited and consolidation.	unaudited State	ements of Financial Con	antion with respect to t	nemous or
X	(l) An Oath or Affirmation.				
	(m) A copy of the SIPC Supplemental Report.				
$\overline{\mathbf{x}}$	(n) A report describing any material inadequac	ies found to exis	t or found to have existed	since the date of the pr	evious audit.
				•	

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

STATEMENT OF FINANCIAL CONDITION AND INDEPENDENT AUDITORS' REPORT

MARCH 31, 2003



DUNLEAVY & COMPANY, P.C.

CERTIFIED PUBLIC ACCOUNTANTS 13116 SOUTH WESTERN AVENUE BLUE ISLAND, ILLINOIS 60406

> (708) 489-1680 Fax: (708) 489-1717

INDEPENDENT AUDITORS' REPORT

Board of Directors Cantella & Co., Inc.

We have audited the accompanying statement of financial condition of Cantella & Co., Inc. (the Company) as of March 31, 2003 that you are filing pursuant to rule 17a-5 under the Securities and Exchange Act of 1934. This financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on this financial statement 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 statement of financial condition is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the statement of financial condition. An audit also includes assessing the accounting principles used and the significant estimates made by management, as well as evaluating the overall statement of financial condition 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 Cantella & Co., Inc. as of March 31, 2003 in conformity with accounting principles generally accepted in the United States of America.

DUNLEAVY & COMPANY, P. C. Certified Public Accountants

Blue Island, Illinois April 30, 2003

STATEMENT OF FINANCIAL CONDITION

MARCH 31, 2003

ASSETS

Cash and cash equivalents	\$	312,128
Receivables from broker/dealers	. •	1,128,772
Securities owned, at market value		932,210
Note receivable		274,445
Secured demand note receivable		•
Other receivables		160,000
		578,139
Furniture, equipment, software and leasehold		
improvements, at cost (net of \$499,420		
accumulated depreciation)		5,825
Other assets		65,720
TOTAL ASSETS	\$	3,457,239
	-	<u> </u>
LIABILITIES AND SHAREHOLDERS' EQUIT	ľY	
LIABILITIES		
Payable to brokers/dealers and		
clearing organizations	\$	426,437
Commissions payable	•	1,070,093
Securities sold, not yet purchased		219,555
Other liabilities		604,023
Subordinated loans		160,000
		100,000
Total Liabilities	\$	2,480,108
SHAREHOLDERS' EQUITY		
Common stock, no par value; 12,500 shares		
authorized, 10,003 shares issued,		
5,506 shares outstanding	\$	001 050
	•	891,053
Additional paid-in capital		4,728,546
Retained earnings (deficit)	(4,242,308)
Less 4,497 shares of treasury stock, at cost		(400,160)
Total Shareholders' Equity	\$	977,131
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$	3,457,239

The accompanying notes are an integral part of this financial statement.

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2003

NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES

Organization - The Company was incorporated under the laws of the state of Massachusetts on May 22, 1979. The Company is registered as a broker/dealer with the Securities and Exchange Commission and is also a member of the National Association of Securities Dealers, Inc. and the Boston Stock Exchange, Inc. The Company's principal business activity is the sale of securities.

Firm Securities Transactions - Securities in firm investment and trading accounts are recorded on a trade date basis. These securities are carried at market value or estimated fair value as determined by management for book purposes. The resulting difference between cost and market (or fair value) is included in income.

Commission Revenue - Included in income are commissions on transactions introduced by other fully disclosed broker/dealers.

Cash Equivalents - Cash equivalents are defined as certificates of deposit and U.S. government obligations with a maturity date, when acquired by the Company, of less than 90 days, and those securities registered under the Investment Company Act of 1940 which are comprised of cash and other short-term debt instruments and are commonly referred to as "money market funds."

Depreciation - Depreciation of furniture, equipment, software and leasehold improvements is provided using the straight-line method over estimated useful lives of three, five and ten years.

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.

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2003

NOTE 2 - CASH AND SECURITIES SEGREGATED UNDER FEDERAL AND OTHER REGULATIONS

Included in cash and cash equivalents is cash of \$5,230 which has been segregated in a special reserve bank account for the benefit of customers under Rule 15c3-3 of the Securities and Exchange Commission.

