



16013282

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

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

OMB APPROVAL

OMB Number: 3235-0123 Expires: March 31, 2016

Estimated average burden hours per response.....12.00

SEC FILE NUMBER
8- 66240

#### FACING PAGE

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

	MM/DD/YY	ND ENDING 12/	MM/DD/YY
<u>·</u>	A. REGISTRANT IDENTIFICAT	ION	MM/DD/11
NAME OF BROKER-DEALER: .lo	rdan, Knauff & Company		OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)		o.)	FIRM I.D. NO.
200 West Madison Street, S	Suite 980		
	(No. and Street)		
Chicago	IL	60	0606
(City)	(State)	(Zi	p Code)
NAME AND TELEPHONE NUMBE  Jeanine Forini	R OF PERSON TO CONTACT IN REGA		ORT 254-5909
		(/	Area Code – Telephone Number
I	3. ACCOUNTANT IDENTIFICAT	NOI	
INDEPENDENT PUBLIC ACCOUN	TANT whose opinion is contained in this	Report*	
Ostrow Reisen Berk & Ab		iddle name)	
	(Name – if individual, state last, first, m		00014
455 North Cityfront Plaza	(Name – if individual, state last, first, m Drive, Suite 1500 Chicago	IL	60611
	(Name – if individual, state last, first, m	IL (State)	60611 (Zip Code)
455 North Cityfront Plaza	(Name – if individual, state last, first, m Drive, Suite 1500 Chicago	IL (State)	(Zin Code)
455 North Cityfront Plaza	(Name – if individual, state last, first, m Drive, Suite 1500 Chicago (City)	IL (State) Mail P	SEC (Zip Code)
455 North Cityfront Plaza (Address) CHECK ONE:	(Name – if individual, state last, first, m Drive, Suite 1500 Chicago (City)	IL (State) Mail P Se	SEC (Zip Code) rocessing
455 North Cityfront Plaza (Address)  CHECK ONE:  Certified Public Accountant  Public Accountant	(Name – if individual, state last, first, m Drive, Suite 1500 Chicago (City)	IL (State) (Mail P Se FEB	SEC rocessing ection



<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, G. Cook Jordan,	. Jr.	, swear (or affirm) that, to the best of
		nd supporting schedules pertaining to the firm of
Jordan, Knauff &	& Company	, as
of December 31		, are true and correct. I further swear (or affirm) that
		or director has any proprietary interest in any account
	of a customer, except as follows:	of director has any proprietary interest in any account
classified solely as that c	of a customer, except as follows.	
,	**********	I look landan la.
OFFICIAL &	<u> </u>	Signature
MULTIPLE IN THE PARTY OF THE	COS II CINONO	
MY COMMISSION EIPH	REBO1/14/19 =	Managing Principal
· ·	······································	Title
$\gamma \sim 12$	4	
- Vand Rehand	<u>Ka</u>	
Notary Pu	blic	
This report ** contains (	(check all applicable boxes):	
(a) Facing Page.	•	
(b) Statement of Fin		
(c) Statement of Inc		
	nanges in Financial Condition.	
	anges in Stockholders' Equity or Partners	
(f) Statement of Ch	anges in Liabilities Subordinated to Clair	ns of Creditors.
(g) Computation of	Net Capital.	
	r Determination of Reserve Requirements	
(i) Information Relation (j) A Reconciliation	ating to the Possession or Control Require	ements Under Rule 15c3-3.
(j) A Reconciliation	n, including appropriate explanation of the	Computation of Net Capital Under Rule 15c3-1 and the
Computation for	r Determination of the Reserve Requirement	ents Under Exhibit A of Rule 15c3-3.
(k) A Reconciliation	n between the audited and unaudited State	ements of Financial Condition with respect to methods of
consolidation.		
(1) An Oath or Affin		
	IPC Supplemental Report.	
(n) A report describi	ing any material inadequacies found to exis	st or found to have existed since the date of the previous audit.

