

MISSION

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

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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_	01/01/04	AND ENDING 12/3	1/04			
	MM/DD/YY	M.	M/DD/YY			
A. REC	A. REGISTRANT IDENTIFICATION					
NAME OF BROKER-DEALER: (U) ADDRESS OF PRINCIPAL PLACE OF BUS	CO Sidilling		FICIAL USE ONLY			
7020 N. Port Washington	Rd.					
	(No. and Street)					
Milwaukee	Wisconsin	53217				
(City)	(State)	(Zip Code	:)			
NAME AND TELEPHONE NUMBER OF PI William J. Koehler	ERSON TO CONTACT IN REC	(414	) 352-5050 ode - Telephone Number			
B. ACC	OUNTANT IDENTIFICA	ATION				
Raymond C. Ladd, C.P.A.	•					
225 E. Fairmount Ave.	Milwaukee	Wisconsin	53217			
(Address)	PROCESSED	(State)	(Zip Code)			
CHECK ONE:  Certified Public Accountant  Public Accountant  Accountant not resident in Uni	MAR 3 1 2005  THOMSON FINANCIAL  ted States or any of its possessi	ons.	údS			
	FOR OFFICIAL USE ON	.y 9 179				
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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)

SEC 1410 (06-02)

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## OATH OR AFFIRMATION

I, William J. Koehler	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying financial	statement and supporting schedules pertaining to the firm of
Wisconsin Discount Securiti	
of December 31	, 2004 , are true and correct. I further swear (or affirm) that
	cipal officer or director has any proprietary interest in any account
classified solely as that of a customer, except as follow	
classified solety as that of a customer, except as follow	73.
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	W. W. Wenter
. NO	Signature
	& :Z:
	President
	Title
Messes Sanceria	··· • •
Notary Public	3/1000
7 1100000 7 000000	6.
This report ** contains (check all applicable boxes):	
(a) Facing Page. (b) Statement of Financial Condition. (c) Statement of Income (Loss).	
(b) Statement of Financial Condition.	
(c) Statement of Income (Loss).	
(d) Statement of Changes in Financial Condition.  (e) Statement of Changes in Stockholders' Equity	on Postuone' on Cole Bunnictone' Conital
(f) Statement of Changes in Liabilities Subordina	
(g) Computation of Net Capital.	ted to Claims of Cieditois.
(h) Computation for Determination of Reserve Re	equirements Pursuant to Rule 15c3-3
(i) Information Relating to the Possession or Con	atrol Requirements Under Rule 15c3-3
	nation of the Computation of Net Capital Under Rule 15c3-3 and the
	e Requirements Under Exhibit A of Rule 15c3-3.
	udited Statements of Financial Condition with respect to methods of
consolidation.	·
(I) An Oath or Affirmation.	
(m) A copy of the SIPC Supplemental Report.	
	ound to exist or found to have existed since the date of the previous audit.
🕱(o) Independent auditor's report o	
**For conditions of confidential treatment of certain p	ortions of this filing, see section 240.17a-5(e)(3).



CONSOLIDATED FINANCIAL STATEMENTS AND INDEPENDENT AUDITORS' REPORT

FOR THE YEAR ENDED DECEMBER 31, 2004

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FeFebruary 25, 2005

#### INDEPENDENT AUDITORS' REPORT

Board of Directors Wisconsin Discount Securities Corporation Glendale, Wisconsin

We have examined the accompanying consolidated statements of financial condition of Wisconsin Discount Securities Corporation and Subsidiary as of December 31, 2004, and the related consolidated statements of income, changes in stockholders' equity, changes in liabilities subordinated to claims of general creditors, and cash flows for the year then ended. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the 2004 consolidated financial statements referred to above present fairly, in all material respects, the financial position of Wisconsin Discount Securities Corporation and Subsidiary at December 31, 2004, and the results of their operations, and their cash flows for the year then ended, in conformity with generally accepted accounting principles.

Raymond C. Ladd, C.P.A., S.C.

## consolidated statements of financial condition

## DECEMBER 31, 2004

## ASSETS

Cash and cash equivalents (Note 1)  Deposits with clearing organizations and others (Note 2)  Receivable from brokers and dealers  Investments, at cost which approximates market (Note 1)  Furniture and equipment, at cost, less accumulated		6,556 50,350 51,226
depreciation of \$49,445 (Note 1) Other assets	-	10,858 7,058
		126,048
LIABILITIES AND STOCKHOLDERS' EQUITY		
<pre>Income taxes, including deferred taxes   of \$4,166 (Notes 1 and 5) Accounts payable, accrued expenses and other liabilities</pre>	\$	4,528 24,000
	-	28,528
Commitments and contingent liabilities (Note 4)		
Liabilities subordinated to claims of general creditors (Note 3)	j	175,000
Stockholders' equity (Note 6) Common stock, no par value, 2,500 shares authorized;		
1,500 shares issued Retained earnings		5,000 242,520
Less 600 shares of common stock in treasury, at cost		325,000)
Total stockholders' equity (deficit)	(_	77,480)
		126,048

