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**UNITED STATES** SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

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

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	10/	01/09	AND E	NDING	09/:	30/10
·	MM/	DD/YY			MM/D	D/YY
A. REGIST	FRANT II	DENTIF	<b>ICATION</b>			
NAME OF BROKER-DEALER: Carl M. I	Hennig,	Inc.			OFFIC	CIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)					FI	RM I.D. NO.
206 North Main Street						
	(No. a	nd Street)				
Oshkosh		WI			54901	
(City)		(State)			(Zip Code)	
NAME AND TELEPHONE NUMBER OF PERSO Thomas A. Harenburg					(920)	231-6630 - Telephone Number
B. ACCOU	NTANT 1	DENTI	ICATION			
Dunleavy & Company, P.C.  (Nar			in this Repo			
13116 South Western Aven	ue.	Blue I	sland,	111:	inois	60406
(Address)	(City)			(State)		(Zip Code)
CHECK ONE:						
☑ Certified Public Accountant					•	
☐ Public Accountant	,					
☐ Accountant not resident in United	States or an	y of its pos	ssessions.			
FO	R OFFICI	AL 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, Scot A. Harenburg, swear (or affirm) that, to the best of
my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of
Carl M. Hennig, Inc.
of September 30, , 20 10, are true and correct. I further swear (or affirm) that
neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account
classified solely as that of a customer, except as follows:
The second of th
1 + A 9/- 1
ARY PUBLIC Signature
Signature of the second
Valerie A Vice President
WILEY De la latte
Value a. Willy 3 2-2-14
Notary Public OF WISCO
This report ** contains (check all applicable boxes):
(a) Facing Page.
(b) Statement of Financial Condition.
(c) Statement of Income (Loss).  (d) Statement of Changes in Financial Condition. Cash Flows.
(e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital
(1) Statement of Changes in Liabilities Subordinated to Claims of Creditors.
(g) Computation of Net Capital.  (h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.
(i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3.
(i) A Reconciliation, including appropriate explanation of the Computation of Net Capital Under Rule 15c3-1 and the
Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.  (k) A Reconciliation between the sudited and unmulited Statements of Figure 21.1 Conditions and the sudited and unmulited Statements of Figure 21.1 Conditions and the sudited and unmulited Statements of Figure 21.1 Conditions and the sudited and unmulited Statements of Figure 21.1 Conditions and the sudited and unmulited Statements of Figure 21.1 Conditions and the sudited and unmulited Statements of Figure 21.1 Conditions and the sudited and unmulited Statements of Figure 21.1 Conditions and the sudited and unmulited Statements of Figure 21.1 Conditions and the sudited and unmulited Statements of Figure 21.1 Conditions and the sudited and unmulited Statements of Figure 21.1 Conditions and the sudited and unmulited Statements of Figure 21.1 Conditions and the sudited and unmulited Statements of Figure 21.1 Conditions and the sudited and unmulited Statements of Figure 21.1 Conditions and the sudited and unmulited Statements of Figure 21.1 Conditions and the sudited and unmulited Statements and the sudited and th
(k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation.
(I) An Oath or Affirmation.
(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.
**For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

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# STATEMENT OF FINANCIAL CONDITION AND INDEPENDENT AUDITORS' REPORT

**SEPTEMBER 30, 2010** 

#### **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 Carl M. Hennig, Inc.

We have audited the accompanying statement of financial condition of Carl M. Hennig, Inc. as of September 30, 2010 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 attain 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 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 statement of financial condition referred to above presents fairly in all material respects, the financial position of Carl M. Hennig, Inc. as of September 30, 2010, in conformity with accounting principles generally accepted in the United States of America.

DUNLEAVY & COMPANY, P. C.

