



#### UNITEDSTATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

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**PART III** 

Washington, DC

Information Required of Brokers and Dealers Pursuant & Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

A 17	EGISTRANT IDENTI	EICATION	
A. R	EGISTRANT IDENTI	IFICATION	
NAME OF BROKER-DEALER:	Danmand James /	LAT (ADII)	OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF B	Raymond James (USINESS: (Do not use P.C	•	FIRM I.D. NO.
#2200 925 West (	(No. and Street)		
Vancouver	ВС	Canada	V6C 3L2
(City)	(State)		(Zip Code)
NAME AND TELEPHONE NUMBER OF	PERSON TO CONTACT	IN REGARD TO THIS	REPORT
Sandra Richard	604-	-654-1223	Co. L. Talanhana Mumb
			(Area Code — Leiebhone Numb
R AC	CCOUNTANT IDENT	IFICATION	(Area Code – Telephone Number
B. AC	CCOUNTANT IDENT	IFICATION	(Area Code – Telephone Numb
			(Area Code – Telephone Numb
INDEPENDENT PUBLIC ACCOUNTAN			(Area Code – Telephone Numb
B. AC INDEPENDENT PUBLIC ACCOUNTAN  KPMG LLP		ed in this Report*	(Area Code – Telephone Numo
INDEPENDENT PUBLIC ACCOUNTAN	T whose opinion is contained  (Name – if individual, state le	ed in this Report*  ast, first, middle name)	
INDEPENDENT PUBLIC ACCOUNTAN	T whose opinion is contained  (Name – if individual, state le	ed in this Report*  ast, first, middle name)	Centre Vancouver
INDEPENDENT PUBLIC ACCOUNTAN  KPMG LLP  777 Dunsmuir St	T whose opinion is containe  (Name - if individual, state le	ed in this Report*  ast, first, middle name)  426, Pacific (	Centre Vancouver
INDEPENDENT PUBLIC ACCOUNTAN  KPMG LLP  777 Dunsmuir St: (Address)	(Name - if individual, state lateral PO Box 104 (City)	ed in this Report*  ast, first, middle name)  426, Pacific (	Centre Vancouver
INDEPENDENT PUBLIC ACCOUNTAN  KPMG LLP  777 Dunsmuir Sta  (Address)  CHECK ONE:	(Name - if individual, state lateral PO Box 104 (City)	ed in this Report*  ast, first, middle name)  426, Pacific (	Centre Vancouver
INDEPENDENT PUBLIC ACCOUNTAN  KPMG LLP  777 Dunsmuir St: (Address)  CHECK ONE:  Certified Public Accountant Public Accountant	(Name - if individual, state land reet, PO Box 104 (City)	ed in this Report*  ast, first, middle name) 426, Pacific (Stat	Centre Vancouver
INDEPENDENT PUBLIC ACCOUNTAN  KPMG LLP  777 Dunsmuir Str  (Address)  CHECK ONE:  Certified Public Accountant	(Name - if individual, state land reet, PO Box 104 (City)	ed in this Report*  ast, first, middle name)  426, Pacific (State)  (State)	Centre Vancouver

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)

<sup>\*</sup>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)

#### OATH OR AFFIRMATION

I, Sandra Richard , swear (or affirm) that, to the bound my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of Raymond James (USA) Ltd.  of September 30 , 2010 , are true and correct. I further swear (or affirm neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any accordance in the company accordance in the company nor any partner, proprietor, principal officer or director has any proprietary interest in any accordance in the company nor any partner, except as follows:	, as n) that
Raymond James (USA) Ltd.  of September 30, 2010, are true and correct. I further swear (or affirm neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account.	n) that
of <u>September 30</u> , 2010, are true and correct. I further swear (or affirm neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account.	n) 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:	ount
$\mathcal{A}_{\alpha}$ , $\mathcal{A}_{\lambda}$	
- Mara Mara	
Signature	
Alan Wong  Date: November 23/10	
Alan Wong Date: November 23/10	
NAVIIION VALLEY	
Notary Public Legal Counsel	
This report ** contains (check all applicable boxes):	
(a) Facing Page.	
(a) Facing Fage.  (b) Statement of Financial Condition.	
(c) Statement of Income (Loss).	
(d) Statement of Changes in Financial Condition.	
(d) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital.	
(f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.	
(1) Statement of Changes in Elabilities 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 audited and unaudited Statements of Financial Condition with respect to methods.	ods of
consolidation.	
(1) An Oath or Affirmation.	
(i) All Oath of Affilhation.  (ii) A copy of the SIPC Supplemental Report.	
(iii) A report describing any material inadequacies found to exist or found to have existed since the date of the previous	us aud

