

Part 2B of Form ADV: *Brochure Supplement*

Item 1 Cover Page

KENNETH L. NEATHERY, JR.
107 S. FIRST STREET #203
CHARLOTTESVILLE, VA 22902-5085
1-434-293-7944

P. O. BOX 2379
CHARLOTTESVILLE, VA 22902-2379

FERGUSON, ANDREWS INVESTMENT ADVISERS, INC.
107 S. FIRST STREET #203
CHARLOTTESVILLE, VA 22902-5085
1-434-293-7944

P. O. BOX 2379
CHARLOTTESVILLE, VA 22902-2379

THIS BROCHURE SUPPLEMENT PROVIDES INFORMATION ABOUT KENNETH L. NEATHERY, JR. THAT SUPPLEMENTS THE FERGUSON, ANDREWS INVESTMENT ADVISERS, INC. BROCHURE. YOU SHOULD HAVE RECEIVED A COPY OF THAT BROCHURE. PLEASE CONTACT KENNETH L. NEATHERY, JR. IF YOU DID NOT RECEIVE FERGUSON, ANDREWS INVESTMENT ADVISERS, INC, BROCHURE OR IF YOU HAVE ANY QUESTIONS ABOUT THE CONTENTS OF THIS SUPPLEMENT.

ADDITIONAL INFORMATION ABOUT KENNETH L. NEATHERY, JR. IS AVAILABLE ON THE SEC'S WEBSITE AT www.adviserinfo.sec.gov.

JANUARY 15, 2012

Item 2 Educational Background and Business Experience

KENNETH L. NEATHERY, JR.

DATE OF BIRTH: 06/12/1942

FORMAL EDUCATION:

VPI&SU, BLACKSBURG, VA (BA)

NORTHWESTERN UNIVERSITY NATIONAL TRUST SCHOOL, EVANSTON, IL

NORTHWESTERN UNIVERSITY NATIONAL GRADUATE TRUST SCHOOL, EVANSTON, IL

NY INSTITUTE OF FINANCE, NEW YORK, NY (CORRESPONDENT)

BUSINESS BACKGROUND (PRECEDING FIVE (5) YEARS):

PRESIDENT, REGISTERED REPRESENTATIVE (10/93 – PRESENT)

FERGUSON, ANDREWS INVESTMENT ADVISERS, INC.

REGISTERED REPRESENTATIVE (6/95 – PRESENT)

CADARET, GRANT & CO., INC.

AGENT, MASSACHUSETTS MUTUAL LIFE INSURANCE COMPANY (2/88 – PRESENT)

Item 3 Disciplinary Information

- A. KENNETH L. NEATHERY, JR. HAS NOT BEEN INVOLVED IN A CRIMINAL OR CIVIL ACTION IN A DOMESTIC, FOREIGN OR MILITARY COURT OF COMPETENT JURISDICTION.
- B. KENNETH L. NEATHERY, JR. HAS NOT BEEN INVOLVED IN AN ADMINISTRATIVE PROCEEDING BEFORE THE SEC, ANY OTHER FEDERAL REGULATORY AGENCY, ANY STATE REGULATORY AGENCY, OR ANY FOREIGN FINANCIAL REGULATORY AUTHORITY.
- C. KENNETH L. NEATHERY, JR. HAS NOT BEEN INVOLVED IN A SELF-REGULATORY ORGANIZATION (SRO) PROCEEDING.
- D. KENNETH L. NEATHERY, JR. HAS NOT BEEN INVOLVED IN ANY OTHER PROCEEDING IN WHICH A PROFESSIONAL ATTAINMENT, DESIGNATION, OR LICENSE WAS REVOKED OR SUSPENDED BECAUSE OF A VIOLATION OF RULES RELATING TO PROFESSIONAL CONDUCT.

ITEM 4 – OTHER BUSINESS ACTIVITIES

- A. KENNETH L. NEATHERY, JR. IS A REGISTERED REPRESENTATIVE OF A FINRA REGISTERED BROKER DEALER, CADARET, GRANT & CO., INC.

KENNETH L. NEATHERY, JR. IS A REGISTERED INSURANCE AGENT FOR VARIOUS INSURANCE COMPANIES.

