

Item 1-Cover page

Form ADV Part 2A
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In compliance with Securities & Exchange Commission (SEC) disclosure rules, this document represents a “brochure” for your review. It is an integral part of our client agreement and contains relevant information about our personnel, strategies, and policies. This brochure has not been approved by the SEC or any state securities authority. Johnston & Associates, Inc. is a Registered Investment Advisor (RIA) but this registration does not imply any special level of skill or training.

Item 2- Material Changes

There are actually no material changes since the last annual update, dated March 5, 2010. However, the new SEC regulations require a new format for Form ADV Part 2A and Part 2B. Therefore, the information herein will appear in a different format and in greater detail than previous versions. We strongly suggest you contact us with any questions or concerns.

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Item 4-Advisory Business

Johnston & Associates, Inc. (J&A) provides professional financial services on a continuous and regular basis to clients. These services include discretionary investment portfolio management, asset allocation, security research and recommendation, trading, advice on non-managed assets, and consulting services on large portfolios. J&A manages approximately \$47million (as of 01/26/2012) on a discretionary basis.

The consulting services are provided to ultra high net worth clients who have assets with multiple advisors. These recommendations are driven by the desire to aid clients in understanding all the moving parts of having their assets managed by different advisors. This particular service is very unique to each client as the level of service and recommendation varies greatly by individual client needs. Consulting services are provided on portfolios totaling approximately \$200million (as of 01/27/2012), but these assets are not included in our official asset under management total.

As a point of clarification, we also provide estate planning, tax planning, and insurance planning services. These services are provided by JMJ Consulting, Inc. and are not included in the scope of this brochure. However, it is noted that in providing all of these different services to clients, there is overlap between the J&A services and the JMJ Consulting, Inc. services.

Item 5-Fees and Compensation

Annual fees for traditional portfolio management are calculated as a percentage of net market value of assets under management (AUM). The basic annual fee is 1.25% and is charged quarterly, in arrears, at the end of each calendar quarter. A prorated fee for beginning or ending the advisory relationship mid quarter is applied.

Clients may negotiate a lower fee schedule with J&A. Considerations will be granted for larger amounts of assets placed under management, relationships with JMJ Consulting, Inc. and other factors. Fee schedules are incorporated into the written Advisory Agreement between the client and J&A. Fees earned up to the cancellation of the written agreement by the client are payable to J&A through date of receipt of cancellation notice plus 30 days.

In situations where consulting services are provided, fees are charges on a retainer basis or flat rate. These fees are negotiable depending on the client relationship, assets overseen, and services provided.

J&A uses mutual funds and/or exchange traded funds (ETFs) as part of client allocations. In these cases the client will pay a management fee directly to J&A and a separate fee indirectly to the manager of the mutual fund or ETF.

In situations where J&A employs a Sub-Advisor (see Item 10) a client will not incur higher fees than those charged in a conventional Client/Advisor relationship. The amount of fees shared between J&A and Sub-Advisor is disclosed in the Advisory Agreement between the client and J&A and in the agreement between J&A, Sub-Advisor, and the client.

Item 6-Performance Based Fees

Not Applicable—J&A does not charge performance based fees

Item 7-Types of Clients

J&A works with many different types of clients. Our typical client is a high net worth individual or family. High Net Worth is defined as having total assets of at least \$5 million or investible assets of at least \$1 million. We also work with Ultra High Net Worth clients, those having total assets of at least \$50 million or investible assets of at least \$10 million. In providing services to these types of clients J&A will frequently work with client held corporations, trusts, profit sharing plans, and/or charitable trusts. Finally, J&A will work with individuals or families whose asset bases do not meet the high net worth threshold on a case-by-case basis. J&A does not employ a minimum account requirement.

Item 8- Methods of Analysis, Investment Strategies and Risk of Loss

This section is intended to explain the essential elements of significant strategies employed by J&A and the material risks involved with those strategies. This is important to note straightaway: J&A invests client accounts and portfolios separately and uniquely to each client. We do not use model portfolios into which clients are shoehorned. We take the time and expend the effort to ensure each of our clients' portfolios is managed with their unique set of circumstances considered. Therefore, it is important that you discuss these strategies and risks with us as they may or may not apply to how your particular portfolio is being managed.