## CONSOLIDATED STATEMENTS OF INCOME

## YEAR ENDED DECEMBER 31, 2004

Revenues	
Commissions	\$ 501,021
Interest	45,903
Other	0
	546,924
Expenses	
Employee compensation and benefits	
(Note 1)	286,377
Interest	8,750
Other operating expenses	246,189
	541,316
Income (loss) before income taxes	5,608
Income taxes (benefits), including deferred taxes	
(benefits) of \$1,548 (Notes 1 and 5)	<u>1,910</u>
Net income (loss)	\$ 3,698
	======
Earnings (loss) per share of common stock (Note 1)	\$ 4.11
	======

## CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY

# YEAR ENDED DECEMBER 31, 2004

	Common stock	Retained <u>earnings</u>	Treasury <u>stock</u>	Total stockholders' equity
Balance (deficit), December 31, 2003	5,000	238,822	(325,000)	(81,178)
Net income (loss) - 2004	<u> </u>	3,698	_	3,698
Balance (deficit), December 31, 2004	\$ 5,000 =====	242,520 ======	(325,000)	(77,480) ======

# CONSOLIDATED STATEMENTS OF CHANGES IN LIABILITIES SUBORDINATED TO CLAIMS OF GENERAL CREDITORS

## YEAR ENDED DECEMBER 31, 2004

at December 31	\$ 175,000
Subordinated liabilities	
Increases (decreases)	
Subordinated liabilities at January 1	\$ 175,000

## CONSOLIDATED STATEMENTS OF CASH FLOWS

## YEARS ENDED DECEMBER 31, 2004

Cash flows from operating activities: Net income (loss) Adjustments to reconcile net income (loss) to net cash provided by operating activities:	\$	3,698
Depreciation		4,696
(Increase) decrease in assets:  Deposits with clearing organizations Receivable from brokers and dealers Other assets		8,187 (8,712) 751
Increase (decrease) in liabilities: Accrued taxes payable		1,000
Other liabilities	(_	452)
Net cash provided by operating activities	-	9,168
Cash flows from investing activities: Purchase of investment securities Proceeds from maturity of investment securities Payment of subordinated debt Purchase of treasury stock		
Purchase of furniture and equipment	(_	8,774)
Net cash provided by (used in) investing activities	(_	8,774)
Increase (decrease) in cash and cash equivalents		394
Cash and cash equivalents:		
Beginning	-	6,162
Ending	\$ =	6,556
Supplemental disclosures of cash flow information:  Cash paid during the year for:  Interest	\$	8,786
	=	
Income taxes	\$ =	0

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

#### DECEMBER 31, 2004

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

Wisconsin Discount Securities Corporation is a member of both the National Association of Securities Dealers and the National Futures Association and is a registered broker-dealer with the Securities and Exchange Commission. The Company is an introducing broker-dealer who forwards all its transactions to a clearing broker-dealer on a fully-disclosed basis. Substantially all commissions earned are received from this clearing broker-dealer. The Company holds no funds or securities for, nor owes funds or securities to, its customers.

The significant accounting policies affecting the consolidated financial statements are summarized below to assist the reader in understanding the financial information presented in this report.

#### Consolidation:

The consolidated financial statements of Wisconsin Discount Securities Corporation include the accounts of its subsidiary, Wisconsin Discount Realty Inc. (100%). All significant intercompany accounts and transactions have been eliminated.

#### Investments:

Investments are stated at cost which approximates market value.

#### Equipment:

Depreciable assets are stated at cost less accumulated depreciation. Provisions for depreciation are computed on straight-line and accelerated methods over the estimated useful lives of the assets, which range from 5 to 7 years.

#### Income taxes:

Income taxes are computed based on income for financial reporting purposes. Deferred income taxes are reported for timing differences between items of income or expense reported in the consolidated financial statements and those reported for income tax purposes. The difference relates principally to book income calculated using the accrual method of accounting and tax income calculated using the cash basis.

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

#### DECEMBER 31, 2004

#### Earnings per share:

Earnings per share are based on the Company's weighted average number of shares out-standing during the year.

#### Cash flows:

For purposes of reporting cash flows, cash and cash equivalents include cash on hand and amounts due from banks.

## Note 2: Interest-bearing Deposit with Clearing Broker

The Company's clearing broker-dealer holds a \$50,000 deposit which earns interest at the money market rate.

#### Note 3: Liabilities Subordinated to Claims of General Creditors

The Company has borrowings under agreements which are subordinate to claims of general creditors. The details of this debt are as follows:

Payable to	<u>Due date</u>	<u>Interest rate</u>	
Officer Officer	September 10, 2005 March 31, 2005	5% 5%	50,000 125,000
	ecember 31, 2004	3 8	\$ 175,000
	•		

The subordinated borrowings are covered by agreements approved by the National Association of Securities Dealers, Inc. and the National Futures Association and are thus available in computing net capital under the Securities and Exchange Commission's and Commodity Futures Trading Commission's net capital rules. 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 CONSOLIDATED FINANCIAL STATEMENTS

#### DECEMBER 31, 2004

## Note 4: Lease Obligation Payable, Lease Commitments

The Company has an operating lease for its office space which expires June 30, 2006. Total expense under this lease was \$21,000 in 2004.

