| Accountant not resi | dent in United States or a | ny of its possessions | | MAK OR ZUID |
|--|--|--|---|---|
| Certified Public Ac | countant | | | Sector |
| CHECK ONE: | | | | SEL Mai Processe |
| (Address) | (City) | | (State) | (Zip Code) |
| 538 WESTCH | HESTER AVE | RUE BROOK | NY | 10573 |
| CAPUTO : DONG | | 5 P S idual, state last, first, middle na | me) | |
| INDEPENDENT PUBLIC ACCO | _ | | 1 | |
| | ze egon nega promoto de la constructiva de la constructiva de la construcción de la construcción de la constru | 2018429350-00261144111-9312-93160-9403-9604-969-95-96-66-000-96-25-46-24-96-96-24-96-96-96-96-96-96-96-96-96-9 20184293550-00261144111-9312-96-96-96-96-96-96-96-96-96-96-96-96-96- | | and from a new second contract of the second sec |
| | R ACCOUNTANT | IDENTIFICATION | eneologie zacheliczne eneologiczne | (Area Code – Telephone Num) |
| | BER OF FERSON TO C | | | |
| (City) NAME AND TELEPHONE NUM | DED OF DEDSON TO C | (State) | | Zip Code) |
| N. WHITE PLA | | NY | | 10603 |
| Y | | and Street) | | · · · · · · |
| 661 N. BROADI | n an an Arran an Arran an Arra an Arra an Arra. An Arran an Arra an Arra an Arra an Arra an Arra | | | L <u></u> |
| A HAMILTON CAVANA ADDRESS OF PRINCIPAL PLAN | CE OF BUSINESS: (Do | not use P.O. Box No.) | etters J | FIRM I.D. NO. |
| NAME OF BROKER-DEALER | temilton Car | anaugh Invostm | ent | OFFICIAL USE ONL |
| <u>ຒຎຌຎຌຌຎຌຎ຺ຬ຺ຒຎຒ຺ຒຎຨຨຨຌໟຌຎຌຎຎຎຎຎຎຌຎຌຎຎຒຒຌຌຌຬຎຬຎຏຒຎຎຎຎຎຎຎຎຎຎຎຎຎຎຎ</u> | A. REGISTRANT | IDENTIFICATION | ninin laine da constanta da const | ადის მაჭიალის მამარის მამარის მამართელო თანეთნელი თადი და და ართად ართად მამარ მამან მამანება. |
| REPORT FOR THE PERIOD BE | | M/DD/YY AND EI | NDING | 12/31/09 MM/DD/YY |
| Securit | ies Exchange Act of | 1934 and Rule 17a-5 | Thereun | der |
| | equired of Brokers a | ING PAGE nd Dealers Pursuant | | |
| | 52000 C PX | ART III T | | 8-4698 |
| 10000033 | | /I X-17A-5 | | SEC FILE NUME |
| 10036099 | ANNUAL AU | JDITED REPOR | r | Estimated average burden hours per response12 |
| | Washing | ton, D.C. 20549 | | Expires: February 28, 2 |

M

6/25

*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

JOHN J. HAMILTON, JR , swear (or affirm) that, to the best of I, my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of HAMILTON CAVANAUGH & ASSOCIATES, INC. , as , 20 0, are true and correct. I further swear (or affirm) that DELEMBER 31 of 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: State of New York County of Westchester Signature (HIEF FINANCIAL Title CELESTE ANNE GOETHE NOTARY PUBLIC, STATE OF NEW YORK NO. 01G06082448 QUALIFIED IN WESTCHESTER COUNTY This report ****** contains (check all applicable boxes): COMMISSION EXPIRES 10-28-2006 いい・ユア・ユロック (a) Facing Page. (b) Statement of Financial Condition. (c) Statement of Income (Loss). (d) Statement of Changes in Financial Condition. (e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietors' Capital. (f) Statement of Changes in Liabilities Subordinated to Claims of Creditors. Ń (g) Computation of Net Capital. X (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. (j) 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 of consolidation. 🛛 (1) 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).