1. ACTING IN THE ABOVE CAPACITIES, MR. NEATHERY COULD ACCEPT SEPARATE YET CUSTOMARY COMPENSATION FOR IMPLEMENTATION OF TRANSACTIONS OR INSURANCE AND/OR ANNUITY IMPLEMENTATION. THIS INFORMATION IS DISCLOSED TO CLIENTS. MR. NEATHERY, IN HIS CAPACITY AS A REPRESENTATIVE OF FAIA, WILL NOT BE RENDERING INVESTMENT ADVICE ON INSURANCE PRODUCTS.
 2. ACTING IN THE ABOVE CAPACITIES, BUT NOT AS A REPRESENTATIVE OF FAIA, MR. NEATHERY COULD ACCEPT CASH COMPENSATION FOR IMPLEMENTATION OF SECURITIES TRADES, MUTUAL FUNDS, OR INSURANCE/ANNUITY IMPLEMENTATION. THIS IS DISCLOSED TO CLIENTS BY MR. NEATHERY. THIS PRACTICE COULD GIVE MR. NEATHERY ANY INCENTIVE TO RECOMMEND PRODUCTS BASED ON COMPENSATION RECEIVED, RATHER THAN ON CLIENTS NEED, HOWEVER MR. NEATHERY MUST, AS A REGISTERED REPRESENTATIVE OR AGENT, ACT IN A FIDUCIARY CAPACITY FOR HIS CLIENTS AS WELL AS ACT IN ACCORDANCE WITH ALL APPLICABLE FEDERAL AND STATE REGULATIONS.
- B. KENNETH L. NEATHERY, JR. IS NOT ACTIVELY ENGAGED IN ANY BUSINESS OR OCCUPATION FOR COMPENSATION NOT DISCUSSED IN RESPONSE TO ITEM 4.A..

ITEM 5 – ADDITIONAL COMPENSATION

KENNETH L. NEATHERY, JR. DOES NOT RECEIVE AN ECONOMIC BENEFIT FOR PROVIDING ADVISORY SERVICES FROM ANYONE WHO IS NOT A CLIENT.

ITEM 6 – SUPERVISION

KENNETH L. NEATHERY, JR. IS PRESIDENT OF FAIA AND ACTS ALSO AS THE REGISTERED PRINCIPAL OVERSEEING THE OPERATION/SUPERVISION OF THE OFFICE UNDER THE AUSPICES OF FAIA'S REGISTERED BROKER DEALER, CADARET, GRANT & CO., INC. AS A REGISTERED REPRESENTATIVE OF THE BROKER DEALER, MR. NEATHERY IS SUPERVISED BY CADARET, GRANT'S COMPLIANCE DEPARTMENT LOCATED AT: ONE LINCOLN CENTER, 5TH FLOOR, SYRACUSE, NY 13202, TELEPHONE 1-315-471-2191.

AS A REGISTERED REPRESENTATIVE OF FAIA, MR. NEATHERY MUST ACT IN ACCORDANCE WITH ALL APPLICABLE FEDERAL AND STATE REGULATIONS GOVERNING INVESTMENT ADVISORY PRACTICES AS WELL AS POLICIES AND PROCEDURES SET FORTH BY BOTH FAIA AND THE REGISTERED BROKER DEALER.

INVESTMENT ADVICE RENDERED BY MR. NEATHERY IS REVIEWED BY FAIA'S INVESTMENT COMMITTEE: KENNETH L. NEATHERY, JR., JAY G. FERGUSON, AND SARAH W. NEATHERY. THESE REPRESENTATIVES ARE LOCATED AT FAIA OFFICES: 107 S. FIRST STREET #203, CHARLOTTESVILLE, VA 22902-5085, TELEPHONE 1-434-293-7944.

SUPERVISORY REVIEW OF MR. NEATHERY'S DAILY BUSINESS ACTIVITIES IS PERFORMED BY FAIA'S CHIEF COMPLIANCE OFFICER, SARAH W. NEATHERY, ALSO AT FAIA'S LOCATION LISTED ABOVE.

