

SI

16014573

OMB APPROVAL

OMB Number: 3235-0123

Expires: March 31, 2016 Estimated average burden

SEC

ANNUAL AUDITED REPORT Processing Per response..... 12.00 **FORM X-17A-5** PART III

FEB 29 2018

SEC FILE NUMBER

8-43227

FACING PAGE

Washington DC

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

| 01/01/15                 | AND ENDING   | 12/31/15  |
|--------------------------|--|---|
| MM/DD/YY                 |  | MM/DD/YY  |
| FRANT IDENTIFICA         | TION   |   |
| ties, Inc.               |  | OFFICIAL USE ONLY   |
| SS: (Do not use P.O. Box | No.)   | FIRM I.D. NO.   |
|                          |  |   |
| (No. and Street)         |  |   |
| TX                       |  | 77024   |
| (State)                  | (7   | Zip Code)   |
| ON TO CONTACT IN REC     | GARD TO THIS REP   | ORT<br>713-435-4320<br>(Area Code – Telephone Number,           |
| NTANT IDENTIFICA         | TION   |   |
|                          |  |   |
| Houston                  | TX   |   |
|                          | 10   | 77046   |
| (City)                   | (State)  | 77046<br>(Zip Code)   |
|                          |  |   |
|                          |  |   |
|                          |  |   |
|                          | (State)  |   |
|                          | (No. and Street)  TX  (State)  ON TO CONTACT IN RECONTANT IDENTIFICATION COntained in the property of the contained in the co | ities, Inc. SS: (Do not use P.O. Box No.)  (No. and Street)  TX |



<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, Brian Folk   | , swear (or affirm) that, to the best of  |
|---|---|
| my knowledge and belief the accompanying financia                               | al statement and supporting schedules pertaining to the firm of   |
| Coastal Securities, Inc.  | , as  |
| of December 31  | , 2015, are true and correct. I further swear (or affirm) that  |
| neither the company nor any partner, proprietor, pri                            | incipal officer or director has any proprietary interest in any account   |
| classified solely as that of a customer, except as foll                         | ows:  |
|   |   |
|   |   |
|   |   |
|   |   |
|   | $\overline{\gamma}$   |
|   | Signature   |
|   | Signature   |
|   | President   |
| 0   | Title   |
| Myjohne la Holland.   |   |
| Notary Public   | CHRISTINE R. HOLLAND  |
|   | Notary Public State of Tayor  |
| This report ** contains (check all applicable boxes)  (a) Facing Page.          | Contin. Expires 02-10-2018  |
| (a) Facing Fage.  (b) Statement of Financial Condition.                         | Notary ID 125580085   |
| (c) Statement of Income (Loss).   |   |
| (d) Statement of Changes in Financial Condition                                 |   |
| (e) Statement of Changes in Stockholders' Equ                                   |   |
| (f) Statement of Changes in Liabilities Subordi (g) Computation of Net Capital. | nated 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 C                                 |   |
|   | anation of the Computation of Net Capital Under Rule 15c3-1 and the   |
|   | rve Requirements Under Exhibit A of Rule 15c3-3.  naudited Statements of Financial Condition with respect to methods of |
| consolidation.  | nationed Statements of Financial Condition with respect to methods of   |
| ☐ (I) An Oath or Affirmation.   |   |
| (m) A copy of the SIPC Supplemental Report.                                     |   |
| ☐ (n) A report describing any material inadequacie                              | s found to exist 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).

## CONTENTS

| P  | Page     |
|--|----------|
| REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM  | 1        |
| FINANCIAL STATEMENTS   |          |
| Statement of Financial Condition   | 2        |
| Statement of Operations  | 3        |
| Statement of Changes in Stockholder's Equity   | 4        |
| Statement of Cash Flows  | . 5      |
| Notes to Financial Statements  | . 7      |
| SUPPLEMENTAL INFORMATION   |          |
| Schedule of Computation of Net Capital, Aggregate Indebtedness, and Ratio of Aggregate Indebtedness to Net Capital under Rule 15c3-1                         | 23       |
| Schedule for Determination of Customer Account Reserve Requirement of Brokers and Dealers under Rule 15c3-3, Exhibit A and Related Notes                     | 24       |
| Schedule of Information for Possession or Control Requirements of Brokers and Dealers under Rule 15c3-3  | .25      |
| COMPLIANCE REPORT  |          |
| Report of Independent Registered Public Accounting Firm  | .26      |
| Coastal Securities, Inc. Compliance Letter   | . 27     |
| SECURITIES INVESTOR PROTECTION CORPORATION AGREED UPON PROCEDURES  | <b>;</b> |
| Independent Auditor's Report on Applying Agreed upon Procedures Related to the Securities Investor Protection Corporation General Assessment Reconciliation. | 28       |
| General Assessment Reconciliation (Form SIDC 7)  | 30       |



## REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors Coastal Securities, Inc. Houston, Texas

We have audited the accompanying statement of financial condition of Coastal Securities, Inc. (the Company) as of December 31, 2015, and the related statements of operations, changes in stockholder's equity, 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 position of Coastal Securities, Inc. as of December 31, 2015, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

The Schedule of Computation of Net Capital, Aggregate Indebtedness, and Ratio of Aggregate Indebtedness to Net Capital under Rule 15c3-1, the Schedule for Determination of Customer Account Reserve Requirement of Brokers and Dealers under Rule 15c3-3, Exhibit A and Related Notes, and the Schedule of Information For Possession or Control Requirements of Brokers and Dealers under Rule 15c3-3 (the Supplemental Information) has 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 17 C.F.R. §240.17a-5 under 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.

Weaver and Siduell, L.S.P.

WEAVER AND TIDWELL, L.L.P.

Houston, Texas February 26, 2016

## COASTAL SECURITIES, INC. STATEMENT OF FINANCIAL CONDITION DECEMBER 31, 2015

| ASSETS   |          |             |
|--|----------|-------------|
| Cash and cash equivalents                                      | \$       | 2,443,418   |
| Cash - restricted  |          | 513,993     |
| Securities financed under repurchase agreements, at fair value |          | 253,466,292 |
| Securities owned, at fair value                                |          | 507,336,911 |
| Sales proceeds receivable                                      |          | 23,481,807  |
| Accrued interest and loan principal receivable, net            |          | 4,747,270   |
| Property and equipment, net of accumulated depreciation and    |          |             |
| amortization of \$2,419,903                                    |          | 1,591,023   |
| Other assets   |          | 946,748     |
| Total assets   | \$       | 794,527,462 |
|  | <u> </u> |             |
|  |          |             |
| LIABILITIES  |          |             |
| Amounts payable under repurchase agreements                    | \$       | 267,614,995 |
| Payable to clearing organization                               |          | 266,792,275 |
| Amounts payable for securities                                 |          | 47,233,539  |
| Bank borrowings - related party                                |          | 125,948,608 |
| Accounts payable and accrued liabilities                       |          | 5,728,184   |
| Payable to parent company                                      |          | 2,492       |
| Deferred lease incentive                                       |          | 785,823     |
| Total liabilities  |          | 714,105,916 |
| COMMITMENTS AND CONTINGENCIES                                  |          |             |
| STOCKHOLDER'S EQUITY   |          |             |
| Common stock, \$0.0001 par value, 1,000 shares                 |          |             |
| authorized issued and outstanding                              |          | _           |
| Additional paid-in capital                                     |          | 47,050,234  |
| Retained earnings  |          | 33,371,312  |
|  |          | ,,          |
| Total stockholder's equity                                     |          | 80,421,546  |
| TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY                     | \$       | 794,527,462 |
|  | <u> </u> |             |

