



SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

# ANNUAL AUDITED REPORT FORM X-17A-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 01/01/09 AND ENDING MM/DD/YY	12/31/09 MM/DD/YY
A. REGISTRANT IDENTIFICATION	
NAME OF BROKER-DEALER: WATKINS FINANCIAL SERVICES INC	OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)	FIRM I.D. NO.
722 W SHEPARD LANE, SUITE 103 (No. and Street)	04005
FARMING ION	84025 Cip Code)
NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REP CHRISTOPHER M WATKINS	ORT (801) 451-6367 (Area Code – Telephone Number)
B. ACCOUNTANT IDENTIFICATION	
INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report*  STAYNER BATES & JENSEN PC	
(Name – if individual, state last, first, middle name)	
510 SOUTH 200 WEST, SUITE 200, SALT LAKE CITY UT  (Address) (City) (State)	84101 (Zip Code)
CHECK ONE:  Cartified Public Accountant  Public Accountant	
☐ Accountant not resident in United States or any of its possessions.	
Accountant not resident in United States or any of its possessions.  FOR OFFICIAL USE ONLY	

\*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

I,	CHRISTOPHER M WATKINS, swear (or affirm) that, to the best of
my	nowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of WATKINS FINANCIAL SERVICES INC , as
of_	DECEMBER 31 , 20 09 , are true and correct. I further swear (or affirm) that
neit	er the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account
clas	ified solely as that of a customer, except as follows:
	NANCY NAPPI Notery Public State of Utah
	My Commission Expires one April 1, 2014
	Comm. Number: 581853 PRESIDENT Title
_	Notar Public Notar Public
Thi	report ** contains (check all applicable boxes):
ĽΧ	(a) Facing Page.
区	(b) Statement of Financial Condition. (c) Statement of Income (Loss).
X	(d) Statement of Changes in Financial Condition.
X	(e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital.
X	(f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.
[X]	(g) Computation of Net Capital.
	(h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.
	<ul> <li>(i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3.</li> <li>(j) A Reconciliation, including appropriate explanation of the Computation of Net Capital Under Rule 15c3-1 and the</li> </ul>
	Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.
	(k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of
	consolidation.
	(1) An Oath or Affirmation.
$\mathbf{X}$	(m) A copy of the SIPC Supplemental Report. (n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.
الما	(n) A report describing any material madequacies found to exist of found to have existed since the date of the previous additional forms.

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

# SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C.

ANNUAL AUDIT REPORT

DATE - DECEMBER 31, 2009

WATKINS FINANCIAL SERVICES, INC.

# CONTENTS

<u>PART I</u>	
Report of Independent Registered Public Accounting Firm	3
Balance Sheet	4
Statement of Operations	5
Statement of Stockholders' Equity	6
Statement of Changes in Subordinated Borrowings	7
Statement of Cash Flows	8
Notes to the Financial Statements	9-12
SUPPLEMENTARY INFORMATION:	
Computation of Net Capital Requirements Pursuant to Rule 15c3-1 of the Securities and Exchange Commission	13-14
PART II	
Statement of Internal Control	15-17
PART III	
Statement of SIPC Assessment Reconciliation	18-20



#### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Shareholders and Board of Directors of Watkins Financial Services, Inc. Farmington, Utah

We have audited the accompanying balance sheet of Watkins Financial Services, Inc. as of December 31, 2009 and the related statements of operations, stockholders' equity, changes in subordinated borrowings, and cash flows for the year then ended. These financial statements are being filed pursuant to Rule 17a-5 under the Securities Exchange Act of 1934 and include the supplemental schedule of the net capital computation required by Rule 15c3-1. 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 standards of the Public Company Accounting Oversight Board (United States). 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 consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, 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 Watkins Financial Services, Inc. as of December 31, 2009, 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 Supplementary Information on 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 Rules 15c3-1 and 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.

Stayner, Bates & Jensen, P.C.

Stagner, Bates of Javson, P.C.