ITEM 7 – REQUIREMENTS OF STATE-REGISTERED ADVISERS

A. KENNETH L. NEATHERY, JR.

1. HAS NOT BEEN INVOLVED IN AN AWARD OR OTHERWISE FOUND LIABLE IN AN ARBITRATION CLAIM ALLEGING DAMAGES IN EXCESS OF \$2,500.
2. HAS NOT BEEN INVOLVED IN AN AWARD OR OTHERWISE FOUND LIABLE IN A CIVIL, SELF-REGULATORY ORGANIZATION, OR ADMINISTRATIVE PROCEEDING.

B. KENNETH L. NEATHERY, JR. HAS NOT BEEN THE SUBJECT OF A BANKRUPTCY PETITION.

Part 2B of Form ADV: Brochure Supplement

ITEM 1 – COVER PAGE

JAY G. FERGUSON
107 S. FIRST STREET #203
CHARLOTTESVILLE, VA 22902-5085
1-434-293-7944

P. O. BOX 2379
CHARLOTTESVILLE, VA 22902-2379

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107 S. FIRST STREET #203
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CHARLOTTESVILLE, VA 22902-2379

THIS BROCHURE SUPPLEMENT PROVIDES INFORMATION ABOUT JAY G. FERGUSON THAT SUPPLEMENTS THE FERGUSON, ANDREWS INVESTMENT ADVISERS, INC. BROCHURE. YOU SHOULD HAVE RECEIVED A COPY OF THAT BROCHURE. PLEASE CONTACT KENNETH L. NEATHERY, JR. IF YOU DID NOT RECEIVE FERGUSON, ANDREWS INVESTMENT ADVISERS, INC. BROCHURE OR IF YOU HAVE ANY QUESTIONS ABOUT THE CONTENTS OF THIS SUPPLEMENT.

ADDITIONAL INFORMATION ABOUT JAY G. FERGUSON IS AVAILABLE ON THE SEC'S WEBSITE AT www.adviserinfo.sec.gov.

JANUARY 15, 2012

ITEM 2 – EDUCATION BACKGROUND AND BUSINESS EXPERIENCE

JAY G. FERGUSON

DATE OF BIRTH: 04/06/1967

FORMAL EDUCATION:

R.E. LEE HIGH SCHOOL, CHARLESTON, WV

HAMPDEN-SYDNEY COLLEGE, HAMPDEN-SYDNEY, VA

UNIVERSITY OF ARIZONA, PHOENIX, AZ (BA)

BUSINESS BACKGROUND (PRECEDING FIVE (5) YEARS):

SENIOR VP, TREASURER, REGISTERED REPRESENTATIVE (11/94 – PRESENT)
FERGUSON, ANDREWS INVESTMENT ADVISERS, INC.

REGISTERED REPRESENTATIVE (6/95 – PRESENT)
CADARET, GRANT & CO., INC.

ITEM 3 – DISCIPLINARY INFORMATION

- A. JAY G. FERGUSON HAS NOT BEEN INVOLVED IN A CRIMINAL OR CIVIL ACTION IN A DOMESTIC, FOREIGN OR MILITARY COURT OF COMPETENT JURISDICTION.
- B. JAY G. FERGUSON HAS NOT BEEN INVOLVED IN AN ADMINISTRATIVE PROCEEDING BEFORE THE SEC, ANY OTHER FEDERAL REGULATORY AGENCY, ANY STATE REGULATORY AGENCY, OR ANY FOREIGN FINANCIAL REGULATORY AUTHORITY.
- C. JAY G. FERGUSON HAS NOT BEEN INVOLVED IN A SELF-REGULATORY ORGANIZATION (SRO) PROCEEDING.
- D. JAY G. FERGUSON HAS NOT BEEN INVOLVED IN ANY OTHER PROCEEDING IN WHICH A PROFESSIONAL ATTAINMENT, DESIGNATION, OR LICENSE WAS REVOKED OR SUSPENDED BECAUSE OF A VIOLATION OF RULES RELATING TO PROFESSIONAL CONDUCT.