## COASTAL SECURITIES, INC. STATEMENT OF OPERATIONS YEAR ENDED DECEMBER 31, 2015

| Commissions   | \$<br>25,214,347 |
|---|------------------|
| Public finance fees                                 | 1,778,698        |
| Interest  | 20,839,997       |
| Trading gains, net                                  | 11,696,257       |
| Other   | <br>141,802      |
| Total revenues                                      | 59,671,101       |
| EXPENSES Sales and commissioned trader compensation | 17 562 001       |

| 1 ottal 10 volidos                         | 00,071,101 |
|--|------------|
| EXPENSES                                   |            |
| Sales and commissioned trader compensation | 17,563,001 |
| Employee compensation and benefits         | 9,478,565  |
| Clearance and execution                    | 1,616,443  |
| Occupancy, operating and overhead          | 6,027,999  |
| Interest                                   | 9,137,391  |
| •  |            |

 Total expenses
 43,823,399

 NET INCOME
 \$ 15,847,702

REVENUES

## COASTAL SECURITIES, INC. STATEMENT OF CHANGES IN STOCKHOLDER'S EQUITY YEAR ENDED DECEMBER 31, 2015

|   | Com    | mon Stoc | k     |            | Additional<br>Paid-in | Retained |              |    |              |
|---|--------|----------|-------|------------|-----------------------|----------|--------------|----|--------------|
|   | Shares |          | mount |            | Capital               |          | Earnings     |    | Total        |
| BALANCE, beginning of year                | 1,000  | \$       | -     | \$         | 41,784,055            | \$       | 35,785,467   | \$ | 77,569,522   |
| Net income<br>Distributions for exercised | -      |          | -     |            | -                     |          | 15,847,702   |    | 15,847,702   |
| CFH put options - Note 11                 | -      |          | -     |            | (280,323)             |          | (251,485)    |    | (531,808)    |
| Distributions CFH ESOP earnings by CSI    | -      |          | -     |            | -                     |          | (13,490,908) |    | (13,490,908) |
| employees - Note 13                       | -      |          | -     |            | 5,546,502             |          | (4,519,464)  |    | 1,027,038    |
| BALANCE, end of year                      | 1,000  | \$       | _     | - <u>s</u> | 47,050,234            | \$       | 33,371,312   | \$ | 80,421,546   |

## COASTAL SECURITIES, INC. STATEMENT OF CASH FLOWS YEAR ENDED DECEMBER 31, 2015

| CASH FLOWS FROM OPERATING ACTIVITIES            |                  |
|---|------------------|
| Net income                                      | \$<br>15,847,702 |
| Adjustments to reconcile net income to net cash |                  |
| provided by operating activities                |                  |
| Depreciation and amortization                   | 333,736          |
| Compensation expense for CFH ESOP earnings      |                  |
| by CSI employees                                | 1,027,038        |
| Changes in operating assets and liabilities     |                  |
| Securities financed under repurchase agreements | (3,720,187)      |
| Securities owned                                | (145,184,200)    |
| Sales proceeds receivable                       | 29,376,927       |
| Accrued interest and loan principal receivable  | 524,506          |
| Good faith deposits                             | 321,600          |
| Other assets                                    | (291,939)        |
| Amounts payable under repurchase agreements     | (4,116,635)      |
| Payable to clearing organization                | 151,638,893      |
| Amounts payable for securities                  | (16,094,352)     |
| Bank borrowings - related party                 | (13,192,166)     |
| Payable to parent company                       | (3,052,114)      |
| Accounts payable and accrued liabilities        | 502,930          |
| Net cash provided by operating activities       | 13,921,739       |
| CASH FLOWS FROM INVESTING ACTIVITIES            |                  |
| Purchases of property and equipment             | (260,101)        |
| Net cash used in investing activities           | (260,101)        |
| CASH FLOWS FROM FINANCING ACTIVITIES            |                  |
| Distributions to CFH                            | (13,490,908)     |
| Distributions to CFH for exercised put options  | <br>(531,808)    |
| Net cash used in financing activities           | <br>(14,022,716) |
| Decrease in cash                                | (361,078)        |
| CASH AND EQUIVALENTS, beginning of year         | <br>3,318,489    |
| CASH AND EQUIVALENTS, end of year               | \$<br>2,957,411  |

## COASTAL SECURITIES, INC. STATEMENT OF CASH FLOWS YEAR ENDED DECEMBER 31, 2015 (CONTINUED)

| RECONCILIATION OF ENDING CASH BALANCE  Cash and cash equivalents  Cash - restricted | \$<br>2,443,418<br>513,993 |
|---|----------------------------|
| CASH AND EQUIVALENTS, end of year   | \$<br>2,957,411            |
| SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION Interest paid in cash              | \$<br>9,135,211            |
| State income taxes paid   | \$<br>48,293               |

#### NOTE 1. ORGANIZATION AND NATURE OF BUSINESS

## Organization

Coastal Securities, Inc. (CSI or the Company) conducted operations as Coastal Securities, L.P. (the Partnership) until December 31, 2006. Effective January 1, 2007, Coastal Securities, L.P. merged into Coastal Financial Holdings, Inc. (CFH) and the partners converted their general and limited partnership interests to common stock. CFH then transferred all assets and liabilities at the Partnership's basis to Coastal Securities, Inc. for all of their outstanding shares, making CSI a wholly-owned subsidiary of Coastal Financial Holdings, Inc.

## Nature of Business

Coastal Securities, Inc. (a Delaware Corporation) conducts its business as a registered securities broker dealer. The Company's broker dealer business consists of the buying, selling, and trading of government and government agency guaranteed securities and corporate and municipal bonds. The Company maintains inventories of these securities which are acquired in the new issue and secondary markets. Certain securities transactions are executed by CSI on behalf of its customers through a clearing broker dealer who carries such accounts on a fully disclosed basis. These security transactions are settled and cleared pursuant to a clearing agreement with the clearing broker. Small Business Administration (SBA) and other government guaranteed security transactions are self-cleared. In addition, CSI conducts public finance activities.

## NOTE 2. SIGNIFICANT ACCOUNTING POLICIES

The following is a summary of significant accounting policies that are in conformity with U.S. generally accepted accounting principles and which are followed consistently by the Company in the preparation of its financial statements. The preparation of financial statements in accordance with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts and disclosures in the financial statements. Actual results could differ from those estimates.

## Securities Transactions

Securities transactions and related revenue and expense are normally recorded in the accounts on a trade date basis. Certain securities transactions, primarily those involving securifies guaranteed by the SBA, are executed on a when, as, and if issued basis and may have settlement dates up to several months after the trade date. The increase or decrease in unrealized gain or loss is included in trading gains, net in the statement of operations.