CAPUTO & BONCARDO CPAs PC

CERTIFIED PUBLIC ACCOUNTANTS

538 Westchester Avenue • Rye Brook, New York 10573 Telephone: (914) 937-0880 • Fax: (914) 935-0582 • E-mail: CBCPAS@AOL.COM

Rocco Caputo, CPA Nicholas J. Boncardo, CPA

B

SEC Mall Processing Section

February 2, 2010

Board of Directors Hamilton Cavanaugh & Associates, Inc. MAR 01 2010

Washington, DC 121

In planning and performing our audit of the financial statements of Hamilton Cavanaugh & Associates, Inc. as of and for the year ended December 31, 2009, in accordance with auditing standards generally accepted in the United States of America, we considered its internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

Also, as required by rule 17a-5(g)(1) of the Securities Exchange Commission (the "SEC"), we have made a study of the practices and procedures followed by the Company including consideration of control activities for safeguarding securities. This study includes tests of 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-3(a)(11) and the procedures for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry security 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 the quarterly securities examinations, counts, verifications and comparisons and recordation of differences required by rule 17a-13.

2. 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

The management of the Company is responsible for establishing and maintaining an internal control structure and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of internal control structure policies and procedures and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of an internal control structure and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures is stated in the preceding paragraph.

Members of New York State Society and American Institute of Certified Public Accountants

Because of inherent limitations in any internal control structure 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.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the entity's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the entity's financial statements that is more than inconsequential will not be prevented or detected by the entity's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that result in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the entity's internal control.

Our consideration of the internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and 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 December 31, 2009 to meet the SEC's objectives.

This report is intended solely for the use of management, the Securities and Exchange Commission, The National Association of Securities Dealers, Inc., and the 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 and should not be used by anyone other than these specified parties.

Caputo + Boncurdo CPAs P.C.

Caputo & Boncardo, CPAS P.C. Rye Brook, New York

HAMILTON CAVANAUGH & ASSOCIATES, INC.

FINANCIAL STATEMENTS

DECEMBER 31, 2009 AND 2008



MAR 0 1 2010

Washington: DC 121

CAPUTO & BONCARDO, CPAs P.C.

HAMILTON CAVANAUGH & ASSOCIATES, INC.

CONTENTS

| | PAGE |
|--|-------|
| Independent Auditors' Report | 1 |
| Financial statements: Statement of financial condition | 2 |
| Statement of income | 3 |
| Statement of changes in stockholder's equity | 4 |
| Statement of cash flows | 5 |
| Notes to financial statements | 6 - 9 |
| Supplemental information: Computation of net capital and aggregate indebtedness | 10 |
| Schedule of operating expenses | 11 |



CAPUTO & BONCARDO CPAs PC

CERTIFIED PUBLIC ACCOUNTANTS

538 Westchester Avenue • Rye Brook, New York 10573 Telephone: (914) 937-0880 • Fax: (914) 935-0582 • E-mail: cbcpas.org

Rocco Caputo, CPA Nicholas J. Boncardo, CPA

INDEPENDENT AUDITORS' REPORT

Stockholder and Directors Hamilton Cavanaugh & Associates, Inc. White Plains, New York

We have audited the accompanying statement of financial condition of Hamilton Cavanaugh & Associates as of December 31, 2009 and 2008, and related statements of income, changes in stockholder's equity, and cash flows for the years then These financial statements are the responsibility of the Company's ended. 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 about 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 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 Hamilton Cavanaugh & Associates, Inc. as of December 31, 2009 and 2008, and the results of its operations and cash flows for the years then ended in conformity with generally accepted accounting principles.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained on pages 10 and 11 are presented for purposes of additional analysis and is not a required part of the basic financial statements, but page 10 is supplementary information required by rule 17a-5 of the Securities and Exchange Commission. 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.

Caputo + Boncurdo, CPAS P.C. CAPUTO & BONCARDO, CPAS P.C.

Rye Brook, New York February 3, 2010

- 1 -

HAMILTON CAVANAUGH & ASSOCIATES, INC. STATEMENT OF FINANCIAL CONDITION DECEMBER 31, 2009 AND 2008

ASSETS

| | 2009 | 2008 |
|-------------------------------------|-------------------|--------------------|
| CURRENT ASSETS: | | |
| Cash | \$ 389,975 | \$1,355,881 |
| Investments | | 111,195 |
| Accounts receivable | 26,209 | 22,877 |
| Prepaid expenses and employee loans | 56,290 | 62,578 |
| Total current assets | 472,474 | 1,552,531 |
| PROPERTY AND EQUIPMENT: | | |
| Equipment | 486,640 | 709,969 |
| Less accumulated depreciation | 273,004 | 447,551 |
| | 213,636 | 262,418 |
| OTHER ASSETS: | | |
| Deposits | 500 | 4,846 |
| Total assets | <u>\$ 686,610</u> | <u>\$1,819,795</u> |