ITEM 4 – OTHER BUSINESS ACTIVITIES

- A. JAY G. FERGUSON IS A REGISTERED REPRESENTATIVE OF A FINRA REGISTERED BROKER DEALER, CADARET, GRANT & CO., INC.
 - 1. ACTING IN THE ABOVE CAPACITY, MR. FERGUSON COULD ACCEPT SEPARATE YET CUSTOMARY COMPENSATION FOR IMPLEMENTATION OF TRANSACTIONS. THIS INFORMATION IS DISCLOSED TO CLIENTS.
 - 2. ACTING IN THE ABOVE CAPACITY, BUT NOT AS A REPRESENTATIVE OF FAIA, MR. FERGUSON COULD ACCEPT CASH COMPENSATION FOR IMPLEMENTATION OF SECURITIES TRADES OR MUTUAL FUNDS IMPLEMENTATION. THIS IS DISCLOSED TO CLIENTS BY MR. FERGUSON. THIS PRACTICE COULD GIVE MR. FERGUSON AN INCENTIVE TO RECOMMEND PRODUCTS BASED ON COMPENSATION RECEIVED, RATHER THAN ON CLIENTS NEED, HOWEVER MR. FERGUSON MUST, AS A REGISTERED REPRESENTATIVE, ACT IN A FIDUCIARY CAPACITY FOR HIS CLIENTS AS WELL AS ACT IN ACCORDANCE WITH ALL APPLICABLE FEDERAL AND STATE REGULATIONS.
- B. JAY G. FERGUSON IS NOT ACTIVELY ENGAGED IN ANY BUSINESS OR OCCUPATION FOR COMPENSATION NOT DISCUSSED IN RESPONSE TO ITEM 4.A.

ITEM 5 – ADDITIONAL COMPENSATION

JAY G. FERGUSON DOES NOT RECEIVE AN ECONOMIC BENEFIT FOR PROVIDING ADVISORY SERVICES FROM ANYONE WHO IS NOT A CLIENT.

ITEM 6 – SUPERVISION

AS A REGISTERED REPRESENTATIVE OF FAIA'S REGISTERED BROKER DEALER, CADARET, GRANT & CO., INC., MR. FERGUSON IS SUPERVISED BY CADARET, GRANT'S COMPLIANCE DEPARTMENT LOCATED AT: ONE LINCOLN CENTER, 5TH FLOOR, SYRACUSE, NY 13202, TELEPHONE 1-315-471-2191.

AS A REGISTERED REPRESENTATIVE OF FAIA, MR. FERGUSON MUST ACT IN ACCORDANCE WITH ALL APPLICABLE FEDERAL AND STATE REGULATIONS GOVERNING INVESTMENT ADVISORY PRACTICES AS WELL AS POLICIES AND PROCEDURES SET FORTH BY BOTH FAIA AND THE REGISTERED BROKER DEALER.

INVESTMENT ADVICE RENDERED BY MR. FERGUSON IS REVIEWED BY FAIA'S INVESTMENT COMMITTEE: KENNETH L. NEATHERY, JR., JAY G. FERGUSON, AND SARAH W. NEATHERY. THESE REPRESENTATIVES ARE LOCATED AT FAIA OFFICES: 107 S. FIRST STREET #203, CHARLOTTESVILLE, VA 22902-5085, TELEPHONE 1-434-293-7944.

SUPERVISORY REVIEW OF MR. FERGUSON'S DAILY BUSINESS ACTIVITIES IS PERFORMED BY FAIA'S CHIEF COMPLIANCE OFFICER, SARAH W. NEATHERY, ALSO AT FAIA'S LOCATION LISTED ABOVE.

ITEM 7 – REQUIREMENTS OF STATE-REGISTERED ADVISERS

A. JAY G. FERGUSON

1. HAS NOT BEEN INVOLVED IN AN AWARD OR OTHERWISE FOUND LIABLE IN AN ARBITRATION CLAIM ALLEGING DAMAGES IN EXCESS OF \$2,500.
2. HAS NOT BEEN INVOLVED IN AN AWARD OR OTHERWISE FOUND LIABLE IN A CIVIL, SELF-REGULATORY ORGANIZATION, OR ADMINISTRATIVE PROCEEDING.