## NOTE 2. SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

## Interest Only Strips

Interest only strips, or originator fees, are created from stripping a portion of the interest rate from the guaranteed portion of an SBA loan. The interest only strip is recognized once the originator fee is confirmed. The increase or decrease in unrealized gain or loss is included in trading gains, net in the statement of operations.

## Repurchase Agreements

The repurchase agreements entered into by the Company are primarily, by their terms, financing arrangements. The contractual liability amounts have been recorded as amounts payable under repurchase agreements, and the securities subject to such repurchase agreements have been recorded as securities financed under repurchase agreements.

#### Commissions

Commissions are recorded on a trade date basis as securities transactions occur and are paid to the employees on a settlement date basis.

## **Public Finance Fees**

Underwriting revenue includes gains, losses, and fees, net of syndicate expenses, arising from securities offerings in which the Company acts as an underwriter or agent, and is included in public finance fees in the statement of operations. Underwriting management fees and sales concessions are recorded on the settlement date. Underwriting fees are recorded at the time the underwriting is completed, and the related income is readily determinable.

## Accrued Interest and Loan Principal Receivable

Accrued interest and loan principal receivable includes interest accrued on SBA interest only strips in inventory, SBA loans and pools in inventory, as well as principal and interest payments due from the servicer on SBA loans and pools. The allowance for doubtful accounts totaled \$162,141 at December 31, 2015.

## Property and Equipment

Property and equipment are comprised of communications and technical equipment, furniture, fixtures, and leasehold improvements, and are carried at cost less accumulated depreciation and amortization. Leasehold improvements are amortized over the life of the lease. Other property and equipment are depreciated on a straight-line basis over estimated useful lives of two to five years.

## NOTE 2. SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

#### **Income Taxes**

The Company is included in the consolidated federal income tax return filed by CFH. The Company and CFH have elected to be taxed as S-Corporations and will be treated as flow-through entities for income tax purposes, similar to a partnership. As a result, the net taxable income of the Company and any related tax credits, for federal income tax purposes, are deemed to pass to the shareholders of CFH and are included in their personal tax returns even though such net taxable income or tax credits may not have actually been distributed. Accordingly, no tax provision has been made in the financial statements of the Company since the income tax is an obligation of the individual shareholders of CFH.

The Company recognizes and measures any unrecognized tax benefits in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 740, "Income Taxes." ASC 740 provides guidance on derecognition, measurement and classification of amounts relating to uncertain tax positions, accounting for and disclosure of interest and penalties, and disclosures. As of December 31, 2015, the Company believes there are no uncertain tax positions that qualify for either recognition or disclosure in the financial statements. Tax years open to examination include the years 2012 and 2014.

The Company recognizes interest and penalties on state income taxes in the statement of operations. For the year ended December 31, 2015, the Company had no interest and penalties on state income taxes. The Company has recorded an estimated Texas Margin Tax provision totaling \$60,000 for the year ended December 31, 2015. The Company paid approximately \$48,293 for 2014 Texas Margin taxes in 2015.

## Cash and Cash Equivalents

For purposes of the statement of cash flows, cash and cash equivalents include cash held in banks and a money market account. Cash equivalents include financial instruments with original maturities of 90 days or less.

At December 31, 2015, cash-restricted includes \$13,993 of funds held in a segregated account for the Company's employees and \$500,000 in a reserve bank account.

## NOTE 3. FINANCIAL INSTRUMENTS

The Company adopted FASB ASC 820, "Fair Value Measurement", as of January 1, 2008. FASB ASC 820 establishes a framework for using fair value to measure assets and liabilities and defines fair value as the price that would be received to sell an asset or paid to transfer a liability as opposed to the price that would be paid to acquire the asset or received to assume the liability. 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. A fair value measure should reflect the assumptions that market participants would use in pricing the asset or liability, including the assumptions about the risk inherent in a particular valuation technique, the effect of a restriction on the sale or use of an asset and the value based on inputs the Company uses to derive fair value measurements. The fair value hierarchy prioritizes the inputs to valuation techniques used to measure fair value into three broad levels:

<u>Level 1 inputs</u>: Are quoted market prices (unadjusted) for identical assets or liabilities traded in active markets.

<u>Level 2 inputs:</u> Are quoted market prices for similar instruments traded in active markets, quoted prices for identical or similar instruments in markets that are not active and model-based valuation techniques for which all significant assumptions are observable in the market.

<u>Level 3 inputs</u>: Are significant unobservable inputs for the asset or liability and rely on management's own estimates for assumptions that market participants would use in pricing the asset or liability that include option pricing models, discounted cash flow models and similar techniques, but may also include the use of market prices of assets or liabilities that are not directly comparable to the subject asset or liability.

Securities consist primarily of SBA guaranteed loans and pools, U.S. government agency securities, municipal securities and SBA interest only strips.

The Company utilizes quoted market prices of similar instruments or broker and dealer quotations to value the SBA guaranteed loans and pools, U.S. government agency securities, and municipal securities which follows a market approach. Such instruments are generally classified in Level 2 of the fair value hierarchy.

The Company values SBA-unguaranteed interests in 504 loans based on individual loan characteristics, such as industry type and pay history which generally follows an income approach. Furthermore, these valuations are reduced due to restrictions on trading. Such instruments are generally classified in Level 3 of the fair value hierarchy.

## NOTE 3. FINANCIAL INSTRUMENTS - CONTINUED

Interest only strips are valued at fair value based on an income approach using an internal valuation model. The internal valuation model includes assumptions regarding projections of future cash flows, prepayment rates, default rates and interest only strip terms. These securities bear the risk of loan prepayment or default that may result in the Company not recovering all or a portion of its recorded investment. When appropriate, valuations are adjusted for various factors including default or prepayment status of the underlying SBA loans. Because of the inherent uncertainty of valuation, those estimated values may be materially higher or lower than the values that would have been used had a ready market for the securities existed, and may change materially in the near term. Such instruments are generally classified in Level 3 of the fair value hierarchy.

The following table presents financial assets measured at fair value on a recurring basis as of December 31, 2015:

|                           | Le | Level 1 Level 2                               |    | Level 3     | Total           |    |             |
|---------------------------|----|---|----|-------------|-----------------|----|-------------|
| Assets:                   |    |   |    |             | <br>            |    |             |
| Securities financed under |    |   |    |             |                 |    |             |
| repurchase agreements     |    |   |    |             |                 |    |             |
| SBA-guaranteed loans      | \$ | -   | \$ | 247,798,391 | \$<br>-         | \$ | 247,798,391 |
| SBA-guaranteed pools      |    | -   |    | 5,667,901   | -               |    | 5,667,901   |
| Securities owned          |    |   |    |             |                 |    |             |
| SBA-guaranteed loans      |    | -   |    | 187,464,066 | -               |    | 187,464,066 |
| SBA-guaranteed pools      |    | _   |    | 297,635,952 | -               |    | 297,635,952 |
| U. S. government agency   |    |   |    |             |                 |    |             |
| securities, primarily     |    |   |    |             |                 |    |             |
| mortgage backed           |    | -   |    | 18,513      | -               |    | 18,513      |
| Municipal securities      |    | -   |    | 14,616,308  | -               |    | 14,616,308  |
| SBA-interest only strips  |    | -   |    | -           | 5,710,076       |    | 5,710,076   |
| SBA-unguaranteed          |    |   |    |             |                 |    |             |
| interests in 504 loans    |    | <u>-                                     </u> |    |             | <br>1,891,996   |    | 1,891,996   |
| Total                     | \$ | -   | \$ | 753,201,131 | \$<br>7,602,072 | \$ | 760,803,203 |
|                           |    |   |    |             | <br>            |    |             |

There were no significant transfers between Level 1 and Level 2 securities for the year ended December 31, 2015.