LIABILITIES AND STOCKHOLDERS' EQUITY

| CURRENT LIABILITIES: Accounts payable and accrued expenses | <u>\$ 178,207</u> | <u>\$ 477,665</u> |
|--|-------------------------------------|---|
| Total liabilities | 178,207 | 477,665 |
| STOCKHOLDERS' EQUITY: Common stock-no par value, 200 shares authorized, issued and outstanding Retained earnings Total stockholders' equity | 16,000 <u>492,403</u> 508,403 | 16,000 <u>1,326,130</u> 1,342,130 |
| Total liabilities and stockholders' equity | <u>\$ 686,610</u> | <u>\$1,819,795</u> |

See independent auditors' report and notes to financial statements.

- 2 -

HAMILTON CAVANAUGH & ASSOCIATES, INC. STATEMENT OF INCOME FOR THE YEARS ENDED DECEMBER 31, 2009 AND 2008

| | 2009 | 2008 |
|---|-----------------------------------|-----------------------------------|
| Revenue: Gross commissions Less commissions paid | \$4,778,449 (<u>159,319</u>) | \$5,496,713 (<u>272,711</u>) |
| Net commissions | 4,619,130 | 5,224,002 |
| Operating expenses | 3,754,963 | 4,125,240 |
| Income before other income | 864,167 | 1,098,762 |
| Other income: | | |
| Unrealized gain (loss) Realized gain (loss) Investment income | (20,864) <u>37,207</u> | (111,510) - <u>28,462</u> |
| | 16,343 | <u>(83,048</u>) |
| Income before income taxes | 880,510 | 1,015,714 |
| Income taxes | 1,484 | 434 |
| Net income | <u>\$ 879,026</u> | <u>\$1,015,280</u> |

See independent auditors' report and notes to financial statements.

- 3 -

HAMILTON CAVANAUGH & ASSOCIATES, INC. STATEMENT OF CHANGES IN STOCKHOLDER'S EQUITY FOR THE YEARS ENDED DECEMBER 31, 2009 AND 2008

| | 2009 | | |
|----------------------------|------------------|----------------------|----------------------|
| | Capital Stock | Retained Earnings | Total |
| Balance, beginning of year | \$16,000 | \$1,326,130 | \$1,342,130 |
| Net income | - | 879,026 | 879,026 |
| Dividends paid | | (<u>1,712,753</u>) | (<u>1,712,753</u>) |
| | \$16,000 | <u>\$ 492,403</u> | <u>\$ 508,403</u> |

| | 2008 | | |
|----------------------------|-------------------------|----------------------|--------------------|
| | Capital <u>Stock</u> | Retained Earnings | Total |
| Balance, beginning of year | \$16,000 | \$1,299,030 | \$1,315,030 |
| Net income | - | 1,015,280 | 1,015,280 |
| Dividends paid | | <u>(988,180</u>) | (988,180) |
| Balance, end of year | <u>\$16,000</u> | <u>\$1,326,130</u> | <u>\$1,342,130</u> |

See independent auditor's report and notes to financial statements.

- 4 -

HAMILTON CAVANAUGH & ASSOCIATES, INC. STATEMENT OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2009 AND 2008

| | 2009 | 2008 |
|---|-----------------------------|------------------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES: Net income | \$ 879,026 | \$1,015,280 |
| Adjustments to reconcile net income to net cash provided by operating activities - | | |
| Unrealized (gains) losses Depreciation | - 75,663 | 111,510 84,260 |
| (Increase) decrease in operating assets: | | |
| Accounts receivable Prepaid expenses | (3,332) 6,288 | 4,050 (5,643) |
| Deposits Increase (decrease) in operating liabilities: | 4,346 | - |
| Accounts payable and accrued expenses | (299,458) | (<u>38,641</u>) |
| Net cash provided by operating activities | 662,533 | 1,170,816 |
| CASH FLOWS (USED IN) INVESTING ACTIVITIES: | | |
| Purchase of property and equipment Proceeds from sale of securities | (26,881) 111,195 | (122,687) - |
| Dividends paid | (1,712,753) | <u>(988,180</u>) |
| Net cash (used in) investing activities | <u>(1,628,439</u>) | (1,110,867) |
| CASH FLOWS FROM FINANCING ACTIVITIES: Repayment of installment note | _ | (1,644) |
| | ···· | <u> </u> |
| Net cash provided by (used in) financing activities | | (1,644) |
| Net increase (decrease) in cash | (965,906) | 58,305 |
| Cash, beginning of year | 1,355,881 | 1,297,576 |
| Cash, end of year | <u>\$ 389,975</u> | <u>\$1,355,881</u> |
| Supplemental Disclosures: Interest paid Income taxes | <u>\$</u> <u>\$1,484</u> | <u>\$ -</u> <u>\$ 434</u> |

