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UNITED STATES

JRITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

OMB APPROVAL

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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	3 01/01/02 AND	ENDING 12/	31/02
	MM/DD/YY		MM/DD/YY
A. RI	EGISTRANT IDENTIFICATIO	N	
NAME OF BROKER-DEALER: Sterli	ng Smith Corporation	F	OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF B	USINESS: (Do not use P.O. Box No.)		FIRM I.D. NO.
4236A Scotland	•		
	(No. and Street)		
Houston	TX	77	7007
(City)	(State)	(Zip (	Code)
NAME AND TELEPHONE NUMBER OF Sterling Smith	PERSON TO CONTACT IN REGARI	TO THIS REPOR	713-861-6500
		(Are	ea Code – Telephone Numbe
	COUNTANT IDENTIFICATION	DN	ea Code – Telephone Numbe
INDEPENDENT PUBLIC ACCOUNTAN  Easley, Endres, Parkhill &	T whose opinion is contained in this Re Brackendorff, P.C. (Name - if individual, state last, first, middle)	PON eport* le name)	
INDEPENDENT PUBLIC ACCOUNTAN  Easley, Endres, Parkhill &  1333 West Loop South,	T whose opinion is contained in this Re Brackendorff, P.C. (Name – if individual, state last, first, midda Houston,	PN  eport*  le name)  TX	77027
INDEPENDENT PUBLIC ACCOUNTAN  Easley, Endres, Parkhill &  1333 West Loop South,  (Address)	T whose opinion is contained in this Re Brackendorff, P.C. (Name - if individual, state last, first, middle)	PON eport* le name)	
INDEPENDENT PUBLIC ACCOUNTAN  Easley, Endres, Parkhill &  1333 West Loop South,  (Address)	T whose opinion is contained in this Re Brackendorff, P.C. (Name – if individual, state last, first, midda Houston,	PN  eport*  le name)  TX	77027 (Zip Code)
INDEPENDENT PUBLIC ACCOUNTAN  Easley, Endres, Parkhill &  1333 West Loop South,  (Address)  CHECK ONE:	T whose opinion is contained in this Re Brackendorff, P.C. (Name – if individual, state last, first, midda Houston,	PN  eport*  le name)  TX	77027 (Zip Code)
INDEPENDENT PUBLIC ACCOUNTAN  Easley, Endres, Parkhill &  1333 West Loop South, (Address)  CHECK ONE:  Certified Public Accountant  Dublic Accountant	T whose opinion is contained in this Re Brackendorff, P.C. (Name – if individual, state last, first, midda Houston,	PN  eport*  le name)  TX	

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

SEC 1410 (06-02)

#### OATH OR AFFIRMATION

Ι, _	Sterling	Smith		, swear (or affirm) that, to the	best of
my	Sterling	Smith Corporation	nancial stateme	ent and supporting schedules pertaining to the firm of	, as
of	December	31	, 20	02, are true and correct. I further swear (or affin	m) that
nei	ther the comp	pany nor any partner, propriet	or, principal of	ficer or director has any proprietary interest in any ac	•
	•	as that of a customer, except a	•		
	·	•			
	NONE	· · · · · · · · · · · · · · · · · · ·			
	annin.				
		DIANNE E. PEARSON Notary Public, State of Texas		Status P Louth	
		My Commission Expires		Signature	
	William Will	March 13, 2007		_ <b>`</b>	
				President	
				Title	
(	Olana	otary Public County of the State of	_		
	No	otary Public County of	tariris		
		State of	1 Uxas		
_	is report 🔭 co	ontains (check all applicable b	oxes):		
	(a) Facing P	rage. nt of Financial Condition.			
X		nt of Income (Loss).			
$\boxtimes$		nt of Changes in Financial Co	ndition		
$\overline{\mathbb{Z}}$		_		tners' or Sole Proprietors' Capital.	
$\nabla$		nt of Changes in Liabilities Si			
X		ation of Net Capital.			
$\nabla$	(h) Computa	ation for Determination of Re	serve Requirem	nents Pursuant to Rule 15c3-3.	
$\nabla$				equirements Under Rule 15c3-3.	
X	<b>U</b> ) -		•	of the Computation of Net Capital Under Rule 15c3-	3 and the
				irements Under Exhibit A of Rule 15c3-3.	
Ц			and unaudited	Statements of Financial Condition with respect to me	thods of
ल	consolid				
	` '	n or Affirmation. of the SIPC Supplemental Rej	nart		
				o exist or found to have existed since the date of the prev	zions audit
	(ii) Alepoit	. describing any material made	quaeres round to	o exist of found to have existed since the date of the pre-	Tous audit.