The following table presents quantitative information as of December 31, 2015 with respect to assets measured and carried at fair value on a recurring basis with the use of significant unobservable inputs (Level 3):

|                        |              | Principal Valuation  |                          |                 |
|------------------------|--------------|----------------------|--------------------------|-----------------|
|                        | Fair Value   | Techniques           | Unobservable Input       | Amount          |
| SBA-interest           | \$ 5,710,076 | Discounted cash flow | Constant prepayment rate | 6.02 - 10.75%   |
| only strips            |              |                      | Bond equivalent yield    | 21.93 - 77.22%  |
| SBA-unguaranteed       | \$ 1,891,996 | Discounted cash flow | Constant prepayment rate | 8.00 - 12.00%   |
| interests in 504 loans |              |                      | Bond equivalent yield    | 17.875 - 20.50% |

## NOTE 3. FINANCIAL INSTRUMENTS - CONTINUED

Management additionally considers whether loans on the related SBA-interest only strips are delinquent, in default or prepaying, and adjusts the fair value down 20 – 100% depending on the length of time in default.

SBA-unguaranteed interests in 504 loans are carried at less than the outstanding balance. The security may be marked up if prepayment is likely or as consistent payment history is realized. Management also considers other factors such as delinquency or default and adjusts the fair value accordingly.

The following table illustrates the changes in the fair value of all financial assets measured on a recurring basis using significant unobservable inputs (Level 3) for the year ended December 31, 2015:

|  | -  | BA-interest | SBA -<br>guaranteed<br>erests in 504<br>loans | Total           |
|--|----|-------------|---|-----------------|
| Beginning balance, January 1, 2015                 | \$ | 4,377,122   | \$<br>2,467,263                               | \$<br>6,844,385 |
| Collections applied to balance on SBA-unguaranteed |    |             |   |                 |
| interests in 504 loans                             |    | -           | (583,457)                                     | (583,457)       |
| Interest only strips issued or purchased           |    | 9,908,370   | -   | 9,908,370       |
| Strip sales  |    | (6,139,539) | -   | (6,139,539)     |
| Settled strips                                     |    | (1,571,943) | -   | (1,571,943)     |
| Unrealized gain (loss)                             |    | (863,934)   | <br>8,190                                     | <br>(855,744)   |
| Ending balance, December 31, 2015                  | \$ | 5,710,076   | \$<br>1,891,996                               | \$<br>7,602,072 |

There were no SBA-interest only strips or SBA-unguaranteed interests in 504 loans transferred in or out of the Level 3 category for the year ended December 31, 2015.

The change in unrealized gains or losses related to Level 3 investments is included in trading gains, net in the accompanying statement of operations and totaled \$(855,744) for the year ended December 31, 2015. The realized gains on the sale of interest only strips totaled \$513,582 for the year ended December 31, 2015 and are included in trading gains, net in the accompanying statement of operations.

#### NOTE 3. FINANCIAL INSTRUMENTS - CONTINUED

## Valuation Techniques

In accordance with ASC 820, valuation techniques used for assets and liabilities accounted for at fair value are generally categorized into three types:

Market approach valuation techniques use prices and other relevant information from market transactions involving identical or comparable assets or liabilities. Valuation techniques consistent with the market approach include comparables and matrix pricing. Comparables use market multiples, which might lie in ranges with a different multiple for each comparable. The selection of where within the range the appropriate multiple falls requires judgment, considering both quantitative and qualitative factors specific to the measurement. Matrix pricing is a mathematical technique used principally to value certain securities without relying exclusively on quoted prices for the specific securities, but comparing the securities to benchmark or comparable securities.

Income approach valuation techniques convert future amounts, such as cash flows or earnings, to a single present amount, or a discounted amount. These techniques rely on current market expectations of future amounts. Examples of income approach valuation techniques include present value techniques; option-pricing models, binomial or lattice models that incorporate present value techniques; and the multiperiod excess earnings method.

Cost approach valuation techniques are based upon the amount that, at present, would be required to replace the service capacity of an asset, or the current replacement cost. That is, from the perspective of a market participant (seller), the price that would be received for the asset is determined based on the cost to a market participant (buyer) to acquire or construct a substitute asset of comparable utility.

The three approaches described above are consistent with generally accepted valuation methodologies. While all three approaches are not applicable to all assets or liabilities accounted for at fair value, where appropriate and possible, one or more valuation techniques may be used. The selection of the valuation method to apply considers the definition of an exit price and the nature of the asset being valued, and significant expertise and judgment is required. For assets accounted for at fair value, the valuation technique selected is generally the market or income approach. For the year ended December 31, 2015, the application of valuation techniques applied to similar assets and liabilities has been consistent.

## NOTE 3. FINANCIAL INSTRUMENTS - CONTINUED

## **Other Financial Instruments**

The following assumptions were used to estimate the fair value of other financial instruments included on the statement of financial condition for which it is practicable to estimate the value:

The carrying amount of cash and cash equivalents approximates the fair value because of the short maturity of those instruments.

The carrying amounts of accrued interest and loan principal receivable, other receivables, amounts payable to clearing organization, amounts payable to parent company, and accounts payable and accrued liabilities approximate their fair value due to the short maturity of these items and/or the floating interest rates they bear.

The carrying amount of payables under repurchase agreements approximates fair value due to the floating interest rates they bear.

The carrying amounts of bank borrowings approximate fair value due to the floating interest rates they bear.

#### NOTE 4. NET CAPITAL REQUIREMENTS

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (SEC 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. The rule prohibits a member from engaging in securities transactions if the ratio of its aggregate indebtedness, as defined, to net capital, as defined, exceeds 15 to 1. At December 31, 2015, the Company's net capital ratio was 0.12 to 1, and its net capital of approximately \$54,777,000 was in excess of its required net capital of approximately \$434,000, resulting in excess net capital of approximately \$54,343,000.

Proprietary accounts held at the clearing broker (PAIB assets) are considered allowable assets in the computation of net capital, pursuant to an agreement between the Company and the clearing broker which requires, among other things, for the clearing broker to perform a computation of PAIB assets similar to the customer reserve computation set forth in Rule 15c3-3. This rule requires the Company to compute the amount of funds obtained from customers (credits) and compare it to the total amount it has extended to finance customer transactions (debits). If credits exceed debits, the Company is required to have on deposit an amount at least equal to this difference for the exclusive benefit of customers. At December 31, 2015, the Company held \$500,000 in a reserve bank account for this purpose.