B. JAY G. FERGUSON HAS NOT BEEN THE SUBJECT OF A BANKRUPTCY PETITION.

Part 2B of Form ADV: Brochure Statement

ITEM 1 –COVER PAGE

SARAH W. NEATHERY
107 S. FIRST STREET #203
CHARLOTTESVILLE, VA 22902-5085
1-434-293-7944

P. O. BOX 2379
CHARLOTTESVILLE, VA 22902-2379

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107 S. FIRST STREET #203
CHARLOTTESVILLE, VA 22902-5085
1-434-293-7944

P. O. BOX 2379
CHARLOTTESVILLE, VA 22902-2379

THIS BROCHURE SUPPLEMENT PROVIDES INFORMATION ABOUT SARAH W. NEATHERY THAT SUPPLEMENTS THE FERGUSON, ANDREWS INVESTMENT ADVISERS, INC. BROCHURE. YOU SHOULD HAVE RECEIVED A COPY OF THAT BROCHURE. PLEASE CONTACT KENNETH L. NEATHERY, JR. IF YOU DID NOT RECEIVE FERGUSON, ANDREWS INVESTMENT ADVISERS, INC. BROCHURE OR IF YOU HAVE ANY QUESTIONS ABOUT THE CONTENTS OF THIS SUPPLEMENT.

ADDITIONAL INFORMATION ABOUT SARAH W. NEATHERY IS AVAILABLE ON THE SEC'S WEBSITE AT www.adviserinfo.sec.gov.

JANUARY 15, 2012

ITEM 2 – EDUCATION BACKGROUND AND BUSINESS EXPERIENCE

SARAH W. NEATHERY

DATE OF BIRTH: 10/16/1950

FORMAL EDUCATION:

SEVEN HILLS SCHOOL, LYNCHBURG, VA

SALEM COLLEGE, WINSTON-SALEM, NC (BA)

PVCC, CHARLOTTESVILLE, VA (POST GRADUATE/AIB)

BUSINESS BACKGROUND (PRECEDING FIVE (5) YEARS):

CCO, SENIOR PORTFOLIO MANAGER, REGISTERED REPRESENTATIVE (10/93 – PRESENT)
FERGUSON, ANDREWS INVESTMENT ADVISERS, INC.

REGISTERED REPRESENTATIVE (6/95 – PRESENT)
CADARET, GRANT & CO., INC.

AGENT, MASSACHUSETTS MUTUAL LIFE INSURANCE COMPANY (2/88 – PRESENT)

ITEM 3 – DISCIPLINARY INFORMATION

- A. SARAH W. NEATHERY HAS NOT BEEN INVOLVED IN A CRIMINAL OR CIVIL ACTION IN A DOMESTIC, FOREIGN OR MILITARY COURT OF COMPETENT JURISDICTION.
- B. SARAH W. NEATHERY HAS NOT BEEN INVOLVED IN AN ADMINISTRATIVE PROCEEDING BEFORE THE SEC, ANY OTHER FEDERAL REGULATORY AGENCY, ANY STATE REGULATORY AGENCY, OR ANY FOREIGN FINANCIAL REGULATORY AUTHORITY.
- C. SARAH W. NEATHERY HAS NOT BEEN INVOLVED IN A SELF-REGULATORY ORGANIZATION (SRO) PROCEEDING.
- D. SARAH W. NEATHERY HAS NOT BEEN INVOLVED IN ANY OTHER PROCEEDING IN WHICH A PROFESSIONAL ATTAINMENT, DESIGNATION, OR LICENSE WAS REVOKED OR SUSPENDED BECAUSE OF A VIOLATION OF RULES RELATING TO PROFESSIONAL CONDUCT.

ITEM 4 – OTHER BUSINESS ACTIVITIES

- A. SARAH W. NEATHERY IS A REGISTERED REPRESENTATIVE OF A FINRA REGISTERED BROKER DEALER, CADARET, GRANT & CO., INC.

SARAH W. NEATHERY IS A REGISTERED INSURANCE AGENT FOR VARIOUS INSURANCE COMPANIES.