Salt Lake City, Utah March 11, 2010

## **Balance Sheet**

# December 31, 2009

ASSETS	
Current Assets: Cash Receivables from customers	\$ 36,586 43,434
Total Current Assets	80,020
Property and equipment, net (Notes 2 and 3)	 5,371
Total Assets	\$ 85,391
LIABILITIES AND STOCKHOLDERS' EQUITY	
Current Liabilities: Accounts payable Accrued liabilities	\$ 5,703 7,453
Total Current Liabilities	13,156
Subordinated debt to stockholder (Note 4)	 10,000
Total Liabilities	 23,156
Stockholders' Equity: Common stock - \$ 0.10 par value; 1,000 authorized shares,	
1,000 shares issued and outstanding	100
Additional paid-in capital	28,900
Retained earnings	 33,235
Total Equity	 62,235
Total Liabilities and Stockholders' Equity	\$ 85,391

# **Statement of Operations**

Revenues - commissions	_\$	584,391
Expenses		
Officer concessions		440,000
Payroll		178,872
Other general and administrative		58,056
Total Expenses		676,928
Loss from Operations		(92,537)
Other Income (Expense):		
Interest and dividends		362
Net Loss	\$	(92,175)

# Statement of Stockholders' Equity

	Comm	on Sto	ck	 dditional Paid-In	F	Retained	
	Shares	Ar	nount	Capital	I	Earnings	Total
Balance, January 1, 2009	1,000	\$	100	\$ 28,900	\$	125,410	\$ 154,410
Net loss	_		-	 <u>-</u>		(92,175)	 (92,175)
Balance, December 31, 2009	1,000	\$	100	\$ 28,900	\$	33,235	\$ 62,235

# Statement of Changes in Subordinated Borrowings

Subordinated borrowings, beginning of year	\$ 10,000
Increases	-
Decreases	 
Subordinated borrowings, end of year	\$ 10,000

#### **Statement of Cash Flows**

Cash Flows From Operating Activities: Net loss Adjustments to reconcile net loss to net	\$ (92,175)
cash used in operating activities: Depreciation expense	811
Change in assets and liabilities: Accounts receivable Accounts payable Accrued liabilities	 14,583 (764) (516)
Net cash used in operating activities	 (78,061)
Cash Flows From Investing Activities:	 
Cash Flows From Financing Activities:	 -
Net decrease in cash	 (78,061)
Cash, beginning of year	 114,647
Cash, end of year	\$ 36,586
Supplemental Cash Flow Information	
Cash paid for interest	\$ -

Notes to the Financial Statements December 31, 2009

#### 1. Nature of Operations

Watkins Financial Services, Inc. (the "Company") was incorporated in the State of Utah on January 7, 2000, for the purpose of operating a broker dealer business. All issued shares of the Company's common stock are held by one shareholder (the shareholder).

#### 2. Summary of Significant Accounting Policies

The Company's accounting policies reflect practices of the financial services industry and conform to generally accepted accounting principles. The following policies are considered to be significant:

#### Accounting method

The financial statements are prepared using the accrual method of accounting. The Company has elected a December 31 year-end.

#### Revenue and cost recognition

Revenues are recognized as follows:

- Commissions: Commissions and related clearing expenses are recorded on a trade-date basis as securities transactions occur.
- Securities Transactions: Securities transactions are recorded on the trade date, as if they had settled. Profit and loss arising from all securities transactions entered into for the account and risk of the Company are recorded on a trade date basis. Customers' securities transactions are reported on a settlement date basis with related commission income and expenses reported on a trade date basis.

#### Income taxes

The Company has elected, with the consent of its shareholders, to be taxed as an "S" corporation under the Internal Revenue Service Code Section 1362. An "S" Corporation does not generally pay income taxes, but instead, its shareholders are taxed on the Company's income. Therefore these statements will not include any provision for corporate income tax.