Certified Public Accountants

Blue Island, Illinois October 26, 2010

# STATEMENT OF FINANCIAL CONDITION

## **SEPTEMBER 30, 2010**

#### **ASSETS**

Cash Receivable from broker/dealers Securities owned, at fair value Furniture, equipment and leasehold improvements, at cost, net of	\$	111,737 396,735 347,031
\$65,415 accumulated depreciation		181,668
TOTAL ASSETS	<u>\$ 1</u>	.,037,171
LIABILITIES AND SHAREHOLDERS' EQUITY		
LIABILITIES		
Accounts payable	\$	4,000
Compensation and commissions payable	•	58,914
Accrued profit sharing contribution		73,403
Total Liabilities	\$	136,317
SHAREHOLDERS' EQUITY		
Common stock, no par value; authorized		
2,000 shares; issued and outstanding		
800 shares	\$	80,000
Additional paid in capital		225,000
Retained earnings		595,854
Total Shareholders' Equity	\$	900,854
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	<u>\$ 1</u>	.,037,171

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

#### NOTES TO FINANCIAL STATEMENTS

#### YEAR ENDED SEPTEMBER 30, 2010

#### NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES

Organization - The Company was incorporated in the state of Wisconsin on December 9, 1968. The Company is registered with the Securities and Exchange Commission and is a member of the Financial Industry Regulatory Authority (FINRA). The Company's principal business activity is the sale of securities.

Accounting Standards Codification - In June 2009, the Financial Accounting Standards Board (FASB) issued Statement of Financial Accounting Standards No. 168, "The FASB Accounting Standards Codification and the Hierarchy of Generally Accepted Accounting Principles – a replacement of FASB Statement No. 162". This standard establishes the FASB Standards Accounting Codification (Codification) as the source of authoritative accounting principles generally accepted in the United States of America (US GAAP) recognized by the FASB to be applied to nongovernmental agencies. The Codification supersedes all of the existing accounting and reporting standards, but is not intended to change or alter existing US GAAP. The Codification changes the references of financial standards within the Company's financial statements. All references made to US GAAP use the new Accounting Standards Codification ("ASC") and the Codification numbering system prescribed by the FASB. For ease of transition, the former references of referring to the specific accounting principles will be shown parenthetically.

Securities Transactions - Securities transactions of the Company, including commission revenue and related expense, are recorded on a trade date basis, which is the same business day as the transaction date.

Fair Value Measurements - Effective October 1, 2009, the Company completed its adoption of the fair value measurements and disclosures topic (formerly, FAS No. 157, "Fair Value Measurements").

Depreciation - Depreciation of furniture and equipment is provided for using various methods over five to seven year periods. Depreciation of leasehold improvements is provided using the straight-line method over a thirty-nine year period.

#### **NOTES TO FINANCIAL STATEMENTS**

#### YEAR ENDED SEPTEMBER 30, 2010

### NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES - (Continued)

Concentrations of Credit Risk - The Company is engaged in various trading and brokerage activities in which the counterparties primarily include broker/dealers, banks, other financial institutions and the Company's own customers. In the event the 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.

In addition, most of the Company's cash is on deposit at one financial institution and the balance at times may exceed the federally insured limit. The Company believes it is not exposed to any significant credit risk to cash.

Subsequent Events - The Company has adopted the subsequent events topic (formerly, FAS No. 165, "Subsequent Events"). This topic establishes principles and requirements for identifying, recognizing and disclosing subsequent events. It also requires that an entity identify the type of subsequent event as either recognized or unrecognized and disclose the date through which the entity has evaluated subsequent events. The Company evaluated all significant events or transactions that occurred through the audit report date, the date these financial statements were available to be issued.

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.

Deferred Income Taxes - Deferred income taxes are provided when income and expenses, principally relating to the valuation of investment securities, are recognized in different years for financial and tax reporting purposes.

#### NOTES TO FINANCIAL STATEMENTS

#### YEAR ENDED SEPTEMBER 30, 2010

#### NOTE 2 - INCOME TAXES

The Company has yet unused a net operating loss carryforward for federal income tax purposes of approximately \$80,000 which expires on various dates beginning October 1, 2011.

The Company's adoption of the income tax topic (formerly, FASB Interpretation No. 48, "Accounting for Uncertainty in Income Taxes – An Interpretation of FASB Statement No. 109") on October 1, 2009 had no effect on its financial position as management believes the Company has no material unrecognized income tax benefits. The Company accounts for any potential interest or penalties related to possible future liabilities for unrecognized income tax benefits as interest/other expense. The Company is no longer subject to examination by tax authorities for federal, state or local income taxes for periods before 2006.