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

Financial Statements and Schedules (Expressed in United States dollars)

## RAYMOND JAMES (USA) LTD.

Years ended September 30, 2010 and 2009



KPMG LLP
Chartered Accountants
PO Box 10426 777 Dunsmuir Street
Vancouver BC V7Y 1K3
Canada

Telephone (604) 691-3000 Fax (604) 691-3031 Internet www.kpmg.ca

#### **AUDITORS' REPORT TO THE STOCKHOLDER**

We have audited the accompanying statements of financial condition of Raymond James (USA) Ltd. as at September 30, 2010 and 2009 and the related statements of operations, changes in stockholder's equity and cash flows for the years then ended respectively, 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 audits.

We conducted our audits 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 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 audits provide 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 the Company as at September 30, 2010 and 2009 and the results of its operations, the changes in stockholder's equity and its cash flows for the years then ended respectively, in conformity with accounting principles generally accepted in the United States of America.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules 1 and 2 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. These schedules are the responsibility of the Company's management. Such information has been subjected to the auditing procedures applied in the audits 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.

Chartered Accountants

KPMG LLP

Vancouver, Canada November 15, 2010

# RAYMOND JAMES (USA) LTD. Statements of Financial Condition (Expressed in United States dollars)

September 30, 2010 and 2009

	 2010	2009
Assets		
Cash and cash equivalents	\$ 3,134,540	\$ 1,145,851
Deposits in compliance with reserve requirements (note 3)	3,022,623	3,022,623
Clients and brokers receivable (note 5)	25,631,281	7,141,101
Due from related party (note 5)	72,404	59,648
Other assets	-	422,499
	\$ 31,860,848	\$ 11,791,722
Liabilities and Stockholder's Equity		
Clients and brokers payable (note 5)	\$ 25,458,591	\$ 7,102,092
Other accounts payable	568,642	102,084
	26,027,233	7,204,176
Stockholder's equity: Capital stock (note 4) Retained earnings	1,045,000 4,788,615 5,833,615	1,045,000 3,542,546 4,587,546
	\$ 31,860,848	\$ 11,791,722

See accompanying notes to financial statements.

Statements of Operations (Expressed in United States dollars)

Years ended September 30, 2010 and 2009

	2010	2009
Revenue:		
Commission income (note 5)	\$ 8,674,768	\$ 6,133,394
Interest income	5,873	12,956
Foreign exchange gain	6,043	38,688
	8,686,684	6,185,038
Expenses:		
Commission expense (note 5)	4,334,031	3,154,528
Communication and information processing	1,011,228	1,403,188
Employee compensation and benefits	547,730	619,154
Business development	437,071	359,042
Occupancy and equipment	329,141	238,404
Clearance and floor brokerage	202,786	162,825
Other	73,741	112,154
Interest	276	81
	6,936,004	6,049,376
Earnings before income taxes	1,750,680	135,662
Income taxes	504,611	152,894
Net earnings (loss)	\$ 1,246,069	\$ (17,232)

See accompanying notes to financial statements.

Statements of Changes in Stockholder's Equity (Expressed in United States dollars)

Years ended September 30, 2010 and 2009

	Common shares	Retained earnings	Total
Balance, September 30, 2008	\$ 1,045,000	\$ 3,559,778	\$ 4,604,778
Net loss		(17,232)	(17,232)
Balance, September 30, 2009	1,045,000	3,542,546	4,587,546
Net earnings	-	1,246,069	1,246,069
Balance, September 30, 2010	\$ 1,045,000	\$ 4,788,615	\$ 5,833,615

See accompanying notes to financial statements.

Statements of Cash Flows (Expressed in United States dollars)

Years ended September 30, 2010 and 2009

	2010	 2009
Cash provided by (used in):		
Operations:  Net earnings  Change in non-cash operating working capital (note 7)	\$ 1,246,069 742,620	\$ (17,232) (626,283)
Increase (decrease) in cash and cash equivalents	1,988,689	(643,515)
Cash and cash equivalents, beginning of year	1,145,851	1,789,366
Cash and cash equivalents, end of year	\$ 3,134,540	\$ 1,145,851
Cash and cash equivalents consist of: Cash Term deposits	\$ 2,757,035 377,505	\$ 768,459 377,392
	\$ 3,134,540	\$ 1,145,851

Supplemental cash flow information (note 7)

See accompanying notes to financial statements.