Our primary strategy is an asset allocation based portfolio consisting of stocks, bonds, cash, and alternative investments. Asset allocation means determining a set percentage of each asset class to be used as long-term guidelines, based on individual client's unique set of circumstances. This involves, but is not limited to, age, net worth, dependents, future funding needs, cash flow needs, investable asset base, and risk assessment. The risk assessment is the combination of the client's ability to take risk and the client's desire for risk. For example, you may want to be very aggressive but if you have a lot of dependents, little money or high need for income you do not have a high ability to take risk. Conversely, you may have all the money in the world (high ability) but just simply be uncomfortable with a lot of exposure to the stock market (low desire for risk). Tactical decisions (shorter-term in nature) are employed to take advantage of temporary changes in the investment landscape.

There are risks involved with any investment decision; even holding cash presents the risk of failing to keep up with inflation and losing purchasing power of your money. Of course this is relatively minor in the big picture and certainly relative to the risk of losing money in less conservative strategies.

Johnston & Associates, Inc. relies upon the professional judgment of its portfolio managers to make decisions about client investments. The basic philosophy is to invest in attractively valued companies, or the debt of companies, that represent better long-term investment opportunities than other possible investments. J&A employs top-down analysis (looking at global economic,

geographic, demographic, political, and environmental factors) to develop a thesis of the most attractive areas in which to invest. This is generally applied to overall portfolio construction. Bottom-up, fundamental research (individual company financial information, ratios, supply chain dynamics, etc.) is employed to find individual stocks. This is combined with technical analysis (research of charts), which is typically used to support entry/exit points, timing decisions and trends.

The first vehicle of the asset allocation model is stocks. We use mutual funds, exchange traded funds (ETFs) and individual securities to gain exposure to stocks. The material risks of mutual funds are that J&A does not control the underlying investments within the portfolio. This means that we do not fully control the securities owned, timing of trading, trading costs, tax consequences, management turnover, etc. This also applies to ETFs, although since ETFs are usually closely tied to an index these consequences are lessened. The tradeoff is that the net asset value (NAV) of the ETF may fluctuate from the trading price, meaning you may not be able to realize the actual value of the ETF upon buying or selling.

All stock investing involves the risk that:

- the stock market may go down, and that this may be due to factors beyond your control or that of J&A including world events, economic events, market or trading events, political events, currency events, and fraud on the part of officers of the underlying investments;
- the investments are not insured against loss by the FDIC or any third party;
- shorter-term holding periods generally increase the risk of outside events impacting a portfolio;
- investments issued by entities outside the United States can involve additional risks due to governmental actions, accounting differences, currency related issues, greater market volatility, higher transaction costs, and delays with receipt of dividends (it is noted that investments within the US bear many of these risks as well);
- the opinion of J&A about investments may be incorrect;
- for clients who desire a more aggressive trading strategy it is noted that frequent trading can adversely affect portfolio returns by generating higher trading costs and additional tax consequences.

J&A employs bond investing in asset allocation models. We will use mutual funds and ETFs for exposure to bonds. These funds carry the same risk that equity or stock based funds do. Additionally, individual bonds are used in portfolio management. J&A typically uses a third-party firm for assistance in research of bonds. J&A does not pay these firms anything for this research and no soft-dollar type arrangements are made. However clients may be exposed to higher commission costs or trading spreads (the difference in price between at what a security can be bought and at what it can be sold).

All bond investing involves the risk that:

- the bond market may go down for similar reasons as the stock market;
- the bond market may go down due to rising interest rates;
- price declines due to individual issuer problems with paying interest or principal or a general deterioration of their financial condition;

- early repayment of principal (calling a bond) which can result in the loss of any premium paid over par value and a lower rate of return upon reinvestment (if interest rates are lower than when the original investment was purchased);
- the investments are not insured against loss by the FDIC or any third party;
- investments issued by entities outside the United States can involve additional risks due to governmental actions, accounting differences, currency related issues, greater market volatility, higher transaction costs, and delays with receipt of dividends (it is noted that investments within the US bear many of these risks as well);
- the opinion of J&A about investments may be incorrect.