1. ACTING IN THE ABOVE CAPACITIES, MS. NEATHERY COULD ACCEPT SEPARATE YET CUSTOMARY COMPENSATION FOR IMPLEMENTATION OF TRANSACTIONS OR INSURANCE AND/OR ANNUITY IMPLEMENTATION. THIS INFORMATION IS DISCLOSED TO CLIENTS. MS. NEATHERY, IN HER CAPACITY AS A REPRESENTATIVE OF FAIA, WILL NOT BE RENDERING INVESTMENT ADVICE ON INSURANCE PRODUCTS.
 2. ACTING IN THE ABOVE CAPACITIES, BUT NOT AS A REPRESENTATIVE OF FAIA, MS. NEATHERY COULD ACCEPT CASH COMPENSATION FOR IMPLEMENTATION OF SECURITIES TRADES, MUTUAL FUNDS, OR INSURANCE/ANNUITY IMPLEMENTATION. THIS IS DISCLOSED TO CLIENTS BY MS. NEATHERY. THIS PRACTICE COULD GIVE MS. NEATHERY AN INCENTIVE TO RECOMMEND PRODUCTS BASED ON COMPENSATION RECEIVED, RATHER THAN ON CLIENTS NEED. HOWEVER MS. NEATHERY MUST, AS A REGISTERED REPRESENTATIVE OR AGENT, ACT IN A FIDUCIARY CAPACITY FOR HER CLIENTS AS WELL AS ACTING IN ACCORDANCE WITH ALL APPLICABLE FEDERAL AND STATE REGULATIONS.
- B. SARAH W. NEATHERY IS NOT ACTIVELY ENGAGED IN ANY BUSINESS OR OCCUPATION FOR COMPENSATION NOT DISCUSSED IN RESPONSE TO ITEM 4.A.

ITEM 5 – ADDITIONAL COMPENSATION

SARAH W. NEATHERY DOES NOT RECEIVE AN ECONOMIC BENEFIT FOR PROVIDING ADVISORY SERVICES FROM ANYONE WHO IS NOT A CLIENT.

ITEM 6 – SUPERVISION

AS A REGISTERED REPRESENTATIVE OF FAIA'S REGISTERED BROKER DEALER, CADARET, GRANT & CO., INC., MS. NEATHERY IS SUPERVISED BY CADARET, GRANT'S COMPLIANCE DEPARTMENT LOCATED AT: ONE LINCOLN CENTER, 5TH FLOOR, SYRACUSE, NY 13202, TELEPHONE 1-315-471-2191.

AS A REGISTERED REPRESENTATIVE OF FAIA, MS. NEATHERY MUST ACT IN ACCORDANCE WITH ALL APPLICABLE FEDERAL AND STATE REGULATIONS GOVERNING INVESTMENT ADVISORY PRACTICES AS WELL AS POLICIES AND PROCEDURES SET FORTH BY BOTH FAIA AND THE REGISTERED BROKER DEALER.

INVESTMENT ADVICE RENDERED BY MS. NEATHERY IS REVIEWED BY FAIA'S INVESTMENT COMMITTEE: KENNETH L. NEATHERY, JR., JAY G. FERGUSON, AND SARAH W. NEATHERY. THESE REPRESENTATIVES ARE LOCATED AT FAIA OFFICES: 107 S. FIRST STREET #203, CHARLOTTESVILLE, VA 22902-5085, TELEPHONE 1-434-293-7944.

SUPERVISORY REVIEW OF MS. NEATHERY'S DAILY BUSINESS ACTIVITIES IS PERFORMED BY FAIA'S PRESIDENT, KENNETH L. NEATHERY, JR., AND MS. NEATHERY AS CCO. BOTH ARE LOCATED AT FAIA'S LOCATION LISTED ABOVE.

ITEM 7 – REQUIREMENTS OF STATE-REGISTERED ADVISERS

A. SARAH W. NEATHERY

1. HAS NOT BEEN INVOLVED IN AN AWARD OR OTHERWISE FOUND LIABLE IN AN ARBITRATION CLAIM ALLEGING DAMAGES IN EXCESS OF \$2,500.
2. HAS NOT BEEN INVOLVED IN AN AWARD OR OTHERWISE FOUND LIABLE IN A CIVIL, SELF-REGULATORY ORGANIZATION, OR ADMINISTRATIVE PROCEEDING.

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