#### Note 5: Income Taxes

The provision for income taxes (benefits) included in the consolidated financial statements consists of the following:

	December 31,	
	-	2004
Current taxes:		
Federal	\$	362
State		-0-
		362
Deferred income taxes (benefits)	-	1,548
Total provision for income taxes (benefits)	\$	1,910
-	,	=====

Deferred income tax provisions according to the timing difference which caused them were as follows:

Conversion to the cash basis of accounting for income tax purposes \$ 1,548

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

#### DECEMBER 31, 2004

## 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 maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital both as defined, shall not exceed 15 to 1.

The Company met the net capital provision as follows:

	2004
Net capital	\$ 79,604
Water and the Description of	======
Net capital required	\$ 50,000 =====
Aggregate indebtedness to net capital	.31 to 1
	========

Net capital and the related net capital ratio may fluctuate daily. The net capital rules may effectively restrict the payment of cash dividends.

SUPPLEMENTAL INFORMATION

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## INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTAL INFORMATION

February 25, 2005

Board of Directors Wisconsin Discount Securities Corporation and Subsidiary Glendale, Wisconsin

Our audits were made for the purpose of forming an opinion on the basic consolidated financial statements taken as a whole of Wisconsin Discount Securities Corporation and Subsidiary for the year ended December 31, 2004, which are presented in the preceding section of this report. The supplemental information presented hereinafter is presented for purposes of additional analysis and is not a required part of the basic consolidated financial statements. Such information has been subjected to the audit procedures applied in the audits of the basic consolidated financial statement and, in our opinion, is fairly stated in all material respects in relation to the basic consolidated financial statements taken as a whole.

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Raymond C. Ladd, CPA, S.C.

## COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1

## OF THE SECURITIES AND EXCHANGE COMMISSION

## AS OF DECEMBER 31, 2004

Net capital:	
Total consolidated stockholders' equity (deficit) Liabilities subordinated to claims of general	\$ (77,480)
creditors allowable in computation of net capital	<u>175,000</u>
Total capital and allowable	
subordinated liabilities	97,520
Less non-allowable assets:	10.050
Furniture and equipment Other assets	10,858 7,058
Other assets	<u></u>
Net capital	\$ 79,604
Aggregate indebtedness:	======
Items included in consolidated statements	
of financial condition:	
Income taxes payable	\$ 362
Accounts payable, accrued expenses	04.000
and other liabilities	24,000
Total aggregate indebtedness	\$ 24,362
	======
Minimum net capital required	\$ 50,000
	======
Ratio: Aggregate indebtedness to net capital	.31 to 1
	=======
Reconciliation with Company's computation	
Net capital, as reported in Company's Part IIA	
(Unaudited) FOCUS report	\$ 80,299
Net Audit Adjustments subsequent to submission of Focus report	( 695)
or rooms report	(
	\$ 79,604
	======

COMPUTATION FOR DETERMINATION OF RESERVE REQUIREMENTS

UNDER RULE 15c3-3 OF THE SECURITIES AND EXCHANGE COMMISSION (parent company only)

AS OF DECEMBER 31, 2004

Exemption from Rule 15c3-3 is claimed at December 31, 2004 based on paragraph (k)(2)(ii):

The Company, as an introducing broker or dealer, clears all transactions with and for customers on a fully disclosed basis with a clearing broker or dealer, and who 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.....

The clearing broker-dealer firm is Southwest Securities Inc.

## INDEPENDENT AUDITORS' REPORT ON THE INTERNAL CONTROL STRUCTURE REQUIRED BY SEC RULE 17a-5

February 25, 2005

Board of Directors Wisconsin Discount Securities Corporation Glendale, Wisconsin

In planning and performing our audit of the financial statements of Wisconsin Discount Securities for the year ended December 31, 2004, 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, we have made a study of the practices and procedures followed by Wisconsin Discount Securities Corporation that we considered relevant to the objectives stated in Rule 17a-5(g) (1) in making the periodic computation of aggregate indebtedness and net capital under Rule 17a-3(11) and (2) procedures for determining compliance with the exemptive provisions of Rule 15c3-3. We did not review the practices and procedures, followed by the Company (1) in making the quarterly securities examinations, counts, verifications and comparisons, and the requirements for prompt payment for securities under Section 8 of Regulation T of the Board of Governors of the Federal Reserve System; (3) in obtaining and maintaining physical possession or control of all fully paid and excess margin securities of customers as required by Rule 15c3-3 because the Company does not carry security accounts for customers or perform custodial functions relating to customer securities.

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 expected to achieve the Commission'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 preparation of financial statements in conformity with generally accepted accounting principles. 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 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 the internal control structure, including procedures for determining compliance with the exemption provisions of Rule 15c3-3, 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 Commission 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, 2004 to meet the Commission's objectives.

This report is intended solely for the use of management, the Securities and Exchange Commission and the National Association of Securities Dealers, Inc., and other regulatory agencies which rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 and should not be used for any other purpose.

Raymond C. Ladd, CPA, S.C.