# **PUBLIC**



AUG 2 5 2010



MMISSION

OMB APPROVAL OMB Number: 3235-0123 April 30, 2013 Expires: Estimated average burden hours per response.....12.00

SEC FILE NUMBER

8-66239

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

**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 BEC	INNING	07/01/09	AND ENDING	06/30/10	
		MM/DD/YY	4817)	MM/DD/YY	
	A. REGIST	RANT IDENTIFIC	CATION		
NAME OF BROKER-DEALER: F	<sup>9</sup> & M Corporate	e Finance, LLC		OFFICIAL USE ONLY	
ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)			FIRM I.D. NO.		
26300 Northwestern Highway, Si	uite 120			160 H. W.	
	esta set yet e	(No. and Street)			
Southfield		Michigan	4803	37 <del>-</del> 0307	
(City)		(State)	(Zi	(Zip Code)	
NAME AND TELEPHONE NUMI Daniel J. Trotta	BER OF PERSO	N TO CONTACT IN I		ORT 248) 603-5374	
6-2	ang Panganggan	u Átara Hundiskani. I	yda, i spologodkogodnak ja (	Area Code – Telephone Numbe	
	B. ACCOU	NTANT IDENTIFI	CATION		
Cohen Fund Audit Services, Ltd	jaje i s A. E. sass entro ososet s Ess			1909 of Landson State (1996) Milyanas Landson X Maria (1996)	
800 Westpoint Parkway, Suite 11	00 W	estlake	Ohio	44145	
(Address)		(City)	(State)	(Zip Code)	
CHECK ONE.					
CHECK ONE:					
☐ Certified Public Acc	countant				
☐ Public Accountant					
☐ Accountant not resid	lent in United S	tates or any of its poss-	essions.		
	FOF	R OFFICIAL USE O	NLY		

\*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, Philip C. Gilbert	Patric . Nei savetyatetak	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying fina P & M Corporate Finance, LLC		schedules pertaining to the firm of, as
of June 30		d correct. I further swear (or affirm) that
neither the company nor any partner, proprietor,	, principal officer or director has	s any proprietary interest in any account
classified solely as that of a customer, except as		
Busing A Court		
	100	
	Jeff)	Signature
	1 1 1 1 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	President
		Title ( Angel and Angel an
Quoon ) Stemston		
Notary Public	SUSAN E. H	
This report ** contains (check all applicable box ☐ (a) Facing Page. ☐ (b) Statement of Financial Condition.	My Commission Expl Acting in the County of /	Oakland ires Jun. 18, 2011
<ul> <li>□ (c) Statement of Income (Loss).</li> <li>□ (d) Statement of Changes in Financial Cond</li> </ul>		
<ul> <li>□ (e) Statement of Changes in Stockholders'</li> <li>□ (f) Statement of Changes in Liabilities Sub</li> <li>□ (g) Computation of Net Capital.</li> </ul>	Equity or Partners' or Sole Propi	rietors' Capital.
<ul> <li>☐ (h) Computation for Determination of Rese</li> <li>☐ (i) Information Relating to the Possession of Determination (ii) A Reconciliation, including appropriate</li> </ul>	or Control Requirements Under lexplanation of the Computation of	Rule 15c3-3. of Net Capital Under Rule 15c3-1 and the
Computation for Determination of the R  (k) A Reconciliation between the audited an consolidation.		
<ul> <li>Image: State of the state of t</li></ul>	rt.	
(iii) A copy of the Sii C Supplemental Repo		ave existed since the date of the previous audit

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

# **PUBLIC**

# P & M CORPORATE FINANCE, LLC

# JUNE 30, 2010

# TABLE OF CONTENTS

INDEPENDENT AUDITORS' REPORT	2
STATEMENT OF FINANCIAL CONDITION	
June 30, 2010	3
NOTES TO THE FINANCIAL STATEMENT 4	- 8



Cohen Fund Audit Services, Ltd. 800 Westpoint Pkwy., Suite 1100 Westlake, OH 44145-1524 440.835.8500 440.835.1093 fax

www.cohenfund.com

MEMBERS AND BOARD OF DIRECTORS P & M CORPORATE FINANCE, LLC

# Independent Auditors' Report

We have audited the accompanying statement of financial condition of P & M Corporate Finance, LLC as of June 30, 2010. 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 financial statement. 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 statement of financial condition referred to above presents fairly, in all material respects, the financial position of P & M Corporate Finance, LLC as of June 30, 2010, in conformity with accounting principles generally accepted in the United States of America.