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

SEC
Mail Processing
Section
FEB 292016
Washington DC
413

## **JORDAN, KNAUFF & COMPANY**

YEAR ENDED DECEMBER 31, 2015

## YEAR ENDED DECEMBER 31, 2015

## CONTENTS

	Page
Report of Independent Registered Public Accounting Firm	1-2
Financial statements:	
Statement of financial condition	3-4
Statement of operations	5
Statement of changes in subordinated liabilities	6
Statement of changes in members' capital	7
Statement of cash flows	8
Notes to financial statements	9-13
Supplementary information:	
Computation of net capital under Rule 15c3-1 of the Securities Exchange Act of 1934	14
Computation for determination of reserve requirements and information relating to possession and control requirements under Rule 15c3-3 of the Securities Exchange Act of 1934	15
Report of Independent Registered Public Accounting Firm	16
Independent Accountants' Agreed-Upon Procedures Report on Schedule of Assessment and Payments (Form SIPC-7)	17-18



#### Report of Independent Registered Public Accounting Firm

Board of Directors Jordan, Knauff & Company Chicago, Illinois

We have audited the accompanying statement of financial condition of Jordan, Knauff & Company (an Illinois limited liability company) (the Company) as of December 31, 2015 and the related statements of operations, changes in subordinated liabilities, changes in members' capital and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes 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 condition of Jordan, Knauff & Company as of December 31, 2015 and the results of its operations and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

The computation of net capital under Rule 15c3-1 of the Securities and Exchange Commission and the computation for determination of reserve requirements and information relating to possession and control requirements under Rule 15c3-3 of the Securities Exchange Act of 1934 have been subjected to audit procedures performed in conjunction with the audit of the Company's financial statements. The supplemental information is the responsibility of the Company's management. Our audit procedures included determining whether the supplemental information reconciles to the financial statements or the underlying accounting and other records, as applicable and performing procedures to test the completeness and accuracy of the information presented in the supplemental information. In forming our opinion on the supplemental information, we evaluated whether the supplemental information, including its form and content, is presented in conformity with Rule 17 C.F.R. §240.17a-5 of the Securities Exchange Act of 1934. In our opinion, the supplemental information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Chicago, Illinois

Ostrow Reisin Berk & Clerams, Ltd.

February 25, 2016

## STATEMENT OF FINANCIAL CONDITION

December 31, 2015	
ASSETS	
Current assets:	
Cash and cash equivalents	\$ 520,813
Accounts receivable	452,622
Due from member	8,574
Prepaid expenses	74,920
Total current assets	1,056,929
Property and equipment:	
Furniture and equipment	174,238
Leasehold improvements	82,180
	256,418
Less accumulated depreciation	243,950
Property and equipment, net	12,468
Other asset:	
Artwork	9,550
Total assets	\$ 1,078,947

## STATEMENT OF FINANCIAL CONDITION (CONTINUED)

December 31, 2015	
LIABILITIES AND MEMBERS' CAPITAL	
Current liabilities:	
Accounts payable and accrued expenses	\$ 123,527
Deferred rent	4,085
Total current liabilities	127,612
Other liabilities:	
Notes payable, members (Notes 2 and 3)	300,000
Total liabilities	427,612
Members' capital	651,335
Total liabilities and members' capital	\$1,078,947

## **STATEMENT OF OPERATIONS**

Year ended December 31, 2015	
Revenue:	
Fees	\$ 1,425,135
Interest	114
Total revenue	1,425,249
Operating expenses:	
Salaries	328,404
Payroll taxes	25,795
Accounting fees	86,033
Deal support - consultants	21,650
Depreciation	15,352
Dues and subscriptions	9,423
Guaranteed payments to member	194,500
Insurance - other	12,141
Legal and professional	35,771
Marketing and advertising	28,736
Medical insurance	41,824
Miscellaneous	45,680
Office supplies	35,796
Outsourced administration	41,347
Printing and reproduction	18,030
Rent	159,802
Telecommunications	30,231
Travel and entertainment	88,973
Total operating expenses	1,219,488
Operating income	205,761
Other expense:	
Interest expense	(36,000)
Net income	\$ 169,761

## STATEMENT OF CHANGES IN SUBORDINATED LIABILITIES

Year ended December 31, 2015	
Notes payable, members (Notes 2 and 3):	
Balance, beginning of year	\$ 300,000
Increase/(decrease) in subordinated notes	 
Balance, end of year	\$ 300,000

## STATEMENT OF CHANGES IN MEMBERS' CAPITAL

Year ended December 31, 2015	
Members' capital:	
Balance, beginning of year	\$ 481,574
Net Income	 169,761
Balance, end of year	\$ 651,335