#### NOTE 5. SECURITIES OWNED

Securities owned consist of marketable securities carried at fair value. Included in securities owned at December 31, 2015 is \$47,233,539 of principal balance of commitments to purchase SBA guaranteed loans which have not yet been settled. The amounts payable related to these commitments is included in amounts payable for securities in the statement of financial condition. All owned securities, with the exception of the commitments described in Note 10, are pledged under various financing agreements. Resulting unrealized gains and losses from securities owned and securities sold short are included in trading gains, net in the accompanying statement of operations.

## NOTE 6. AMOUNTS PAYABLE UNDER REPURCHASE AGREEMENTS

As of December 31, 2015, the amounts due under repurchase agreements are payable to various financial institutions, under sale and repurchase agreements with an aggregate limit of approximately \$280,000,000, which may be increased or decreased at the discretion of the financial institutions. The amounts are due within 180 days of the advance of funds and are collateralized by securities financed under repurchase agreements. Interest is payable monthly and is computed daily using an index of prime less a fixed basis (1.00% to 2.35%). At December 31, 2015, the Company owed \$267,614,995 under repurchase agreements and had \$404,955 in accrued interest payable to the various financial institutions. At December 31, 2015, the borrowing rates ranged from 0.90% to 2.50%.

## NOTE 7. CLEARING ORGANIZATION

The Company has an agreement with a clearing organization whereby the clearing organization performs clearing functions for all securities transactions with brokers and dealers. The balance shown as payable to clearing organization results from normal trading transactions of the Company, as principal, and is collateralized by securities owned which are held at the clearing organization. Also included in this balance is accrued interest expense on amounts due from the clearing broker, net of accrued interest income from bond issuers on securities owned and from the clearing broker on free credit balances.

#### NOTE 8. BANK BORROWINGS - RELATED PARTIES

The Company has a bank line of credit secured by securities owned by the Company with a financial institution that is principally owned by shareholders of CFH. The agreement provides that the related-party financial institution may provide up to a maximum of \$150,000,000 at December 31, 2015 for the purchase of the guaranteed portions of SBA and other government agency guaranteed loans and pools. At December 31, 2015, \$125,948,608 was outstanding under this arrangement. The borrowing rate on the secured bank line of credit is calculated using an index of the Federal Home Loan Bank of Cincinnati Overnight Repo Advance Rate plus 1.25%. The interest rate was 1.60% at December 31, 2015.

The Company incurred \$1,913,800 of fees and interest expense from related party financing arrangements during 2015 which is included in interest expense in the accompanying statement of operations. At December 31, 2015, the Company owed the related parties \$178,318 for fees and interest expense which is included in accounts payable and accrued liabilities in the accompanying statement of financial condition.

The Company also purchased and sold approximately \$1 million and \$52 million, respectively, of guaranteed loans and pools to this related-party financial institution during the year ended December 31, 2015.

#### NOTE 9. OTHER RELATED PARTIES

The Company purchased and sold approximately \$265,000 and \$1,242,000, respectively, of municipal and fixed income securities to employees and other related parties of employees for their own accounts during 2015.

## NOTE 10. COMMITMENTS AND CONTINGENCIES

## Commitments to Purchase and Resell Securities

The Company's commitments to purchase and resell SBA guaranteed loans and pools as of December 31, 2015 are summarized as follows:

| Aggregate guaranteed principal of commitments to purchase and    |                  |
|--|------------------|
| resell or pool SBA guaranteed loans included in securities owned | \$<br>47,233,539 |
| Aggregate guaranteed principal of commitments to resell SBA      |                  |
| guaranteed loans and pools included in sales proceeds receivable | \$<br>21,198,034 |
| Aggregate guaranteed principal of commitments to purchase and    |                  |
| resell SBA guaranteed loans                                      | \$<br>16,709,206 |

## NOTE 10. COMMITMENTS AND CONTINGENCIES - CONTINUED

## Commitments to Purchase and Resell Securities - Continued

These commitments are related to SBA guaranteed loans and pools whose interest rates generally fluctuate with the prime rate. The Company records changes in the market value of these commitments in trading gains, net in the accompanying statement of operations.

In the normal course of business, the Company enters into underwriting commitments. Transactions related to such underwriting commitments that were open at December 31, 2015, and were subsequently settled, had no material effect on the financial statements as of that date.

## **Lease Commitments**

The Company leases its office facilities, certain office equipment, and market information services under noncancelable operating leases. At December 31, 2015, future minimum rental commitments under these leases were as follows:

| Year ending December 31, |                 |
|--------------------------|-----------------|
| 2016                     | \$<br>1,274,692 |
| 2017                     | 629,760         |
| 2018                     | 571,982         |
| 2019                     | 539,802         |
| 2020                     | 546,953         |
| 2021 and thereafter      | 984,515         |
|                          | \$<br>4,547,704 |
|                          |                 |

Rent expense totaled approximately \$1,885,955 for the year ended December 31, 2015.

## Litigation

The Company is subject to various claims arising in the normal course of business. Management believes any such claims will not have a material adverse impact on the Company's financial position or results of operations.

## NOTE 10. COMMITMENTS AND CONTINGENCIES - CONTINUED

#### Market Risks and Credit Risks

In the normal course of business, the clearing broker's and the Company's activities involve the execution, settlement, and financing of various securities transactions. These activities may expose the Company to credit and market risks in the event the customer or counterparty is unable to fulfill its contractual obligations. Such risks may be increased by volatile trading markets.

The clearing broker, through which accounts are introduced, and the Company seek to control the risks associated with their customer activities by requiring customers to maintain margin collateral in compliance with various regulatory and internal guidelines. The Company is contingently liable for any customer account deficits with the clearing broker which are not otherwise satisfied. The clearing broker and the Company monitor required margin levels daily, and pursuant to such guidelines, require customers to deposit additional collateral or to reduce positions where necessary.

As part of its normal brokerage activities, the Company sells securities not yet purchased (short sales) for its own account. The establishment of short positions exposes the Company to market risk in the event prices increase, as the Company may be obligated to acquire the securities at prevailing market prices.

Transactions in SBA guaranteed loans and pools of such loans are executed with terms that require the loans to be funded or delivered to the Company for resale to the intended purchaser before the Company is obligated to make delivery to such purchaser. The Company, therefore, has little risk if a selling counterparty or party to a repurchase agreement is unable to honor its commitment to sell such securities to the Company and, as a result, the Company does not honor its commitment to sell to its customers. The Company has a credit risk if a customer cannot honor his commitment to purchase loans. Since the principal of SBA loans is guaranteed by the federal government, credit risk is ultimately limited to any premium which the Company has paid for the loan. The premium paid for any individual loan would generally not be material to the Company's financial position.

Market fluctuations of SBA guaranteed securities which the Company is committed to purchase, for which it does not have a commitment to sell or for which a buyer does not honor his commitment to purchase, subjects the Company to market risk. This market risk is minimized due to the fact that the interest rates on these loans generally fluctuate with the prime rate.