NOTE 3 - RELATED PARTIES

The Company is affiliated, through common ownership and management, with Cantella Management Corp. (CMC), the majority shareholder of the Company, Cantella Corp., Cantella Realty Corp., Cantella Specialist Corp., Cantella Insurance Agency, Inc., Oliver Street Securities Corp. and Blue Marine Inc.

During the year ended March 31, 2003 the Company paid management fees of \$629,732 to the aforementioned affiliated entities. \$58,000 was owed by CMC to the Company at March 31, 2003.

The Company reports its income on a consolidated basis for income tax purposes with CMC. CMC assumes all income tax liabilities.

NOTE 4 - 401(k) PLAN

On July 1, 1993 the Company adopted a deferred compensation plan commonly referred to as a profit sharing plan with provisions under IRS code section 401(k) whereby employees may contribute up to 15% of their compensation within specified legal limits. In addition, the Company may match employee contributions on a discretionary basis up to 4% of compensation. The plan covers substantially all employees age 21 years or older that work a minimum of 1000 hours per year. Company contributions to the plan for the year ended March 31, 2003 were \$0.

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2003

NOTE 5 - SECURITIES OWNED AND SOLD, NOT YET PURCHASED

Marketable securities owned and sold, not yet purchased consist of trading and investment securities at quoted market value or estimated fair value as determined by management.

			Sol	d, Not
	Owi	ned	Yet	Purchased
Municipal Bonds	\$	635,284	\$	5,205
Securities Registered				
under the Investment				
Company Act of 1940		244,385		214,350
US Treasury securities		20,275		-0-
Warrants		-0-		-0-
Equity securities		32,266		
Total	\$	932,210	\$	<u>219,555</u>

NOTE 6 - NET CAPITAL REQUIREMENTS

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (rule 15c3-1), which requires the Company to maintain the greater of minimum net capital of \$250,000 or two percent of "aggregate debit items," as these terms are defined. Net capital and aggregate debit items change from day to day, but at March 31, 2003, the Company had net capital of \$468,878 and a net capital requirement of \$250,000.

NOTE 7 - OTHER

Included on the statement of income is bad debt expense of \$190,514, which represents prior year receivables, currently deemed uncollectible. If this item were excluded from current year expenses, the net loss would be \$232,745.

In prior years these receivables were classified as nonallowable for net capital purposes.

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2003

NOTE 8 - LEASE COMMITMENTS

Minimum annual rentals under a noncancellable lease for office space, expiring September 30, 2004, exclusive of additional payments which may be required for certain increases in operating and maintenance costs, are as follows:

Year Ending March 31,	Amount
2004	\$ 219,201
2005	109,601
	\$ 328,802

In addition, the Company has provided an irrevocable letter of credit in the amount of \$36,536 which expires August 1, 2003, as security deposit for the office space lease. This letter of credit will be automatically renewed for one year periods through August 1, 2004, unless cancelled. At March 31, 2003 there were no amounts outstanding on this letter of credit.

Rent expense for the year ended March 31, 2003 was \$238,040.

NOTE 9 - CONTINGENCIES

As of the date of this report the following items were unresolved:

The Company has received several customer complaints, some of which have been taken to NASD arbitration, alleging that former representatives of the Company misrepresented material facts and/or suggested investments for which the customer was not suited and/or executed unauthorized trades in the customers' accounts, resulting in certain realized and/or potential losses to customers. One of the complaints also asserts that a representative charged excessive commissions on the aforementioned transactions. The complaints allege damages or seek settlements totaling \$3,493,899; however, one of the complaints does not specify any amount.

An NASD arbitration action has been filed alleging that the Company's registered representative did not properly explain the

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2003

NOTE 9 - CONTINGENCIES - (Continued)

risks of the investment or the intricacies of buying securities on margin. The plaintiffs seek to recover losses of \$1.3 million and other unspecified relief.

Another NASD arbitration action has been filed against the Company alleging that registered representatives of the Company made unsuitable and unauthorized investments on the claimant's behalf. The claimant is seeking \$1.5 million, additional punitive damages, plus other expenses.