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

### STERLING SMITH CORPORATION

FINANCIAL STATEMENTS AND SUPPLEMENTAL INFORMATION

**DECEMBER 31, 2002** 

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#### INDEPENDENT AUDITORS' REPORT

June 12, 2003

Board of Directors
STERLING SMITH CORPORATION
Houston, Texas

We have audited the accompanying statement of financial condition of STERLING SMITH CORPORATION as of December 31, 2002 and the related statements of income, stockholder's equity, and 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 STERLING SMITH CORPORATION at December 31, 2002, 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.

The net capital computation (See page 12) has been revised to exclude \$214,142 of subordinated debt to the stockholder (See Note 5) and include certain investments that were originally reported as non-allowable assets. At the request of the NASD, our report dated January 29, 2003 and the financial statements have been revised for these changes. As a result, the Company's net capital on Page 12 has decreased by \$40,743 to \$1,770,921.

Easley, Endres, Parkkill & Brackerdarff, P.C.

# STERLING SMITH CORPORATION STATEMENT OF FINANCIAL CONDITION DECEMBER 31, 2002

#### **ASSETS**

Cash and cash equivalents	\$	2,966,443
Accounts receivable, commissions		7,214
Securities, at market value		623,055
Investment in NASDAQ exchange		29,122
Total assets	\$	3,625,834
LIABILITIES AND STOCKHOLDER'S EQUITY		
Liabilities		
Accounts payable	\$	1,468
Notes payable to stockholder		214,142
Total liabilities		215,610
Stockholder's equity		
Common stock with par value of \$.01 per share,		
50,000,000 shares authorized, 100,000 issued		
and outstanding		1,000
Additional paid-in capital		212,000
Retained earnings		3,197,224
Total stockholder's equity		3,410,224
Total liabilities and stockholder's equity	_\$_	3,625,834

# STERLING SMITH CORPORATION STATEMENT OF INCOME FOR THE YEAR ENDED DECEMBER 31, 2002

#### **REVENUES**

Commissions	\$ 20,319
Gains on firm securities trading	5,054,499
Interest	146,060
Total revenues	 5,220,878
EXPENSES	
Commissions and associate fees	3,342,006
Office and other operating expenses	 655,371
Total and other control of	0.007.077
Total operating expenses	 3,997,377
NET INCOME	\$ 1,223,501

# STERLING SMITH CORPORATION STATEMENT OF STOCKHOLDER'S EQUITY FOR THE YEAR ENDED DECEMBER 31, 2002

	ommon Stock	Additional Paid in Capital	Retained Earnings	Total
Balance, December 31, 2001	\$ 1,000	\$ 212,000	\$ 2,973,723	\$ 3,186,723
Dividends paid to stockholders			(1,000,000)	(1,000,000)
Net income			1,223,501	1,223,501
Balance, December 31, 2002	\$ 1,000	\$ 212,000	\$ 3,197,224	\$ 3,410,224