## NOTE 10. COMMITMENTS AND CONTINGENCIES - CONTINUED

#### Market Risks and Credit Risks - Continued

The Company attempts to control its exposure to interest rate risk through the use of hedging strategies and various statistical monitoring techniques. On occasion, the Company will enter into interest rate futures contracts as part of its hedging strategies. No material interest rate futures contracts were recorded as of December 31, 2015.

Exchange-traded financial instruments, such as futures, generally do not give rise to significant counterparty exposure due to the margin requirements of the individual exchanges.

The Company maintains its cash accounts primarily with two financial institutions. At times, the amounts on deposit may be in excess of the FDIC insured limits; however these accounts are regularly monitored and not deemed a significant risk.

## NOTE 11. PUT OPTIONS

A put right exists, which grants each shareholder of CFH the right to cause CFH to buy back its respective common shares. The CFH shareholder agreement requires CFH, under the put right, to pay a minimum of 50% of the purchase price for each share within 90 days of the date of notice and the remaining 50% of the purchase prior to the one year anniversary of the date of notice. The remaining unpaid portion will bear interest from the date of the scheduled payment date (90 days after the date of the notice) at a fixed interest rate equal to the greater of 12% or the interest rate of a one year United States Treasury security.

The purchase price of the shares, under the put right, will be the sum of the book value of all wholly owned subsidiaries of CFH, including CSI, as of the end of the month following the date of notice to CFH plus any dividends received by CFH from wholly owned subsidiaries and not paid to shareholders. Exercising these put options will result in a distribution from CSI to CFH to cover the purchase price of the shares purchased by CFH. For the year ended December 31, 2015, the Company distributed \$531,808 to CFH for shareholders who exercised put options.

#### NOTE 12. PROFIT SHARING PLAN

The Company has established a profit sharing plan under Internal Revenue Code Section 401(k) for the benefit of its employees. Under the plan, employees may make contributions up to prescribed limits. In addition, the Company may, at its discretion, make contributions to the plan up to limits prescribed in the Internal Revenue Code. During 2015, the Company did not make a discretionary employer matching contribution.

## NOTE 13. EMPLOYEE STOCK OWNERSHIP PLAN

On May 30, 2008 CFH established the Coastal Financial Holdings, Inc. Employee Stock Ownership Plan (ESOP) as a long-term employee benefit plan of CFH and its subsidiaries. On that date, the ESOP purchased 4,233 shares, or approximately 30%, of the then outstanding common stock of CFH. These shares represent 40% of the current outstanding shares of CFH. The ESOP paid for this purchase with a promissory note of the ESOP in favor of CFH in the principal amount of \$14,286,841, to be repaid by the ESOP over the 25-year life of the loan through its use of contributions from CFH to the ESOP and/or dividends paid on the shares of CFH's common stock held by the ESOP. CFH financed the purchase of the shares it sold to the ESOP by individual seller financed promissory notes from shareholders electing to participate in the sale of shares for the ESOP. As of December 31, 2015, the amount of the promissory note from the ESOP to CFH for this tranche totals \$1,071,992. The promissory notes payable by CFH to the individual sellers related to this tranche have been paid in full.

On December 28, 2015, the ESOP purchased an additional 3,550 shares, or approximately 34%, of the outstanding common stock of CFH. The ESOP paid for this tranche of purchases through a combination of cash, for 351 shares, and a promissory note of the ESOP in favor of CFH in the principal amount of \$40,787,250 to be repaid by the ESOP over the 20-year life of the loan through its use of contributions from CFH to the ESOP and/or dividends paid on the shares of CFH's common stock held by the ESOP. CFH purchased the shares through cash received from the ESOP for 351 shares and individual seller financed promissory notes from shareholders electing to participate in the financing of the sale of shares for the ESOP for 3,199 shares.

The ESOP provides for the allocation of CFH's common stock it holds on a noncontributory basis to eligible employees of CFH and its subsidiaries. Beginning in fiscal year 2008, as the ESOP repays the loan through its use of contributions and dividends from CFH, shares will be released and allocated to eligible employees in proportion to their eligible compensation. The shares that are released for allocation on an annual basis will be in the same proportion that the current year's principal and interest payments bear in relation to the total remaining principal and interest payments to be paid over the life of the ESOP loans. The Company will recognize compensation expense based on the estimated fair value of the shares of CFH's common stock that are allocated to and earned by CSI employees in each annual period less distributions on released shares. For the year ended December 31, 2015, CSI recognized \$1,027,038 of compensation expense related to the ESOP.

Other than the compensation expense, with corresponding entries to paid-in capital and retained earnings that are recorded in CSI's financial statement, all ESOP transactions are recorded at the CFH level. CSI does not guarantee any of the ESOP related debt and CSI's debt and liabilities are senior to any claims from the ESOP or sellers.

## NOTE 14. SUBORDINATED LIABILITIES

The Company had no subordinated liabilities during the year ended December 31, 2015. Therefore, a statement of changes in liabilities subordinated to claims of general creditors has not been presented.

## NOTE 15. SUBSEQUENT EVENTS

The Company has evaluated subsequent events through February 26, 2016, which is the date the financial statements were available to be issued, and determined that no additional events have occurred subsequent to December 31, 2015 that warrant additional disclosure.

**SUPPLEMENTAL INFORMATION** 

# COASTAL SECURITIES, INC. SCHEDULE OF COMPUTATION OF NET CAPITAL, AGGREGATE INDEBTEDNESS, AND RATIO OF AGGREGATE INDEBTEDNESS TO NET CAPITAL UNDER RULE 15c3-1 DECEMBER 31, 2015

| NET CAPITAL  |               |
|--|---------------|
| Stockholder's equity, as reported on statement                       |               |
| of financial condition   | \$ 80,421,546 |
| Less nonallowable assets:  |               |
| SBA-interest only strips and SBA-unguaranteed interests in 504 loans | 7,602,072     |
| Property and equipment, net  | 1,591,023     |
| Other receivables  | 97,266        |
| Accrued interest and loan principal receivable                       | 320,866       |
| Other assets   | 1,363,475     |
| Less exposure on customer TBA short positions                        | 111,205       |
| Less other deductions, SBA premium haircuts                          | 11,507,736    |
|  |               |
| Net capital before haircuts on                                       |               |
| securities positions   | 57,827,903    |
| ·  |               |
| Less haircuts:   |               |
| Trading and investment securities                                    | 3,051,296     |
|  |               |
| Net capital  | \$ 54,776,607 |
|  |               |
| AGGREGATE INDEBTEDNESS   |               |
| Total aggregate indebtedness liabilities from the statement          |               |
| of financial condition   | \$ 6,514,007  |
|  |               |
| Aggregate indebtedness   | \$ 6,514,007  |
|  |               |
| Net capital requirements (the greater of \$250,000 or                |               |
| 6.67% of aggregate indebtedness)                                     | \$ 434,267    |
|  |               |
| Net capital in excess of required amount                             | \$ 54,342,340 |
| •  |               |
| Ratio of aggregate indebtedness to net capital                       | .12 to 1      |
|  |               |

Note: The above computation does not differ from the computation of net capital under Rule 15c3-1 as of December 31, 2015, filed with the Securities and Exchange Commission by the Company on Part IIA of Form X-17A-5, on January 27, 2016.