Alternative investments for J&A encompass everything outside stocks, bonds and cash. They include Real Estate Investment Trusts (REITS), commodity investing via ETFs or exchange traded notes (ETNs), and options strategies. Since REIT and commodity investments are done via mutual funds or ETFs primarily, the investment risks are similar to investing in mutual funds or ETFs of stocks. One additional investment risk of ETNs is that the investment is backed by the issuing bank, so you have risk that the credit worthiness of the bank could deteriorate adversely affecting the ETN. One additional investment risk to mutual funds, ETFs or ETNs that invest in commodity futures is that the cost of reinvestment in new futures as current ones expire could be higher than the underlying spot price (current price) of the commodity dictates (this phenomenon is known as “contango”).

The only significant options strategy J&A employs is covered call investing. This involves the sale of a contract that obligates the seller to sell an asset at a certain price for a certain time. The seller receives a premium up front for accepting this condition. J&A employs covered call strategies primarily as an income generating strategy, but also as a technical strategy. The primary risk involved is that the stock in question, the covered position, will rise above the exercise price of the option and the position will be called away. This entails an opportunity cost that the client would have been better off not selling a call but rather letting the investment appreciate to its full potential. Also, it is noted that no downside protection is offered from a covered call other than the premium earned.

J&A employs other options strategies as well but only on a case-by-case basis when unique client circumstances warrant them.

In no way is this section meant to list all risks involved with investing, just the material risks of the main strategies of J&A.

Item 9-Disciplinary Information

Not Applicable—No disciplinary actions

Item 10-Other Financial Industry Activities and Affiliations

J&A may determine to allocate client assets with another Registered Investment Advisor, called a Sub-Advisor, or obtain additional expertise and services that will be beneficial to clients. The Sub-Advisor will tailor its advice to J&A with regard to a specific individual client of J&A. We

will only use a Sub-Advisor who has maintained registration with the appropriate governing bodies. Each client that engages in the combined J&A/Sub-Advisor relationship will receive the ADV of both J&A and the Sub-Advisor and the contract between client and J&A/Sub-Advisor as well as the contract between J&A and Sub-Advisor.

Item 11-Code of Ethics, Participation or Interest in Client Transactions and Personal Trading

Johnston & Associates, Inc. has a written Code of Ethics that is available upon request to any client or prospect. A summary of the Code follows:

- J&A and its employees shall 1. conduct themselves with integrity and dignity and act in an ethical manner in their dealings with clients, professional associates, and the public; 2. acknowledge there is an element of professional ethical conduct required that exceeds ethical standards in daily life; and 3. shall act solely in the best interest of the client and avoid conflicts and/or abuse of the position of trust.
- J&A policy prohibits any employee from acting upon, misusing, or disclosing any material, non-public information, known as insider information, and any violations of this policy will result in disciplinary action and/or termination.
- J&A policy does allow employees to maintain personal securities accounts provided any such investing by the employees or household family members is consistent with the firm's fiduciary duty to its clients. The employee must report all such account and reportable transactions to the firm's Chief Compliance Officer.
- J&A policy is to protect the confidentiality, integrity and security of any non-public, personal information of its clients and prospects and to prevent unauthorized access to, or the use or disclosure of, such information.

J&A also has set trading policies to govern employee or firm accounts. Specifically, employees or the firm may buy or sell securities that J&A also buys or sells for its clients. All client trading actions must be completed before any firm or employee trading actions of the same security are initiated. This applies to all reportable securities transactions as defined by the SEC, and include government securities, open-end mutual fund shares, mutual fund shares as part of a unit investment trust (such as an annuity or variable life insurance policy), and short term debt obligations (such as CDs, money market funds and repurchase agreements). Short-swing profits, defined as 30 days or less, are prohibited in securities owned by clients and recommended by the firm. Mutual fund "Market Timing" and "Late Trading" practices are prohibited.