#### **STERLING SMITH CORPORATION**

#### STATEMENT OF CASH FLOWS

#### FOR THE YEAR ENDED DECEMBER 31, 2002

NET CASH PROVIDED BY OPERATING ACTIVITIES	
Net income	\$ 1,223,501
Adjustments to reconcile net income to net cash provided by operating activities:	
Changes in working capital:	
(Increase) decrease in cash related to changes in assets:	
Accounts receivable and deposits  Trading securities	163 (520,867)
Increase (decrease) in cash related to changes in liabilities:	
Accounts payable Accrued liabilities	 171 (10,959)
NET CASH PROVIDED BY OPERATING ACTIVITIES	 692,009
CASH FLOWS FROM INVESTING ACTIVITIES	
Collection of secured demand note	 110,000
CASH FLOWS FROM FINANCING ACTIVITIES	
Notes payable to stockholder Dividends to stockholder	 4,142 (1,000,000)
NET CASH USED IN INVESTING ACTIVITIES	 (995,858)
NET DECREASE IN CASH AND CASH EQUIVALENTS	(193,849)
CASH AND CASH EQUIVALENTS, Beginning of year	 3,160,292
CASH AND CASH EQUIVALENTS, End of year	\$ 2,966,443
INTEREST PAID	\$ -0-
TAXES PAID  The accompanying notes are an integral	\$ -0-
The accompanying notes are an integral	

part of the financial statements.

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2002

#### NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Organization

STERLING SMITH CORPORATION, a Texas corporation, (the "Company"), was formed on January 25, 1995. The Company was formed for the purpose of conducting business as a broker/dealer in securities.

The Company was approved by the Securities and Exchange Commission ("SEC") as a broker/dealer in securities under the Securities Exchange Act of 1934 on March 1, 1995. The Company was approved as a member of the National Association of Securities Dealers ("NASD") on March 13, 1995. The Company does not hold customer cash and/or securities and is exempt from the reserve requirements of Rule 15c3-3.

#### Cash and Cash Equivalents

For the purposes of the statement of cash flows, the Company considers cash and highly liquid investments with maturities of three months or less when purchased to be cash and cash equivalents.

#### Marketable Securities

Marketable securities owned and on deposit with the Company's clearing broker are recorded at market value based on quoted market prices as of the balance sheet date. The difference between cost and market value is included in income.

#### Revenue Recognition

The Company's revenues are earned primarily from the sale of trading securities to customers. Revenues are recognized as securities are sold, on a trade date basis. The Company's revenue from brokerage commissions is recorded on the settlement date. Revenue from advisory fees is recorded when received.

#### Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America 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 support and revenues and expenses during the reporting period. Actual results could differ from those estimates.

## STERLING SMITH CORPORATION NOTES TO FINANCIAL STATEMENTS

#### NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Income Taxes

The Company has elected to be taxed under the provisions of Subchapter S of the Internal Revenue Code. Under those provisions, the Company does not pay federal corporate income taxes on its taxable income. Instead, the stockholder is liable individually for federal income taxes arising from the Company's income. Accordingly, no provision has been made for federal income tax in the accompanying financial statements.

#### NOTE 2: FEES PAID TO AFFILIATE

The Company pays a monthly office service fee to an affiliated corporation commonly owned by the stockholder. The office service fees paid for the year ended December 31, 2002 were \$513,650.

#### NOTE 3: SECURITIES

The Company's marketable securities consist of the following:

U.S Treasury note, \$100,000 par value, 4.00%, due April 30, 2003*	\$	100,938
GMAC bond, \$100,000 par value, 5.38%, due April 15, 2005		100,980
GMAC bond, \$200,000 par value, 5.25%, due November 15, 2004		203,637
General Electric Capital bond, \$1,500,000 par value		
(Norwegian Krone), adjustable rate, due December 15, 2005	_	217,500
	\$	623 055

<sup>\*</sup> On deposit with the Company's clearing broker, which requires a \$100,000 minimum deposit.

As a member of the National Association of Securities Dealers (NASD), the Company invested in a private placement in the NASDAQ exchange in 2000. This investment is carried at cost.

#### NOTE 4: CONCENTRATIONS

The Company's business consists primarily of trading fixed income securities of non-U.S. issuers, which generally have higher yields than U.S. issuers. Management believes that current economic conditions are conducive for continued demand for these securities and the Company's services.

## STERLING SMITH CORPORATION NOTES TO FINANCIAL STATEMENTS

#### NOTE 4: CONCENTRATIONS (Continued)

The Company engages in trading in which counter-parties include other broker-dealers and financial institutions. In the event the counter-parties do not fulfill their obligations, the Company may be exposed to certain risks. It is the policy of the Company to consider the creditworthiness of each counter-party, as necessary.