#### NOTE 3 - FAIR VALUE MEASUREMENT

The fair value measurements and disclosures topic (formerly, FAS No. 157, "Fair Value Measurements") defines fair value, creates a framework for measuring fair value, and establishes a fair value hierarchy which prioritizes the inputs to valuation techniques. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. A fair value measurement assumes that the transaction to sell the asset or transfer the liability occurs in the principal market for the asset or liability or, in the absence of a principal market, the most advantageous market. Valuation techniques that are consistent with the market, income or cost approach, as specified by this topic, are used to measure fair value.

#### **NOTES TO FINANCIAL STATEMENTS**

#### YEAR ENDED SEPTEMBER 30, 2010

#### NOTE 3 - FAIR VALUE MEASUREMENT - (Continued)

The fair value hierarchy prioritizes the inputs to valuation techniques used to measure fair value into three broad levels:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities the Company has the ability to access.
- Level 2 inputs are inputs (other than quoted prices included within level 1) that are observable for the asset or liability, either directly or indirectly.
- Level 3 inputs are unobservable inputs for the asset or liability and rely on management's own assumptions about the assumptions that market participants would use in pricing the asset or liability. (The unobservable inputs should be developed based on the best information available in the circumstances and may include the Company's own data.)

Securities owned on the statement of financial condition consist of equity securities and have been valued using Level 1 inputs. In addition, included in Receivable from broker/dealers on the Statement of Financial Condition is \$280,299 held at the Company's Clearing Broker/dealer that is invested in a security registered under the Investment Company Act of 1940. This security has also been valued using Level 1 inputs. No valuation techniques have been applied to any other assets or liabilities included in the statement of financial condition. Due to the nature of these items, all have been recorded at their historic value.

#### NOTE 4 - PROFIT-SHARING PLAN

The Company has a discretionary profit-sharing plan covering substantially all of its employees. For the year ended September 30, 2010, the Company has accrued a contribution of \$73,403 to this plan.

#### NOTES TO FINANCIAL STATEMENTS

#### YEAR ENDED SEPTEMBER 30, 2010

#### **NOTE 5 - NET CAPITAL REQUIREMENTS**

As a registered broker/dealer and member of the Financial Industry Regulatory Authority, the Company is subject to the Uniform Net Capital Rule, 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 1500%. At September 30, 2010 the Company's net capital and required net capital were \$651,242 and \$100,000 respectively. The ratio of aggregate indebtedness to net capital was 21%.

#### **NOTE 6 - RELATED PARTY TRANSACTIONS**

A majority shareholder and officer of the Company has provided office space to the Company during the year ended September 30, 2010 and charged the Company \$33,000 for this service. There is no written agreement for this office lease. The terms are on a month to month basis.

#### **NOTE 7 - LEASE COMMITMENTS**

The Company leases office space at four locations. The main office lease is month to month as is disclosed in Note 6. The remaining office leases are month to month. Rent expense for all locations was \$53,700 for the year ended September 30, 2010.

#### **NOTE 8 - SHAREHOLDER AGREEMENT**

An agreement exists between the shareholders in which the majority shareholder has the first right to buy all the shares of the minority shareholders at a price equal to book value should the minority shareholders decide to sell their shares.

#### NOTES TO FINANCIAL STATEMENTS

#### YEAR ENDED SEPTEMBER 30, 2010

#### NOTE 9 - CLEARING AGREEMENT WITH OFF-BALANCE-SHEET RISK

The Company sells securities it does not currently own (short sales) and will therefore be obligated to purchase such securities at a future date. The Company records these obligations in its financial statements at the market values of the related securities and will incur a loss if the market value of the securities increases subsequent to the financial statement date. The Company enters into these transactions to meet the needs of its customers, conduct trading activities, and manage market risks.

In order to facilitate the aforementioned transactions, as well as other transactions on behalf of its customers, the Company has entered into an agreement with another broker/dealer (Clearing Broker/dealer) whereby the Company forwards (introduces) customer securities transactions to the Clearing Broker/dealer, fully disclosing the customer name and other information. The processing and, if applicable, any financing pertaining to the introduced transactions are performed by the Clearing Broker/dealer. The customer account is therefore maintained and recorded in the books and records of the Clearing Broker/dealer on the Company's behalf. Either party may terminate the agreement without cause upon ninety days' prior written notice. Pursuant to terms of the agreement, the Company is prohibited from entering into any other similar agreement unless it receives prior written approval from the Clearing Broker/dealer.