# COASTAL SECURITIES, INC. SCHEDULE FOR DETERMINATION OF CUSTOMER ACCOUNT RESERVE REQUIREMENTS OF BROKERS AND DEALERS UNDER RULE 15c3-3, EXHIBIT: A AND RELATED NOTES DECEMBER 31, 2015

## **RESERVE COMPUTATION**

| Total credits   | \$<br>39,729         |   |
|---|----------------------|---|
| Total debits  | ÷ .                  |   |
| 105% of excess of total credits over total debits   | \$<br><b>4</b> 1,715 | ` |
| Reserve Bank Account:   |                      |   |
| Amount held in Reserve Bank Account including value of qualified securities   | \$<br>500,000        |   |
| Amount of deposit or withdrawal including value of qualified securities   | -                    |   |
| New amount in Reserve Bank Account after adding deposit or subtracting withdrawal including value of qualified securities | \$<br>500,000        |   |

Note: The above computation does not differ from the computation of reserve under Rule 15c3-3 as of December 31, 2015, filed with the Securities and Exchange Commission by the Company on Part IIC of Form X-17A-5, on January 27, 2016.

# COASTAL SECURITIES, INC. SCHEDULE OF INFORMATION FOR POSSESSION OR CONTROL REQUIREMENTS OF BROKERS AND DEALERS UNDER RULE 15c3-3 DECEMBER 31, 2015

Customers' fully paid and excess margin securities not in the respondent's possession
or control as of the report date (for which instructions to reduce to possession or
control had been issued as of the report date but for which the required action was not
taken by respondent within the time frames specified under Rule 15c3-3):

A. Number of items

None noted

 Customers' fully paid securities and excess margin securities for which instructions to reduce to possession or control had not been issued as of the report date, excluding items arising from "temporary lags which result from normal business operations" as permitted under Rule 15c3-3:

A Number of items

None noted



#### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors Coastal Securities, Inc. Houston, Texas

We have examined Coastal Securities, Inc.'s (the Company) statements, included in the accompanying Coastal Securities, Inc. Compliance Report, that (1) the Company's internal control over compliance was effective during the most recent fiscal year ended December 31, 2015; (2) the Company's internal control over compliance was effective as of December 31, 2015; (3) the Company was in compliance with 17 C.F.R. § 240.15c3-1 and 240.15c3-3(e) as of December 31, 2015; and (4) the information used to state that the Company was in compliance with 17 C.F.R. § 240.15c3-1 and 240.15c3-3(e) was derived from the Company's books and records. The Company's management is responsible for establishing and maintaining a system of internal control over compliance that has the objective of providing the Company with reasonable assurance that non-compliance with 17 C.F.R. § 240.15c3-1 and 17 C.F.R. § 240.15c3-3 will be prevented or detected on a timely basis. Our responsibility is to express an opinion on the Company's statements based on our examination.

We conducted our examination in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the examination to obtain reasonable assurance about whether the Company's internal control over compliance was effective as of and during the most recent fiscal year ended December 31, 2015; the Company complied with 17 C.F.R. § 240.15c3-1 and 240.15c3-3(e) as of December 31, 2015; and the information used to assert compliance with 17 C.F.R. § 240.15c3-1 and 240.15c3-3(e) as of December 31, 2015 was derived from the Company's books and records. Our examination includes testing and evaluating the design and operating effectiveness of internal control over compliance, testing and evaluating the Company's compliance with 17 C.F.R. § 240.15c3-1 and 240.15c3-3(e), determining whether the information used to assert compliance with 240.15c3-1 and 240.15c3-3(e) was derived from the Company's books and records, and performing such other procedures as we considered necessary in the circumstances. We believe that our examination provides a reasonable basis for our opinion.

In our opinion, Coastal Securities Inc.'s statements referred to above are fairly stated, in all material respects.

Weaver and Siduell L.L.P.

WEAVER AND TIDWELL, L.L.P.

Houston, Texas February 26, 2016

## Coastal Securities, Inc. Compliance Report

Coastal Securities, Inc. (the "Company") is a registered broker-dealer subject to Rule 17a-5 promulgated by the Securities and Exchange Commission (17 C.F.R. §240.17a-5, "Reports to be made by certain brokers and dealers"). As required by 17 C.F.R. § 240.17a-5(d)(1) and (3), the Company states as follows:

- (1) The Company has established and maintained Internal Control Over Compliance, as that term is defined in paragraph (d)(3)(ii) of Rule 17a-5.
- (2) The Company's Internal Control Over Compliance was effective during the most recent fiscal year ended December 31, 2015;
- (3) The Company's Internal Control Over Compliance was effective as of the end of the most recent fiscal year ended December 31, 2015;
- (4) The Company was in compliance with 17 C.F.R. § 240.15c3-1 and 17 C.F.R. §240.15c3-3(e) as of the end of the most recent fiscal year ended December 31, 2015; and
- (5) The information the Company used to state that the Company was in compliance with 17 C.F.R. §240.15c3-1 and 17 C.F.R. §240.15c3-3(e) was derived from the books and records of the Company.

I, Brian Folk, swear (or affirm) that, to my best knowledge and belief, this Compliance Report is true and correct.

Coastal Securities, Inc.

By: Brian Folk

Title: President/CFO February 25, 2016



## INDEPENDENT AUDITOR'S REPORT ON APPLYING AGREED UPON PROCEDURES RELATED TO THE SECURITIES INVESTOR PROTECTION CORPORATION GENERAL ASSESSMENT RECONCILIATION

To the Board of Directors Coastal Securities, Inc. Houston, Texas

In accordance with Rule 17a-5(e)(4) under the Securities Exchange Act of 1934, we have performed the procedures enumerated below, which were agreed to by Coastal Securities, Inc. (the Company), the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc., and the Securities Investor Protection Corporation (SIPC), solely to assist the specified parties in evaluating the Company's compliance with the applicable instructions of Form SIPC-7 for the year ended December 31, 2015. 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:

- 1. Agreed the listed assessment payments in Form SIPC-7 with respective cash disbursement entries in the general ledger and copies of checks without exception.
- 2. Compared the total revenues reported on the audited Form X-17A-5 for the year ended December 31, 2015, with the total revenues reported in Form SIPC-7 for the year ended December 31, 2015, noting a difference of \$2,068,617. The following differences were noted between the audited financial statements and the Form X-17A-5 for the year ended December 31, 2015:
  - a. (\$2,137,970) of purchased interest is recorded in interest expense in the audited financial statements but as a reduction of interest income on Form SIPC-7.
  - b. \$69,353 of bad debt expense is recorded net against commission income in the audited financial statements but as other expenses on Form SIPC-7.
- Agreed any adjustments reported in Form SIPC-7 with the detailed schedules listing all revenue associated with bank loans guaranteed by the Small Business Administration, United States Department of Agriculture and other government entities without exception.

To the Board of Directors Coastal Securities, Inc.

## Page 2

- 4. Proved the arithmetical accuracy of the calculations reflected in Form SIPC-7 and in the related schedules without exception.
- 5. Noted no overpayment applied to the current assessment on Form SIPC-7.

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.

Weaver and Siduell, L.S.P.