Notes to Financial Statements (Expressed in United States dollars)

Years ended September 30, 2010 and 2009

#### 1. Operations:

Raymond James (USA) Ltd. (the "Company") is incorporated under the Canada Business Corporations Act. The Company was previously incorporated under the laws of the State of New York, U.S.A., then merged with a newly incorporated Arizona company for purposes of continuance as an existing corporation under the Canada Business Corporations Act on September 15, 2006. The Company is registered as a broker in the United States of America and is a wholly owned subsidiary of Raymond James Ltd., a Canadian registered investment dealer and member of Investment Industry Regulatory Organization of Canada ("IROC"), Canadian Investor Protection Fund, the Toronto Stock Exchange, TSX Venture Exchange and the Montreal Exchange.

The Company is a broker-dealer registered with the United States Securities and Exchange Commission and is a member of the Financial Industry Regulatory Authority ("FINRA"), and Securities Investor Protection Corporation.

#### 2. Significant accounting policies:

(a) Financial statement presentation:

The financial statements are presented in accordance with accounting principles generally accepted in United States of America.

(b) Securities transactions:

The Company records its agency securities transactions on a trade date basis.

(c) Income taxes:

The Company follows the asset and liability method in accounting for income taxes which requires the recording of deferred assets and liabilities to recognize the expected future tax consequences of events that have been reflected in the Company's financial statements or tax returns and the adjustment of deferred tax balances to reflect tax rate changes. As at September 30, 2010 and 2009, the Company's tax basis in its assets and liabilities was equal to its financial statement basis amounts for such assets and liabilities.

(d) Cash and cash equivalents:

Cash equivalents are investments that are held for less than 90 days and are readily convertible into known amounts of cash.

(e) Financial instruments:

The carrying value of cash and term deposits, deposits in compliance with reserve requirements, clearing deposits, clients and brokers receivable, other assets, due to/from related party, clients and brokers payable and other accounts payable approximate their carrying value due to the short-term maturities of these instruments.

Notes to Financial Statements (Expressed in United States dollars)

Years ended September 30, 2010 and 2009

#### 2. Significant accounting policies (continued):

#### (f) Use of estimates:

The preparation of financial statements 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 revenue and expenses during the period. Actual results could differ from those estimates.

#### 3. Deposits in compliance with reserve requirements:

The deposit of \$3,022,623 cash at September 30, 2010 (2009 - \$3,022,623) is held in compliance with reserve requirements. The amount required to be held on deposit under the reserve computation is \$4,677 (2009 - \$5,144), and is restricted.

#### 4. Capital stock:

	2010	2009
Authorized: 200 voting common shares without par value		
Issued: 200 common shares (2009 - 200)	\$ 1,045,000	\$ 1,045,000

#### 5. Related party transactions:

Pursuant to an agreement dated March 1, 2008 between the Company and its parent Raymond James Ltd. ("RJL"), all securities and cash settlements with institutional clients, accounting, record keeping and regulatory processing and reporting services are provided to the Company by RJL. In consideration for these services, RJL receives 50% of all gross commissions and other fees earned with respect to trades conducted for institutional clients of Raymond James (USA) Ltd. In addition, Raymond James (USA) Ltd. is responsible for all direct expenses and an allocation of operating expenses based on proportionate use. Fees are reviewed annually for reasonableness and consistent application.

During the year ended September 30, 2010, commissions and operating costs of \$6,936,003 (2009 - \$6,049,376) were paid to RJL. As at September 30, 2010, the Company has \$72,404 (2009 - \$59,648) receivable from RJL. In addition, clients and brokers payable include amounts due to RJL of \$12,897,232 (2009 - \$1,902,799).

Notes to Financial Statements (Expressed in United States dollars)

Years ended September 30, 2010 and 2009

#### 6. Net capital requirement:

The Company is subject to the Securities and Exchange Commission's Uniform Net Capital Rule which requires that the minimum net capital shall be the greater of \$250,000 or 2% aggregate debit items pursuant to Rule 15c3-3. At September 30, 2010, the Company had net capital pursuant to Rule 15c3-1 of \$5,761,211 (2009 - \$4,105,401) which was \$5,511,211 (2009 - \$3,855,401) in excess of its net capital requirement of \$250,000.