In all of the above matters the Company's legal counsel is unable to estimate the amount of the potential loss or the likelihood of an unfavorable outcome. The Company has not established any liability at March 31, 2003 with respect to these items. The Company believes it has meritorious defenses against all claims asserted.

NOTE 10 - LIABILITIES SUBORDINATED TO CLAIMS OF GENERAL CREDITORS

The borrowings under subordination agreements at March 31, 2003 are listed below. The subordinated lender is a shareholder of the Company.

Liabilities Pursuant to a Secured Demand Note Collateral Agreement:

Interest <u>Rate</u>	Maturity <u>Date</u>	Principal <u>Amount</u>
1%	06-30-04	\$ 160,000

The subordinated borrowings are covered by agreements approved by the NASD and are thus available in computing net capital under the Securities and Exchange Commission's Uniform Net Capital Rule. To the extent that such borrowings are required for the Company's continued compliance with minimum net capital requirements, they may not be repaid.

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2003

NOTE 11 - FINANCIAL INSTRUMENTS WITH OFF-BALANCE-SHEET RISK

The Company enters into various transactions involving off-balance sheet financial instruments. These financial instruments include options, mortgage-backed to-be-announced securities (TBA's) and when-issued securities. The financial instruments are used to meet the needs of customers.

As a writer (seller) of options, the Company's customer receives a premium in exchange for giving the counterparty the right to buy or sell the security at a future date at a contracted price. In the normal course of business, the Company's customer activities involve the execution, settlement and financing of these customer option transactions. These activities may expose the Company to off-balance-sheet risk in the event that the option is exercised and the customer or contra-broker is unable to fulfill its contracted obligations and the Company has to purchase or sell the financial instrument underlying the contract at a loss.

TBA's provide for the delayed delivery of the underlying instrument. The credit risk for TBA's is limited to the unrealized market valuation gains recorded in the statement of financial condition. Market risk is substantially dependent upon the value of the underlying financial instruments and is affected by market forces such as volatility and changes in interest and foreign exchange rates.

In addition, the Company has sold securities that it does not currently own and will therefore be obligated to purchase such securities at a future date. The Company has recorded these obligations in the financial statements at March 31, 2003, at market values of the related securities and will incur a loss if the market value of the securities increases subsequent to March 31, 2003.

Clearing Agreements – To facilitate the aforementioned transactions the Company has entered into agreements with other broker/dealers (Clearing Broker/dealers) whereby the Company forwards (introduces) customer securities transactions to the Clearing Broker/dealers, fully disclosing the customer name and other information. The processing and, if applicable, any financing pertaining to the introduced securities transactions is performed by the Clearing Broker/dealers. The customer account is therefore maintained and recorded in the books and records of the Clearing Broker/dealers on the Company's behalf.

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2003

NOTE 11 - FINANCIAL INSTRUMENTS WITH OFF-BALANCE-SHEET RISK - (Continued)

In consideration for introducing customers to the Clearing Broker/dealers, the Company receives commissions and other consideration, less the processing and other charges of the Clearing Broker/dealers. As part of the terms of the agreements between the Company and Clearing Broker/dealers, the Company is held responsible for any losses arising when the customers introduced by the Company to the Clearing Broker/dealers fail to meet their contractual commitments pertaining to the purchase, sale and possible financing of securities transactions. The Company may therefore be exposed to off-balance-sheet risk in the event the customer is unable to fulfill its contracted obligations and it is necessary for the Clearing Broker/dealers to purchase or sell the securities at a loss. The Company's exposure to risk would consist of the amount of the loss realized and any additional expenses incurred pertaining to the transaction or other customer activity.

Under the terms of one of the Clearing Broker/dealer agreements the Company is prohibited from entering into similar agreements (other than those agreements already effective) with other Clearing Broker/dealers without prior written consent from this Clearing Broker/dealer. This agreement also provides that prior written notification be made if any additional representatives of the Company (after effective date of agreement) establish and introduce customers through any other Clearing Broker/dealer.

All of the Clearing Broker/dealer agreements provide for minimum net capital requirements, insurance coverage, deposit requirements and other miscellaneous provisions.