WEAVER AND TIDWELL, L.L.P.

Houston, Texas February 26, 2016

## COASTAL SECURITIES, INC. GENERAL ASSESSMENT RECONCILIATION FORM (SIPC-7)

SECURITIES INVESTOR PROTECTION CORPORATION

P.O. Box 92185 Washington, D.C. 20090-2185 (33-REV 7/10) 202-371-8300

Disposition of exceptions:

SIPC-7

SIPC-7 (33-REV 7/10)

## General Assessment Reconciliation

For the Fiscal year ended 12/31/2015

(Read carefully the instruction in your working copy before completing this form)

TO BE FILED BY ALL SIPC MEMBERS WITH FISCAL YEAR ENDINGS

| C REVIEWER   | Calculation:    | Postmarked                                | Received         | Documer      | ew eq   |            | ,             |              | Forw ard Co    |               |
|--|-----------------|---|------------------|--------------|---|------------|---------------|--------------|----------------|---------------|
| n'   | Dates:          |   |                  |              |   |            |               |              |                |               |
|  |                 | int payment is due<br>6 years, the latest | -                |              | -   |            | the Working   | Copy of thi  | s form         |               |
| ted the  | day of          | , 20                                      | ·                |              |   |            |               |              |                |               |
| ,  |                 |   |                  |              |   |            | (Tito)        |              |                |               |
| and complete.  (Authorized Signature)  |                 |   | zed Signature)   | ···          |   |            |               |              |                |               |
| person by w hom it is executed represent thereby  that all information contained herein is true, correct |                 |   |                  | (Name of Cor | poration, Part  | Securitie  | organization) |              |                |               |
|  | _               | this form and the                         | <b></b>          |              | C   | naetal :   | Socuritie     | e be         |                |               |
|  |                 |   |                  |              |   | ·          |               |              |                |               |
| Subsidiarie  | s (S) and pred  | ecessors (P) inclu                        | ded in this form | (give name   | and 1934  | Act regist | tration numb  | er):         |                |               |
|  | oayment carried |   |                  |              |   | -          |               |              |                |               |
|  |                 |   |                  | <u></u>      | 10,110  | -          |               |              |                |               |
|  |                 | payable to SIPC<br>me as Fabove)          |                  | s            | 40,148  |            |               |              |                |               |
|  | WITH THIS FOR   |   |                  |              |   |            |               |              |                |               |
|  |                 | alance and interest                       | due (or overpa)  | ment carn    | ed forw are   | 0)         |               |              | \$             | 40,14         |
|  | •               |   |                  |              |   |            | ""            |              |                |               |
|  |                 | n late payment (see                       |                  | مد ط         | mus at 200/   | Doc onnu   |               |              |                | ,             |
| D. Asses   | ssment balance  | e due or (overpayr                        | nent)            |              |   |            |               |              |                | 40,14         |
| C. Less  | prior overpaym  |   |                  |              |   |            |               |              |                |               |
|  |                 | 7/22/2015<br>Date Paid                    |                  |              |   |            |               |              |                |               |
| B. Less  |                 | with SIPC-6 filed                         | (exclude interes | t)           |   |            |               |              |                | (48,80        |
| A. General   | l Assessment (  | ilem 2e from page                         | 2)               |              |   |            |               |              |                | 88,95         |
|  |                 |   |                  |              |   | respecti   | ing this form |              |                |               |
| HOUS   | STON, TX 7702   | 4-2852                                    |                  | 1            |   |            |               |              | person to cont | act           |
| 920 M  | MEMORIAL CITY   | WAY 11TH FL                               |                  |              |   |            |               |              |                |               |
| COAS   | STAL SECURITI   | ES INC                                    |                  |              | form@sipc.org and so indicate on the form filed.      |            |               | d.           |                |               |
|  | 27 FINRA DEC    |   |                  | '            | requires correction, please e-mail any corrections to |            |               | -            |                |               |
| 04322  |                 |   |                  |              |   | Note: If a | any of the in | formation st | nown on the m  | railing label |

## COASTAL SECURITIES, INC. GENERAL ASSESSMENT RECONCILIATION FORM (SIPC-7)

## DETERMINATION OF "SIPC NET OPERATING REVENUES" AND GENERAL ASSESSMENT

Amounts for the fiscal period beginning 1/1/2015 and ending 12/31/2015 Item No. ⊟im inate cents 57,602,484 2a. Total revenue (FOCUS Line 12/Part IIA Line 9, Code 4030) 2b. Additions: (1) Total revenues from the securities business of subsidiaries (except foreign subsidiaries) and predecessors not included above. (2) Net loss from principal transactions in securities in trading accounts. (3) Net loss from principal transactions in commodities in trading accounts. (4) Interest and dividend expense deducted in determining item 2a. (5) Net loss from management of or participation in the underwriting or distribution of securities. (6) Expenses other than advertising, printing, registration fees and legal fees deducted in determining net profit from management of or participation in underwriting or distribution of securities. (7) Net loss from securities in investment accounts. Total additions 2c Deductions: (1) Revenues from the distribution of shares of a registered open end investment company or unit investment trust, from the sale of variable annuities, from 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. (2) Revenues from commodity transactions. (3) Commissions, floor brokerage and clearance paid to other SIPC members in connection with securities transactions. (4) Reimbursements for postage in connection with proxy solicitation. (5) Net gain from securities in investment accounts. (6) 100% of commissions and markups earned from transactions in (i) certificates of deposit and (ii) Treasury bills, bankers acceptances or commercial paper that mature nine months or less from issuance date. (7) Direct expenses of printing advertising and legal lees incurred in connection with other revenue related to the securities business (revenue defined by Section 16(9)(L) of the Act). (8) Other revenue not related either directly or indirectly to the securities business. (See Instruction C): 22,022,086 (Deductions in excess of \$100,000 require documentation) (9) (i) Total interest and dividend expense (FOCUS Line 22/PART IIA Line 13, Code 4075 plus line 2b(4) above) but not in excess of total interest and dividend income. (ii) 40% of interest earned on customers securities accounts (40% of FOCUS line 5, Code 3960). Enter the greater of line (i) or (ii) 22.022.086 Total deductions

2d SIPC Net Operating Revenues

2e. General Assessment @ .0025

\$ 35,580,398 \$ 88,951

(to page I, line 2.A.)

## COASTAL SECURITIES, INC. GENERAL ASSESSMENT RECONCILIATION FORM (SIPC-7)

January 29, 2016

Explanation to deduction on line 2c(8) of SIPC-7 Report

Coastal Securities buys and sells bank loans guaranteed by the Small Business Administration, United States Department of Agriculture and other government entities. Per discussion with Linda Siemers at SIPC, these types of loans are not securities by definition of Section 16(14) of the SIPC Act. Therefore, the revenues associated with this type of business are deducted from the revenues reported on the FOCUS as follows:

| Reported per the FOCUS    | 57,602,484 |
|---------------------------|------------|
| Revenues from Loans       | 22,022,086 |
| Revenues reported on SIPC | 35,580,398 |

If you have any questions or concerns about this adjustment please contact:

Alan Mauk Senior Vice President - Controller Coastal Securities, Inc. 713-435-4319