See independent auditors' report and notes to financial statements.

- 5 -

NOTE 1. ORGANIZATION OF COMPANY

Hamilton Cavanaugh & Associates, Inc, a New York State corporation, acts as a direct participation program general securities broker. The Company is engaged in the sale of variable annuities and mutual funds.

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of accounting

The Company prepares its financial statements on the accrual basis of accounting in accordance with generally accepted accounting principles. Revenue is recognized when earned and expenditures are recognized when incurred.

Cash and equivalents

For purposes of reporting cash flows, the Company considers cash and equivalents to include money market accounts, and treasury bills with maturities of three months or less.

Property, equipment and depreciation

Property and equipment are recorded at cost. The Company provides for depreciation using straight-line and accelerated methods over the estimated useful lives of the related assets.

Income taxes

The Corporation's stockholder elected S corporation status on November 1, 2001 for Federal and New York State income tax purposes. The Corporation's income or loss is treated, for income tax purposes, substantially as if the corporation was a partnership and is reportable on the stockholder's individual income tax returns. For Federal income tax purposes, a provision for income taxes is not required. The Corporation is subject to a build-in gains tax on disposal of property and equipment and other assets that were purchased prior to November 1, 2001.

Investments

Investments are stated at market value except mortgages and real estate which are stated at cost. Net appreciation (depreciation) in the fair value of investments, which consist of the realized gains or losses and the unrealized appreciation (depreciation) on those investments, is shown in the statement of activities, and are included in other income.

Fair value of financial instruments

Management believes the Company's carrying value of its financial instruments is a reasonable estimate of their fair value.

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Use of estimates:

The preparation of financial statements in conformity with generally accepted accounting principles require management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures 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.

Securities and Exchange Commission Rule 15c3-3 exemption:

The Corporation was not required to maintain a reserve account for the benefit of customers under Rule 15c3-3 of the Securities and Exchange Commission at December 31, 2009 and 2008. All transactions are cleared through another broker-dealer on a fully disclosed basis.

NOTE 3. INVESTMENTS

| | | 2008 | |
|--|------------------|----------------------|---------------------|
| | Cost | Fair Market Value | Unrealized Gains |
| 4,500 Shares, National Association of Securities Dealers, Inc. | 83,100 | 111,195 | 28,095 |
| | <u>\$ 83,100</u> | <u>\$ 111,195</u> | <u>\$ 28,095</u> |

- 7 -

NOTE 4. RELATED PARTY TRANSACTIONS

The officer and stockholder of Hamilton Cavanaugh & Associates, Inc. is also the stockholder and member of affiliated companies.

The Company rents office space under an annual lease agreement, in a building owned by Hamilton Cavanaugh, LLC., a related company. Rent expense to the related company for the years ended December 31, 2009 and 2008 was \$180,000.

NOTE 5. CASH

At various times during the year, the Company had balances in its operating accounts which were in excess of FDIC insurance limits. At December 31, 2009, the bank balances were in excess of FDIC insurance limits by approximately \$139,975.

NOTE 6. RENT

The Company also rented additional space under a month to month basis, from a non-related party. In addition to the month to month lease, the Company rents other facilities as needed on a short term basis. These leases are always under a year in length. Rent expense for the year ended December 31, 2008 was \$18,930.

NOTE 7. EQUIPMENT LEASE

The Company leases equipment and vehicles. Under the terms of the leases, the future minimum annual rental payments required at December 31, 2009 are as follows:

| Year Ending December 31 | Amount |
|-------------------------|-----------|
| 2010 | \$24,370 |
| 2011 | 17,967 |
| 2012 | 14,972 |
| | \$ 57,309 |

Rental expense for the leases for the years ended December 31, 2009 and 2008 was \$26,717 and \$26,029, respectively.