#### STATEMENT OF CASH FLOWS

Year ended December 31, 2015	
Operating activities:	
Net Income	\$ 169,761
Adjustments to reconcile above to cash and cash	
equivalents provided by operating activities:	
Depreciation	15,352
(Increase) decrease in operating assets:	
Accounts receivable	(158,888)
Prepaid expenses	(72,125)
Increase (decrease) in operating liabilities:	
Accounts payable and accrued expenses	20,893
Deferred rent	(8,696)
Cash and cash equivalents used by operating activities	 (33,703)
Investing activities:	
Purchase of furniture and equipment	 (3,586)
Cash and cash equivalents used in investing activities	 (3,586)
Increase (decrease) in cash and cash equivalents	(37,289)
Cash and cash equivalents, beginning of year	 558,102
Cash and cash equivalents, end of year	\$ 520,813

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

## 1. Nature of business and summary of significant accounting policies

#### **Operations:**

Jordan, Knauff & Company (the Company) is an Illinois limited liability company formed in March 2001 for the purposes of conducting investment banking and company financing. The Company is focused on providing services to companies in the lower middle-market throughout the United States. This typically includes companies with revenues between \$10.0 million and \$15.0 million and EBITDA between \$1.0 million and \$15.0 million. The firm engages in four primary lines of business. The first of these is acquisition advisory, which involves assignments to help a company or a private equity firm acquire another company. The second type of engagement consists of business sale assignments, in which the firm markets a company for sale to private equity investors, strategic buyers and others. Private placement of debt and equity capital represents the firm's third line of business. Typically, private equity firms and large banks are approached with the opportunity to deploy capital in the companies represented by the Company. The fourth and final service area is a highly specialized subset of acquisition advisory, known as an Industry Development Project (IDP). Through an IDP, the Company is retained by private equity investors, capital providers or strategic buyers to source opportunities for clients to deploy capital.

The Company is registered with the Securities and Exchange Commission (SEC) and is a member of the Financial Industry Regulatory Authority (FINRA).

The Company operates under the provisions of Paragraph (k)(2)(i) of Rule 15c3-3 of the Securities and Exchange Commission and, accordingly, is exempt from the remaining provisions of that Rule. Essentially, the requirements of Paragraph (k)(2)(i) provide that the Company clear all transactions on behalf of customers on a fully disclosed basis with a clearing broker-dealer and promptly transmit all customer funds and securities to the clearing broker-dealer. The clearing broker-dealer carries all of the accounts of the customers and maintains and preserves all related books and records as are customarily kept by a clearing broker-dealer.

#### Cash and cash equivalents:

The Company considers all highly liquid debt instruments purchased with an initial maturity of three months or less to be cash equivalents.

#### Accounting estimates:

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

#### NOTES TO FINANCIAL STATEMENTS (CONTINUED)

## 1. Nature of business and summary of significant accounting policies (continued)

#### Revenue recognition:

The Company's revenue is derived primarily from providing investment banking services. Investment banking fees are recognized in the period when service is performed. Revenue received in advance of the period to which it relates is recognized as "Deferred revenue" in the accompanying statement of financial condition.

#### Accounts receivable:

Accounts receivable are reported at the amount management expects to collect on balances outstanding at year-end. Management closely monitors outstanding balances and writes off, as necessary, any balance deemed uncollectible. Accounts receivable at December 31, 2015 are expected to be fully collected. At December 31, 2015, two clients accounted for 86% of total accounts receivable.

## Property and equipment and related depreciation and amortization:

Property and equipment are recorded at cost. Depreciation is provided by the straight-line method over the useful lives of the assets. Leasehold improvements are amortized ratably over the lesser of the life of the improvement or term of the lease.

#### Deferred rent:

The Company's operating lease agreement for its office space contains provisions for future rent increases and a period of rent abatement. In accordance with generally accepted accounting principles, the Company records monthly rent expense equal to total payments due over the lease term, divided by the number of months in the lease term. The difference between rent expense recorded and the amount paid is credited or charged to "Deferred rent" which is reflected as a separate line item in the accompanying statement of financial condition.

#### **Income taxes:**

The Company is treated as a partnership for federal income tax purposes. Accordingly, the Company's earnings and losses are included in the members' personal income tax returns.