Cohen Fund audix Services

August 20, 2010 Westlake, Ohio





# STATEMENT OF FINANCIAL CONDITION JUNE 30, 2010

# **ASSETS**

CASH AND CASH EQUIVALENTS		6,614,099		
RESTRICTED CASH		6,873		
ACCOUNTS RECEIVABLE - NET OF ALLOWANCE FOR DOUBTFUL ACCOUNTS OF \$81,000		439,612		
UNBILLED WORK IN PROCESS		2,122,500		
DUE FROM RELATED PARTIES		102,679		
INTANGIBLE ASSET - NET OF AMORTIZATION OF \$104,000		209,776		
TOTAL ASSETS	<u>\$</u>	9,495,539		
LIABILITIES				
ACCOUNTS PAYABLE, ACCRUED PAYROLL, AND EXPENSES		3,000,533		
DUE TO RELATED PARTY		299,875		
TOTAL LIABILITIES		3,300,408		
MEMBERS' EQUITY				
MEMBERS' EQUITY	_	6,195,131		
TOTAL LIABILITIES AND MEMBERS' EQUITY		9,495,539		

#### ORGANIZATION

P & M Corporate Finance, LLC (the Company or PMCF) is a broker-dealer registered with the Securities and Exchange Commission (SEC) in forty-seven states and two territories, including Michigan, Ohio, and Illinois, and is a member of the Financial Industry Regulatory Authority (FINRA), specializing in investment banking for the middle market.

The Company is a limited liability company that shall continue in perpetuity, unless it is dissolved or terminated pursuant to its operating agreement or involuntarily pursuant to any regulatory action.

# 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

# Nature of Business and Revenue Recognition

The Company is engaged in various brokerage activities, which comprise several classes of services, including primarily investment banking. The Company's services include business acquisition advisory services, capital sourcing and funding for businesses, sales advisory services and strategic advisory services. Specifically, it includes any one or more of the following items: sale of a company, divestiture, acquisition searches, managed buy-outs or leveraged buy-outs, joint ventures, strategic alliances, or raising capital.

# Cash and Cash Equivalents

The Company's cash accounts exceed the related amount of Federal depository insurance. The Company has not experienced any loss in such accounts and believes it is not exposed to any significant credit risk.

The Company considers financial instruments with a maturity of less than 90 days when acquired to be cash equivalents.

#### Restricted Cash

The Company has \$6,873 in a Central Registration Depository (CRD) Account with FINRA that it uses to pay registration fees to other states.

# Concentration of Credit Risk

The Company is engaged in various brokerage activities in which counterparties primarily include broker-dealers. In the event counterparties do not fulfill their obligations, the Company may be exposed to risk. The risk of default depends on the creditworthiness of the counterparty or issuer of the instrument. It is the Company's policy to review, as necessary, the credit standing of each counterparty.

# 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Two customers combined comprised approximately 96% of the accounts receivable balance at June 30, 2010.

Three customers comprised approximately 98% of the unbilled work in process balance at June 30, 2010.

# Accounts Receivable and Credit Policies

Accounts receivable are uncollateralized customer obligations due under normal trade terms requiring payments within 30 days from the invoice date. The Company generally collects receivables within 30 days.

Accounts receivable are stated at the amount billed to the customer. Payments of accounts receivable are allocated to the specific invoices identified on the customer's remittance advice or, if unspecified, are applied to the earliest unpaid invoices.

The carrying amount of accounts receivable is reduced by a valuation allowance that reflects management's best estimate of the amounts that will not be collected. Management individually reviews all accounts receivable balances that exceed 30 days from the invoice date and based on an assessment of current credit worthiness, estimates the portion, if any, of the balance that will not be collected. Additionally, management estimates an allowance for the aggregate remaining accounts receivable based on historical collectability. The Company fully reserves receivables 60 days and older.

# **Unbilled Work in Process**

Unbilled work in process is stated at estimated net realizable value.

# Intangible Assets

Acquired intangible assets subject to amortization are stated at cost and are amortized using the straight-line method over the estimated useful lives of the assets. Intangible assets that are subject to amortization are reviewed for potential impairment whenever events or circumstances indicate that carrying amounts may not be recoverable. Assets not subject to amortization are tested for impairment at least annually.

# Income Taxes

The Company is a Michigan Limited Liability Company and has elected to be treated as a "partnership" for federal income tax purposes. Under this election, the taxable income or loss of the Company is taxed directly to the members. Accordingly, the Company records no provisions for federal income taxes.

# 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Effective July 1, 2009, the Company adopted the provisions of Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 740-10, Accounting for Uncertainty in Income Taxes, which require recognition of and disclosures related to uncertain tax positions. The adoption had no effect on the Company's members' equity. The Company is no longer subject to examination by federal and state taxing authorities prior to June 30, 2007.