- 8 -

NOTE 8. NET CAPITAL REQUIREMENT

The Corporation is subject to the Securities and Exchange Commission Uniform Net Capital Rule (SEC Rule 15c3-1(a)(2)(vi), which requires the maintenance of minimum net capital of 6 2/3% of aggregate indebtedness but not less than \$5,000. Customer funds and/or securities are not handled by Hamilton Cavanaugh & Associates, Inc. As of December 31, 2009, Hamilton Cavanaugh & Associates, Inc. had \$237,977 net capital.

NOTE 9. RETIREMENT PLAN

The Company has a 401(k) plan covering substantially all eligible employees. Employees may elect to defer a portion of their salaries up to certain limits. A discretionary amount may also be contributed by the Company as determined by management at the end of each year. The Company's discretionary contributions for the years ended December 31, 2009 and 2008 were \$62,080 and \$100,454, respectively.

- 9 -

SUPPLEMENTAL INFORMATION

HAMILTON CAVANAUGH AND ASSOCIATES, INC.

SCHEDULE 1 - COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION

DECEMBER 31, 2009

| Net capital: Stockholder's equity qualified | | <u>\$ 508,403</u> |
|--|----------------------------|--------------------------|
| Non-allowable assets: Non-allowable investments Property and equipment, net Prepaid expenses Security deposits | | 213,636 56,290 500 |
| Total non-allowable assets: | | 270,426 |
| Net capital before haircuts on security positions | | 237,977 |
| Haircuts on securities | | |
| Net capital | | 237,977 |
| Minimum net capital required: A.I. Liabilities from statement of of financial condition Required minimum net capital required percentage | \$ 178,207 <u>6.67%</u> | |
| Required minimum net capital required | | 11,886 |
| Net capital in excess of requirement | | <u>\$ 226,091</u> |
| Net capital at 1000% (net capital less 10% of A.I. Liabilities) | | <u>\$ 220,156</u> |

No material discrepancies exist between the above computation and the computation included in the Company's corresponding unaudited Form X-17A-5 Part 11A Filing.

See independent auditors' report and notes to financial statements.

HAMILTON CAVANAUGH & ASSOCIATES, INC.

SCHEDULE OF OPERATING EXPENSES FOR THE YEARS ENDED DECEMBER 31, 2009 AND 2008

| | 2009 | 2008 |
|-------------------------------------|--------------------|--------------------|
| Officer's compensation | \$1,089,107 | \$ 829,634 |
| Employee compensation | 991,552 | 1,076,750 |
| Payroll taxes | 112,162 | 105,278 |
| Retirement plan | 62,080 | 100,454 |
| Outside consultants | 225,485 | 226,255 |
| Rent | 180,000 | 198,930 |
| Insurance | 93,035 | 80,064 |
| Health insurance and medical | 92,483 | 69,628 |
| Advertising | 8,800 | 29,616 |
| Business gifts | 6,112 | 9,211 |
| Professional fees | 100,257 | 148,196 |
| Computer consulting and maintenance | 75,083 | 227,724 |
| Automobile expense | 23,419 | 67,475 |
| Travel and lodging expense | 88,645 | 146,454 |
| Client promotion and sponsorships | 181,020 | 260,888 |
| Equipment rental and storage | 29,717 | 29,019 |
| Office expense | 36,636 | 51,751 |
| Office maintenance and repairs | 4,582 | 6,814 |
| Postage and shipping | 18,663 | 28,480 |
| Telephone | 61,353 | 56,640 |
| Marketing | 70,498 | 85,130 |
| Rubbish removal | 3,260 | 3,636 |
| Dues and subscriptions | 17,715 | 20,250 |
| Registration and membership fees | 11,913 | 12,318 |
| Temporary help | 10,788 | 60,350 |
| Continuing education and training | 2,235 | - |
| Seminars | 3,368 | 7,551 |
| Depreciation | 75,663 | 84,260 |
| Donations | 72,745 | 99,355 |
| Miscellaneous | 6,587 | 3,129 |
| | <u>\$3,754,963</u> | <u>\$4,125,240</u> |

See independent auditors' report and notes to financial statements.

- 11 -