#### **NOTES TO FINANCIAL STATEMENTS (CONTINUED)**

## 2. Notes payable, members

The following is a summary of unsecured and subordinated notes payable, members:

December 31, 2015	
Note dated November 30, 2011, due November 30, 2018, interest at 12% (Note 3)	\$ 200,000
Note dated November 30, 2011, due November 30, 2018, interest at 12% (Note 3)	 100,000
Total	\$ 300,000

Interest expense was \$36,000 for the year ended December 31, 2015. Accrued interest of \$108,000 is included in accrued expenses at December 31, 2015.

## 3. Liabilities subordinated to claims of general creditors and secured demand notes receivable

The Company had \$300,000 in borrowings subordinated to claims of general creditors at December 31, 2015, which consist of subordinated loans from members maturing on November 30, 2018 (see Note 2). On November 20, 2014, the original notes dated November 30, 2011 were amended to extend the maturity date until November 30, 2018.

Subordinated shareholder borrowings are available in computing adjusted net capital under the minimum capital requirements. To the extent that such borrowings are required for the Company's continued compliance with minimum net capital requirements, they may not be repaid.

No interest was paid to members in the year ended December 31, 2015.

The Financial Industry Regulatory Authority (FINRA), the Company's Designated Self-Regulatory Organization, has approved these borrowings as acceptable regulatory capital. These liabilities are subordinated to the claims of the present and future general creditors and the loan agreements provide that the notes cannot be repaid if such repayments will cause the Company to fail to meet the financial requirements established by the SEC.

#### 4. Letter of credit

In compliance with the Company's current office lease (Note 5), the Company maintains an Irrevocable Standby Letter of Credit in the aggregate amount of \$12,000 at December 31, 2015. No amount has been drawn down during the year ended December 31, 2015.

#### NOTES TO FINANCIAL STATEMENTS (CONTINUED)

#### 5. Office lease

The Company leased office space in downtown Chicago under an operating lease which expired on May 31, 2013. On March 1, 2013, the lease was extended for one additional period of three years commencing on June 1, 2013 and ending on May 31, 2016. The lease requires annual 3% base rent increases on June 1<sup>st</sup> of each year. In addition to base rent, the Company is also responsible for its pro-rata share of common building operating costs and real estate taxes.

Rent expense, including operating costs and real estate taxes, for the year ended December 31, 2015 was \$159,802. This amount includes rent expense of \$14,182 which was reimbursed by an affiliate.

The future minimum base rent payment for 2016 is \$38,038.

## 6. Net capital requirements

The Company is subject to the SEC Uniform Net Capital Rule (Rule 15c3-1), 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 15 to 1 or shall not exceed 8 to 1 for twelve months after commencing business as a broker-dealer. Rule 15c3-1 also provides that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio would exceed 10 to 1. At December 31, 2015, the Company had net capital of \$393,201, which was \$388,201 in excess of its required net capital of \$5,000. At December 31, 2015, the Company's net capital ratio was .04 to 1.

#### 7. Concentration of credit risk

The Company maintains cash in bank accounts which, at times, may exceed federally-insured limits. At December 31, 2015, cash in excess of these limits totaled approximately \$388,000. The Company has not experienced any losses in such accounts. Management believes that the Company is not exposed to any significant credit risk on cash.

## 8. Employee retirement plan

The Company maintains a 401(k)/profit-sharing plan covering all employees and members who meet eligibility requirements. The plan allows employees and members to make voluntary contributions within stated limits set by the plan for which maximum amounts are subject to Internal Revenue Service statutory limitations. The plan provides for discretionary matching and discretionary profit-sharing contributions. There were no discretionary matching or discretionary profit-sharing contributions approved for the year ended December 31, 2015.

#### NOTES TO FINANCIAL STATEMENTS (CONTINUED)

## 9. Related party transactions

The Company has an agreement, effective March 1, 2012, to provide strategic, acquisition and management advisory services, corporate and administrative support services and investment banking services to an affiliate. The agreement calls for fixed monthly payments plus additional contingent fees. Under the agreement, fees from the affiliate totaled \$402,562 and amounts due from the affiliate totaled \$30,129 at December 31, 2015. These amounts are included in fee revenue and accounts receivable, respectively.

The Company also provided investment banking services for a client in which one of the managing members has a minority investment interest. Fees from this client totaled \$589,050 and amounts due from this client totaled \$176,550 at December 31, 2015. These amounts are included in fee revenue and accounts receivable, respectively.