#### Use of estimates

The preparation of the financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### Cash and cash equivalents

For the purpose of the statements of cash flows, the Company considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

Notes to the Financial Statements December 31, 2009

#### 2. Summary of Significant Accounting Policies (Continued)

#### Property and equipment

Property and equipment is stated at cost. Depreciation is provided using straight-line methods over the estimated useful lives of the assets. The estimated useful lives are as follows:

Computers 3 years Furniture and fixtures 7 years

#### Accounts receivable

No allowance for uncollectible accounts has been provided. Management has evaluated the accounts and believes they are all collectible at December 31, 2009.

#### Advertising

The Company follows the policy of charging the cost of advertising to expense as incurred.

#### Fair value of financial instruments

The fair value of financial instruments including cash, marketable securities, contracts receivable, accounts payable, accrued liabilities, and notes payable approximate book values at December 31, 2009.

#### Concentrations of credit risk

The Company provides consulting and brokerage services to corporations, pension and retirement funds, and individuals in the United States. Substantially all revenues and receivables relate to providing services to these entities and individuals.

Although the Company is directly affected by the economy, management does not believe significant credit risk exists at December 31, 2009.

The Company maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. The Company has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash and cash equivalents.

Notes to the Financial Statements December 31, 2009

#### 3. Property and Equipment

Property and equipment consisted of the following at December 31, 2009:

Office equipment	\$ 2,236
Funiture and fixtures	 6,625
Total property and equipment Accumulated depreciation	8,861 (3,490)
Property and equipment, net	\$ 5,371

Depreciation expense on property and equipment was \$811 for the year ended December 31, 2009.

#### 4. Related Party Transactions

The Company has subordinated debt to a shareholder in the amount of \$10,000. The debt is due September 30, 2013, and is non-interest bearing. The debt is subordinated to all other liabilities.

The Company provides services for individuals and entities that are related to the shareholder of the Company. The Company had \$410,072, or 70% of its revenue, from these individuals and entities for the year ended December 31, 2009.

#### 5. Fair Value of Financial Instruments

None of the Company's financial instruments are held for trading purposes. The Company estimates that the fair value of all financial instruments at December 31, 2009 does not differ materially from the aggregate carrying values of its financial instruments recorded in the accompanying balance sheet. The estimated fair value amounts have been determined by the Company using available market information and appropriate valuation methodologies. Considerable judgment is required in interpreting market data to develop the estimates of fair value and, accordingly, the estimates are not necessarily indicative of the amounts that the Company could realize in a current market exchange.

#### 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. The Company has elected to use the alternative method, permitted by the rule, which requires that the Company maintain minimum net capital of \$5,000. At December 31, 2009, the Company had net capital of \$66,864, which was \$61,864 in excess of its required net capital of \$5,000.

Notes to the Financial Statements December 31, 2009

#### 7. Reserve Requirements

The Company is exempt from the provisions of Rule 15c3-3 (per paragraph K (2) (i)) under the Securities Exchange Act of 1934, as a broker or dealer which carries no customers' accounts and does not otherwise hold funds or securities of customers.

#### 8. Subsequent Events

The Company has evaluated subsequent events through March 11, 2010, the date which the financial statements were available to be issued.

# Computation of Net Capital Under Rule 15c3-1 of the

# **Securities and Exchange Commission**

**December 31, 2009** 

COMPUTATION OF NET CAPITAL	
Total ownership equity from statement of financial condition	\$ 62,235
Add: Subordinated borrowing allowable in computation of net capital Less: Non-allowable assets (see page 13)	10,000 (5,371)
NET CAPITAL	\$ 66,864
COMPUTATION OF NET CAPITAL REQUIREMENTS	
Minimum net aggregate indebtedness - 6-2/3% of net aggregate indebtedness	\$ 877
Minimum dollar net capital required	\$ 5,000
Net Capital required (greater of above amounts)	\$ 5,000
EXCESS CAPITAL	\$ 61,864
Excess net capital at 1000% (net capital less 10% of aggregate indebtedness)	\$ 65,548
COMPUTATION OF AGGREGATE INDEBTEDNESS	
Total liabilities net of deferred income taxes payable and deferred income	\$ 13,156
Percentage of aggregate indebtedness to net capital	20%
The following is a reconciliation of the above net capital computation with the Company's corresponding unaudited computation pursuant to Rule 179-5(d)(4):	
NET CAPITAL PER COMPANY'S COMPUTATION	\$ 66,864
Audit Adjustments	 
NET CAPITAL PER AUDIT REPORT	\$ 66,864