#### NOTE 5: NOTES PAYABLE TO STOCKHOLDER

The Company's notes payable are summarized as follows:

	Interest	
Lender / Security / Due Date	Rate	Amount
Stockholder; unsecured; due March 31, 2004	0.0%	\$ 114,142
Stockholder; unsecured; March 31, 2004	0.0%	100,000
Total notes payable		<u>\$ 214,142</u>
Current year activity is summarized as follows:		
Subordinated notes payable, beginning of year		\$ 210,000
Current year additions (\$4,142) or repayments (-0-)		4,142
Subordinated notes payable, end of year		\$ 214,142

#### NOTE 6: NET CAPITAL REQUIREMENTS

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (SEC rule 15c3-1), which requires the maintenance of minimum net capital of \$100,000 (including subordinated indebtedness) and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. The Company is currently in compliance with these requirements.

SUPPLEMENTAL



## INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTAL INFORMATION REQUIRED BY RULE 17A-5 OF THE SECURITIES AND EXCHANGE COMMISSION

June 12, 2003

Board of Directors
STERLING SMITH CORPORATION
Houston, Texas

We have audited the accompanying financial statements of STERLING SMITH CORPORATION as of and for the year ended December 31, 2002, and have issued our report thereon dated June 12, 2003. Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in page 12 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.

Easley, Endres, Parkkill & Brockerdarff, P.C.

## STERLING SMITH CORPORATION COMPUTATION OF NET CAPITAL DECEMBER 31, 2002

Stockholder's equity	\$ 3,410,224
Deduct:	
Non-allowable NASDAQ private placement Non-allowable cash accounts without PAIB agreements	(29,122) (1,446,109)
Net capital before haircuts on marketable securities positions	1,934,993
Haircuts on marketable securities	(164,072)
Net capital pursuant to SEC Rule 15c3-1	<u>\$ 1,770,921</u>
Aggregate indebtedness	<u>\$ 1,468</u>
Percentage of aggregate indebtedness to net capital	0.08%

#### STATEMENT PURSUANT TO PARAGRAPH (d)(4) OF RULE 17a-5

The Company has amended its previously filed unaudited statements for \$40,743 of adjustments at the request of the NASD. Accordingly, there is no difference between the audited and unaudited net capital computation.

#### STATEMENT OF OMITTED SUPPLEMENTAL DATA

The Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3 and the Information Relating to Possession or Control Requirements Under Rule 15c3-3 have been omitted because Sterling Smith Corporation is exempt from the requirements of Rule 15c3-3 under condition (k)(2)(ii). The conditions of the exemption were being complied with as of December 31, 2002 and no facts came to our attention to indicate that the exemption had not been complied with during the fiscal year ended December 31, 2002.

See accompanying auditors' report.



#### INDEPENDENT AUDITORS' REPORT ON THE INTERNAL CONTROL STRUCTURE

June 12, 2003

Mr. Sterling Smith
STERLING SMITH CORPORATION
Houston, Texas

In planning and performing our audit of the financial statements and supplemental schedules of STERLING SMITH CORPORATION (the "Company") for the year ended December 31, 2002, we considered its internal control structure, including procedures 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 structure.

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 computations of aggregate indebtedness (or aggregate debits) 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:

- 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 an internal control structure 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 internal control structure policies and procedures and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be

Phone: 713 622 0016

expected to achieve the SEC's above-mentioned objectives. Two of the objectives of an internal control structure 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 the preparation of financial statements in accordance with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in any internal control structure or the practices and procedures referred to above, errors or irregularities 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 the internal control structure would not necessarily disclose all matters in the internal control structure 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 structure elements does not reduce to a relatively low level the risk that errors or irregularities in amounts that would be material in relation 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 the internal control structure, including procedures 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 December 31, 2002, to meet the SEC's objectives.

This report is intended solely for the use of the Board of Directors, management, the SEC, NASD, and other regulatory agencies that rely on rule 17a-5(g) under the securities Exchange Act of 1934 in their regulation for registered brokers and dealers, and should not be used for any other purpose.

Easley, Endres, Parkkill & Brockerdarff, P.C.