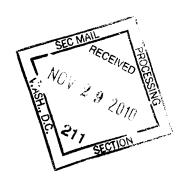
The agreement is due to expire on March 1, 2015. To assure the Company's performance under this agreement, the Company is required to maintain a \$50,000 deposit with the Clearing Broker/dealer. The Company is also required to maintain a \$120,000 broker/dealer fidelity bond. Additional provisions of the agreement state that the Company is to be held responsible for any losses arising when the customers introduced by the Company to the Clearing Broker/dealer 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/dealer to purchase or sell the securities at a loss.

#### NOTES TO FINANCIAL STATEMENTS

## YEAR ENDED SEPTEMBER 30, 2010

# NOTE 9 - CLEARING AGREEMENT WITH OFF-BALANCE-SHEET RISK - (Continued)

The Company's exposure to risk would consist of the amount of the loss realized on the purchase or sale and any additional expenses incurred pertaining to the transaction or other customer activity.



CARL M. HENNIG, INC.

SUPPLEMENTAL SIPC REPORT

SEPTEMBER 30, 2010

# **DUNLEAVY & COMPANY, P.C.**

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

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

Board of Directors Carl M. Hennig, Inc.

In accordance with Rule 17a-5(e)(4) of the Securities and Exchange Act of 1934, we have performed the procedures enumerated below with respect to the accompanying Schedule of Assessment and Payments [General Assessment Reconciliation (Form SIPC-7)] to the Securities Investor Protection Corporation (SIPC) for the year ended September 30, 2010, which were agreed to by Carl M. Hennig, Inc. and the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc., SIPC and other regulatory agencies which rely on Rule 17a-5(g) under the Securities Exchange Act of 1934, solely to assist you and the other specified parties in evaluating Carl M. Hennig, Inc.'s compliance with applicable instructions of the General Assessment Reconciliation (Form SIPC-7). Carl M. Hennig, Inc.'s management is responsible for Carl M. Hennig, 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. 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:

- 1) Compared the listed assessment payments in form SIPC-7 with respective cash disbursement records entries and copies of the checks noting no differences;
- 2) Compared amounts reported on the audited Form X-17A-5 for the year ended September 30, 2010, as applicable, with the amounts reported in Form SIPC-7 for the year ended September 30, 2010, noting no differences;
- 3) Compared any adjustments reported in Form SIPC-7 with supporting schedules and working papers, including the trial balance and the general ledger detail, noting no differences; and
- 4) Proved the arithmetical accuracy of the calculations reflected in Form SIPC-7 and in the related schedules and working papers, including the trial balance and general ledger detail, 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 the use of the specified parties listed above and is not intended to be and should not be used by anyone other than the specified parties.

DUNLEAVY & COMPANY, P. C. Certified Public Accountants

Venleary & Company, P.C.

Blue Island, Illinois October 26, 2010

# CARL M. HENNIG, INC. DETERMINATION OF "SIPC NET OPERATING REVENUES" AND GENERAL ASSESSMENT FOR THE YEAR ENDED SEPTEMBER 30, 2010

#### SCHEDULE OF ASSESSMENT PAYMENTS

General Assessment		\$ 2,129
Less Payments Made:		
Date Paid	Amount	
04-26-2010 06-10-2010	\$ 150 910	1,060
Interest on late payment(s)		
Total Assessment Balance and Interest Due		<u>\$ 1,069</u>
Payment made with Form	SIPC 7	<u>\$ 1,069</u>

# CARL M. HENNIG, INC. DETERMINATION OF "SIPC NET OPERATING REVENUES" AND GENERAL ASSESSMENT FOR THE YEAR ENDED SEPTEMBER 30, 2010

Total revenue	\$ 1,048,989
Additions:	
None	
Total additions	\$ 0
Deductions:	
Revenues from the distribution of shares of a registered open end investment company or unit investment trust, from the sale of variable annuities, the business of insurance, from investment advisory services rendered to registered investment companies or insurance company separate accounts and from transactions in security futures products	91,021
Commissions, floor brokerage and clearance paid to other SIPC members in connection with securities transactions	94 104
Net gain from securities in investment accounts	84,194 22,188
not gain from bookings in investment accounts	22,100
Other	0
Total deductions	\$ 197,403
SIPC NET OPERATING REVENUES	<u>\$ 851,586</u>
GENERAL ASSESSMENT @ .0025	<u>\$ 2,129</u>