Item 12-Brokerage Practices

J&A reviews brokerage benefits at least once a year, but typically more often than that. Taken into consideration are trading costs (commissions), other fees (account fees, business fees like wire costs or transfer costs), research provided, trading execution, technology solutions, and service provided. While trading costs are a large priority, they are not the sole determinant as other services provided may keep the costs of J&A lower and, therefore, keep the AUM fees

charged to clients lower than they otherwise would be. Because of these reasons we discourage directed brokerage, meaning situations where clients direct us where to place their trades. We find directed brokerage not only exposes the client to additional charges but may also expose the client to additional charges incurred by J&A to manage the portfolio. That said, we will work with a client in a directed brokerage relationship if that client is willing to cover the extra expenses unique to the relationship.

J&A has a trade error policy. Any trading error done by an employee of the firm will be removed from the client's account(s), and the firm will be responsible for any losses incurred. A trade error is defined as a mistake in the actual trading process, usually consisting of an incorrect amount of shares or an incorrect security. Market timing is not considered a trade error.

J&A does not maintain any soft-dollar relationships, meaning the firm does not receive any research or other services for zero or reduced cost in exchange for a pledged level of client trading.

J&A uses block allocation trading wherever possible. This means aggregating all client trades in a specific security so as to achieve a uniform client price. This removes any conflict of interest among clients for better execution. This may also result in lower costs to clients. When partial orders are filled for a block trade, J&A will use a pro rata allocation. When pro rata would result in any particular client being disadvantaged by the trade J&A will eliminate that client from the trading pool and allocate the remaining shares to clients accordingly.

Item 13-Review of Accounts

Johnston & Associates, Inc. receives duplicate trade confirmations the day after a trade and custodial statements at least quarterly, but usually monthly. The confirmations are reconciled to the trade blotter to ensure accuracy. The statements are reconciled quarterly to J&A internal account management software.

Client portfolios are reviewed at least quarterly by the portfolio manager, although this review is typically more frequent. Additionally, a more formal review is done annually and will involve a client meeting via phone, or in person, to update the client on performance, consistency with allocation model, and any reasons for deviation from the model.

When utilizing a Sub-Advisor J&A receives monthly statements for assets actively managed by the Sub-Advisor and quarterly performance reviews on each client account.

Item 14-Client Referrals and Other Compensation

Not Applicable—J&A does not pay for client referrals, nor does it pay non-supervised persons for management services

Item 15-Custody

All client accounts are held by a third-party custodian. Client appoints J&A as a limited power of attorney (LPOA) to interact within the client accounts. This agreement allows J&A to deduct AUM fees on a quarterly basis. Clients are always notified via invoice of these fee deductions. Clients may agree to be billed separately for quarterly fees thereby removing any ability of J&A to remove fees from the account. Third-party custodian will not deduct fees larger than a typical AUM fee from the account without additional approval.

Clients are strongly urged to compare statements received from third-party custodians to quarterly reports received from J&A, which include the copy of the invoice for management fees. The invoice shows the calculation of the fee which matches the amount deducted as shown on the third-party statement.

Item 16-Investment Discretion

J&A functions as a discretionary investment advisor. This means that the client grants J&A authority to choose the securities and amount thereof to be purchased or sold in the client's accounts. The client also grants J&A authority to determine timing of the trade, the broker at which the trade is done and the trading costs paid to the broker.

Clients are free to limit discretion as they see fit, although this usually would be limited to a certain asset class, security type, or company they would not want to own. J&A does not work with clients for whom prior approval of each trade would be required on an AUM fee basis. If this type of relationship is sought, then J&A would suggest a consulting relationship with a flat rate or retainer fee as more appropriate.

Item 17-Voting Client Securities

Johnston & Associates, Inc. does not vote proxies for clients. Clients will receive all proxy notices. If the Advisory Agreement signed by the client is silent on this topic, it implies proxies will not be voted by J&A. Clients are welcome to contact J&A to ask questions about how proxy voting issues apply to them, and J&A will help them make a voting decision.

Item 18-Financial Information

Not Applicable—J&A is not required to list any financial information due to billing client fees in advance