The Company is subject to tax in the state of Michigan. The Company files a consolidated unitary return with P&M Holding Group, LLP, the majority member of the Company. PMCF determines its share of the income tax expense based on its gross receipts. Accordingly, a current tax liability or asset is recognized for the Company's estimated portion of taxes payable or refundable on the MBT tax return. Deferred tax liabilities or assets are recognized for the estimated future tax effects of temporary differences between financial reporting and tax accounting and operating loss and tax credit carryforwards, if any. The Company has recognized a deferred tax liability recorded in accounts payable, accrued payroll, and expenses of \$10,000 as of June 30, 2010 as a result of the MBT.

# **Accounting Estimates**

Management uses estimates and assumptions in preparing financial statements in accordance with accounting principles generally accepted in the United States of America. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenue and expenses. Actual results could vary from the estimates that were used.

#### RELATED PARTY TRANSACTIONS

The Company entered into a management services agreement (the Agreement) with Plante & Moran, PLLC (P&M, PLLC), a wholly-owned subsidiary of P&M Holding Group, LLP, the majority member of the Company, whereby P&M, PLLC provides general business management, administrative functions, financial management and support services, and the use of facilities for the benefit of the Company. In addition, certain employee-related expenses, legal and other expenses were paid by P&M, PLLC on the Company's behalf. The Agreement automatically renews in one year increments, unless notice of termination is given by either party.

At June 30, 2010, due to related party consisted of amounts due to P&M, PLLC related to services under the Agreement. The amount due from related parties includes \$49,809 due from a staff person as part of a tuition reimbursement program and \$52,870 due from a former member of the Company.

# 4. NET CAPITAL PROVISION OF RULE 15c3-1

Pursuant to the net capital provisions of Rule 15c3-1 of the Securities Exchange Act of 1934, the Company is required to maintain a minimum net capital balance, as defined, under such provisions.

The Company's minimum capital requirement is the greater of \$5,000 or 6%% of aggregate indebtedness, as defined, under Securities and Exchange Commission Rule 15c3-1(a)(1)(i) and (a)(2)(vi), as it does not maintain customer accounts. Net capital may fluctuate on a daily basis. At June 30, 2010, the Company had net capital of \$3,323,374, which was \$3,104,013 in excess of its required net capital of \$219,361.

In addition to the minimum net capital provisions, Rule 15c3-1 requires that the Company maintain a ratio of aggregate indebtedness, as defined, to net capital, of not more than 15 to 1. At June 30, 2010, the ratio was .99 to 1.

# 5. INTANGIBLE ASSETS

In November, 2008, the Company purchased the assets and licensing rights to host and facilitate a Life Sciences summit for practitioners, investors and analysts. The assets purchased consisted of the trade name of the summit and the customer list of participants, attendees and sponsors. The total purchase price of approximately \$314,000 has been allocated to the customer list and is being amortized on a straight-line basis over five years. Estimated future cash flows of the Life Sciences summit are reviewed annually to identify any impairment in value of the intangible. At June 30, 2010, no impairment valuation has been recorded.

Intangible assets at June 30, 2010 are summarized as follows:

	Gross		
	Carrying	Accumulated Amortization	
	Amount		
Amortizable Intangible Asset	\$ 313,776	\$ 104,000	

# 6. EXEMPTION FROM RULE 15c3-3

The Company acts as an "other broker-dealer", and does not otherwise hold funds or securities for or owe money or securities to customers. The Company operates under Section (k)(2)(i) of Rule 15c3-3 of the Securities Exchange Act of 1934 and is therefore exempt from the requirements of Rule 15c3-3.

# 7. RETIREMENT PLANS

The Company participates in a 401(k) plan and a defined contribution plan administered by P&M Holding Group, LLP. These plans cover substantially all employees. The 401(k) plan provides for matching contributions equal to 50% of a participant's deferral up to 1% of the participant's total compensation. The defined contribution plan provides for contributions ranging from 2% to 14% of an employee's compensation, as defined.

# 8. SELF-INSURANCE

The Company participates with P&M Holding Group, LLP, the majority member of the Company, in a self-insurance medical plan covering all of its eligible employees. Excess loss insurance has been purchased to provide stop loss coverage 1) on any individual claim that exceeds \$200,000 in a calendar year up to \$1,000,000 and 2) based on aggregate claims that exceed 125% of expected claim costs up to \$1,000,000. The expected claim cost is determined based on a predetermined claim cost per participant per month. Plante & Moran, PLLC, a wholly-owned subsidiary of P&M Holding Group, LLP, has agreed to reimburse the Company for health insurance costs to the extent that the average cost per staff for the Company exceeds the average cost per staff for the participating self-insured group. The Company has recorded an accrual of approximately \$18,000 at June 30, 2010 for known claims and estimated claims incurred but not reported.

P & M CORPORATE FINANCE, LLC
INDEPENDENT AUDITORS' REPORT
JUNE 30, 2010

focused. experienced. responsive.