#### 7. Supplemental cash flow information:

	2010	2009
Change in non-cash operating working capital: Client and brokers, net Other assets	\$ (133,681) 422,499	\$ 31,766 (422,198)
Due from related party Other accounts payable	(12,756) 466,558	29,112 (264,963)
	\$ 742,620	\$ (626,283)
Supplementary information: Taxes paid (recovered)	\$ (353,772)	\$ 481,206

#### 8. Liabilities subordinated to the claims of general creditors:

As at and during the years ended September 30, 2010 and 2009, the Company had no liabilities which were subordinated to the claims of general creditors.

Computation of Net Capital Pursuant to SEC Rule 15c3-1 (Expressed in United States dollars)

Schedule 1

Years ended September 30, 2010 and 2009

	2010	2009
Total capital:		
Total ownership equity	\$ 5,833,615	\$ 4,587,546
Deductions:		
Non-allowable assets:		
Due from related party, net	72,404	59,648
Other deductions	-	422,497
Total deductions	72,404	482,145
Net capital	5,761,211	4,105,401
Minimum net capital required	250,000	250,000
Excess net capital	\$ 5,511,211	\$ 3,855,401

The 2010 computation does not differ materially from the computation filed on its Focus II.

Computation for Determination of Reserve Requirements Pursuant to SEC Rule 15c3-3 Schedule 2 (Expressed in United States dollars)

Years ended September 30, 2010 and 2009

As at September 30, 2010, the Company is subject to the reserve requirements under Rule 15c3-3 of the Securities Exchange Act of 1934. Under Rule 15c3-3, the excess of total credits over total debits was \$4,677 (2009 - \$5,144). Therefore, the minimum reserve required under 15c3-3 as at September 30, 2010 is \$4,677 (2009 - \$5,144). As at September 30, 2010, the Company had \$3,022,623 (2009 - \$3,022,623) in cash on deposit in compliance with reserve requirements.

The above computation does not differ materially from the computation the Company filed on its Focus II.



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> SEC Mail Processing Section

# INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL REQUIRED BY SEC 17A-5

NOV 2.4 2016 Washington, DC

To the Directors of Raymond James (USA) Ltd.

In planning and performing our audit of the financial statements of Raymond James (USA) Ltd. for the year ended September 30, 2010, 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 such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g): (1) in making the periodic computations of aggregate indebtedness and net capital under Rule 17a-3(a)(11) and the reserve required by Rule 15c3-3; and (2) in complying with the requirements for prompt payment for securities under Section 8 of the Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

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 and comparisons and recordation of differences required by Rule 17a-13; and
- 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 paragraphs. 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 paragraphs and to assess whether those practices and procedures can be expected to achieve the SEC's abovementioned 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 generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraphs.



Because of inherent limitations in internal control or the practices and procedures referred to above, errors 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 with 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 component elements does not reduce to a relatively low level the risk that errors 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 no matters involving the internal control, including control activities 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 September 30, 2010, to meet the SEC's objectives.

This report is intended solely for the use of the Board of Directors, management, the SEC, 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 in their regulation of registered brokers and dealers and is not intended to be used by anyone other than these specified parties.

**Chartered Accountants** 

KPMG LLP

Vancouver, Canada November 15, 2010



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> SEC Mail Processing Section

#### Report of Independent Registered Public Accounting Firm

NOV 24 2010

The Board of Directors Raymond James (USA) Ltd Vancouver, Canada Washington, DC

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 accompanying Schedule of Assessment and Payments [General Assessment Reconciliation (Form SIPC-7)] to the Securities Investor Protection Corporation (SIPC) for the period from October 1, 2009 to September 30, 2010, which were agreed to by Raymond James (USA) Ltd. (the Company) and the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc., and SIPC (collectively the "Specified Parties" of the report), solely to assist the Specified Parties in evaluating the Company's compliance with the applicable instructions of the General Assessment Reconciliation (Form SIPC-7). The Company's management is responsible for the Company'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 the Specified Parties. 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;
- 2. Compared the aggregate Total Revenue amounts of the Form X-17A-5 for the year ended September 30, 2010 as applicable, with the amounts reported in Form SIPC-7 for the year from October 1, 2009 to September 30, 2010 noting no differences;
- 3. Compared any adjustments reported in Form SIPC-7 with supporting schedules and working papers; and
- 4. Proved the arithmetical accuracy of the calculations reflected in Form SIPC-7 and in the related schedules and working papers supporting the adjustments.
- 5. Compared the amount of any overpayment applied to the current assessment with the Form SIPC-7 on which it was originally computed, 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 and is not intended to be and should not be used by anyone other than these specified parties.

November 15, 2010 Chartered Accountants

KPMG LLP

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