# Non-Allowable Assets December 31, 2009

#### NON-ALLOWABLE ASSETS

Property and equipment, at cost, net of accumulated	
depreciation of \$3,490	\$ 5,371
TOTAL NON-ALLOWABLE ASSETS	\$ 5,371

# PART II WATKINS FINANCIAL SERVICES, INC. STATEMENT OF INTERNAL CONTROL DECEMBER 31, 2009



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

To the Board of Directors of Watkins Financial Services, Inc. Farmington, Utah

In planning and performing our audit of the financial statements of Watkins Financial Statements, Inc. (the Company), for the year ended December 31, 2009, 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 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 compliance with 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 and net capital under rule 17a-5(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, comparisons and recordation of differences required by rule 17a-13,
- 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, and
- 3. Obtaining and maintaining physical possession or control of all fully paid and excess margin securities of customers as required by Rule 15c3-3.

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 the preparation of financial statements in conformity with accounting principles generally accepted in the United States of America. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

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 the following matter involving internal control as defined above. This condition was considered in determining the nature, timing, and extent of the procedures to be performed in our audit of the financial statements of Watkins Financial Services, Inc. for the year ended December 31, 2009. Due primarily to the limited number of personnel working for the Company and performing accounting related functions, we noted a lack of segregation of duties exists between accounting for assets and access to those assets. A lack of segregation of duties increases the likelihood that intentional or unintentional errors could occur and not be detected in a timely manner.

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, 2009, 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.

Stayner, Bates & Jensen, P.C.

Stamer, Bution of Jerson, P.C.

Salt Lake City, Utah

March 11, 2010

# PART III

# WATKINS FINANCIAL SERVICES, INC. STATEMENT OF SIPC ASSESSMENT RECONCILIATION

**DECEMBER 31, 2009** 



# INDEPENDENT AUDITORS' REPORT ON APPLYING AGREED-UPON PROCEDURES RELATED TO AN ENTITY'S SIPC ASSESSMENT RECONCILIATION

To the Board of Directors of Watkins Financial Services, Inc. Farmington, Utah

In accordance with Rule 17a-5(e)(4) under the Securities Exchange Act of 1934, we have performed the procedures enumerated below with respect to the Transitional Assessment Reconciliation (Form SIPC-7T) to the Securities Investor Protection Corporation (SIPC) for the year ended December 31, 2009, which were agreed to by Watkins Financial Services, Inc. and the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc., and SIPC, solely to assist you and the other specified parties in evaluating Watkins Financial Services, Inc.'s compliance with the applicable instructions of the Transitional Assessment Reconciliation (Form SIPC-7T). Watkins Financial Services, Inc.'s management is responsible for Watkins Financial Services, Inc.'s compliance with those requirements. This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of those parties specified in this report. Consequently, we make no representation regarding the sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose. The procedures we performed and our findings are as follows:

- Compared the listed assessment payments in Form SIPC-7T with respective cash disbursement records entries including check register and bank statement noting no differences;
- Compared the amounts reported on the audited Form X-17A-5 for the year ended December 31, 2009, with the amounts reported in Form SIPC-7T for the year ended December 31, 2009 noting no differences;
- 3. Compared any adjustments reported in Form SIPC-7T with supporting schedules and working papers noting no differences; and
- 4. Proved the arithmetical accuracy of the calculations reflected in Form SIPC-7T and in the related schedules and working papers supporting the adjustments noting no differences.

We were not engaged to, and did not conduct an examination, the objective of which would be the expression of an opinion on compliance. Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

This report is intended solely for the information and use of the specified parties listed above and is not intended to be and should not be used by anyone other than these specified parties.

Stayner, Bates & Jensen, P.C.

Stopper, Bates & Jevsev, P.C.

Salt Lake City, Utah

March 11, 2010