## 10. Subsequent events

Management of the Company has reviewed and evaluated subsequent events from December 31, 2015, the financial statement date, through February 25, 2016, the date the financial statements were available to be issued. No events have occurred in this period that would be required to be recognized and/or disclosed in these financial statements as required by generally accepted accounting principles.

## COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES EXCHANGE ACT OF 1934

December 31, 2015			
Total members' capital		\$	651,335
Additions:			
Liabilities subordinated to claims of general creditors			300,000
Deductions and/or charges:			300,000
Nonallowable assets:			
Accounts receivable	\$ 461,196		
Property and equipment, net	12,468		
Prepaid expenses	74,920		
Artwork	9,550		558,134
Net capital			393,201
Minimum net capital requirement			5,000
Excess net capital		\$	388,201
Aggregate indebtedness:			
Accounts payable		\$	15,526
Ratio of aggregate indebtedness to net capital			.04 to 1
Reconciliation with Company's computation of minimum capital requirements:			
Net capital, as report in the Company's X-17A-5		\$	382,786
Change in other charges against capital		Ψ	10,415
Net capital per above	-	\$	393,201

# COMPUTATION FOR DETERMINATION OF RESERVE REQUIREMENTS AND INFORMATION RELATING TO THE POSSESSION AND CONTROL REQUIREMENTS UNDER RULE 15c3-3 OF THE SECURITIES EXCHANGE ACT OF 1934

#### YEAR ENDED DECEMBER 31, 2015

The Company does not clear securities transactions or take possession or control of securities for customers and, therefore, is exempt from the possession or control and reserve requirements of Rule 15c3-3 paragraph (k)(2)(i) under the Securities Exchange Act of 1934.



#### Report of Independent Registered Public Accounting Firm

Board of Directors Jordan, Knauff & Company Chicago, Illinois

We have reviewed management's statements, included in the accompanying computation for determination of reserve requirements and information relating to possession and control requirements under Rule 15c3-3 of the Securities Exchange Act of 1934, in which (1) Jordan, Knauff & Company (the Company) identified the following provisions of 17 C.F.R. §15c3-3(k) under which the Company claimed an exemption from 17 C.F.R. §240.15c3-3: paragraph (k)(2)(i) (the "exemption provisions") and (2) the Company stated that the Company met the identified exemption provisions throughout the most recent fiscal year without exception. The Company's management is responsible for compliance with the exemption provisions and its statements.

Our review was conducted in accordance with the standards of the Public Company Accounting Oversight Board (United States) and, accordingly, included inquiries and other required procedures to obtain evidence about the Company's compliance with the exemption provisions. A review is substantially less in scope than an examination, the objective of which is the expression of an opinion on management's statements. Accordingly, we do not express such an opinion.

Based on our review, we are not aware of any material modifications that should be made to management's statements referred to above for them to be fairly stated, in all material respects, based on the provisions set forth in paragraph (k)(2)(i) of Rule 15c3-3 under the Securities Exchange Act of 1934.

Chicago, Illinois

February 25, 2016

Ostrow Reisin Berk & abrams, Ltd.



## Independent Accountant's Agreed-Upon Procedures Report on Schedule of Assessment and Payments (Form SIPC-7)

Board of Directors Jordan, Knauff & Company Chicago, Illinois

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 (Form SIPC-7) to the Securities Investor Protection Corporation (SIPC) for the year ended December 31, 2015, which were agreed to by Jordan, Knauff & Company (the Company) and the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc., SIPC and the other specified parties, solely to assist you and the other specified parties in evaluating the Company's compliance with the applicable instructions of 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 those parties specified in this report. Consequently, we make no representation regarding the sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose. The procedures we performed and our findings are as follows:

- Compared the listed assessment payments in Form SIPC-7 with respective cash disbursement records entries [cancelled checks, bank statements and the general ledger] noting no differences;
- 2. Compared the amounts reported on the audited Form X-17A-5 for the year ended December 31, 2015, as applicable, with the amounts reported in Form SIPC-7 for the year ended December 31, 2015, noting no differences;
- 3. Compared any adjustments reported in Form SIPC-7 with supporting schedules and working papers [internally prepared financial statements], noting no differences;
- 4. Proved the arithmetical accuracy of the calculations reflected in Form SIPC-7 and in the related schedules and working papers [internally prepared financial statements] supporting the adjustments noting no differences.

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

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

Chicago, Illinois

February 25, 2016

Ostrow Reisin Berk & Clerams, Ltd.