

# St. Germain Investment Management, Inc.

1500 Main St., Springfield, MA 01106

Phone: (413) 733-5111

[www.stgermaininvestments.com](http://www.stgermaininvestments.com)

**March 12, 2011**

This Brochure provides information about the qualifications and business practices of St. Germain Investment Management, Inc. If you have any questions about the contents of this Brochure, please contact us at 413-733-5111. The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

St. Germain Investment Management, Inc. is a registered investment adviser. Registration of an Investment Adviser does not imply any level of skill or training. The oral and written communications of an Adviser provide you with information about which you determine to hire or retain an Adviser.

Additional information about St. Germain Investment Management, Inc. also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **Item 2 – Material Changes**

On July 28, 2010, the United State Securities and Exchange Commission published “Amendments to Form ADV” which amends the disclosure document that we provide to clients as required by SEC Rules. This Brochure (current date on cover) is a new document prepared according to the SEC's new requirements and rules. As such, this Document is materially different in structure and requires certain new information that our previous brochure did not require.

In the future, this Item will discuss only specific material changes that are made to the Brochure and provide clients with a summary of such changes. The last update to this brochure was dated July 13, 2011.

In the past we have offered or delivered information about our qualifications and business practices to clients on at least an annual basis. Pursuant to new SEC Rules, we will ensure that you receive a summary of any material changes to this and subsequent Brochures within 120 days of the close of our business' fiscal year. We may further provide other ongoing disclosure information about material changes as necessary.

We will further provide you with a new Brochure as necessary based on changes or new information, at any time, without charge.

For 2011, a material change was the introduction of fee based managed mutual fund portfolios. These mutual fund "wrap" programs are offered in the following allocations: Aggressive, Moderate, Conservative, and Ultra-Conservative, depending on the client's needs and risk tolerance. The mutual fund wrap programs are subject to regular review and adjustment to meet the portfolios investment objectives.

Currently, our Brochure may be requested by contacting Patricia Faginski at 413-733-5111 or [info@stgermaininvestments.com](mailto:info@stgermaininvestments.com). Our Brochure is also available on our web site [www.stgermaininvestments.com](http://www.stgermaininvestments.com), also free of charge.

Additional information about St. Germain Investment Management, Inc. is also available via the SEC's web site [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The SEC's web site also provides information about any persons affiliated with St. Germain Investment Management, Inc. who are registered, or are required to be registered, as investment adviser representatives of St. Germain Investment Management, Inc.

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## Item 4 – Advisory Business

### INTRODUCTION

St. Germain Investment Management, Inc. is a Massachusetts corporation, and is registered with the United States Securities and Exchange Commission (SEC) as an investment adviser under the Investment Advisers Act of 1940. St. Germain Investment Management, Inc. is a wholly owned subsidiary of D.J. St. Germain Co., Inc. D.J. St. Germain Co., Inc. also has 100% ownership of an affiliated subsidiary, St. Germain Securities, Inc., which is registered as a Broker Dealer with FINRA and the MSRB. St. Germain Investment Management, Inc. was incorporated in August of 2010, and succeeded the IA business of D.J. St. Germain Co., Inc. , which was founded in 1924.

Direct Owners and Executive Officers of St. Germain Investment Management are as follows:

Ownership codes are:	NA - less than 5%	B - 10% but less than 25%	D - 50% but less than 75%
	A - 5% but less than 10%	C - 25% but less than 50%	E - 75% or more

FULL LEGAL NAME (Individuals: Last Name, First Name, Middle Name)	Title or Status	Date Title or Status Acquired MM/YYYY	Ownership Code	Control Person	CRD No. If None: S.S. No. and Date of Birth, IRS Tax No., or Employer ID No.
DJ ST GERMAIN CO., INC.	CORPORATE OWNER	08/2010	E	Y	04-2194178
MATTY, MICHAEL, ROBERT	Chief Compliance Officer, President, Director	08/2010	NA	Y	3258559
VALICKUS, PAUL, JOSEPH	Chief Strategist	08/2010	NA	Y	2612546
SUFFISH, TIMOTHY, WALLACE	Director	08/2010	NA	N	2856029
SCHUCK, JASON, MAXWELL	Treasurer	08/2010	NA	Y	2863733

Indirect Owners are:

FULL LEGAL NAME (Individuals: Last Name, First Name, Middle Name)	Entity in Which Interest is Owned	Status	Date Status Acquired MM/YYYY	Ownership Code	Control Person	CRD No. If None: S.S. No. and Date of Birth, IRS Tax No. or Employer ID No.
MATTY, MICHAEL, ROBERT	DJ ST. GERMAIN CO., INC.	President	11/2008	C	Y	3258559
VALICKUS, PAUL, JOSEPH	DJ ST. GERMAIN CO., INC.	Chief Strategist	11/2008	C	Y	2612546

Assets under management (as of December 31, 2011) are as follows:

	U.S. Dollar Amount	Total Number of Accounts
Discretionary:	(a) \$ 790449729.76	(d) 5147
Non-Discretionary:	(b) \$ 28665557.68	(e) 227
Total:	(c) \$ 819115287.44	(f) 5374

This Form ADV, Part II and narrative provides clients with information regarding St. Germain Investment Management, Inc. and its advisory services that should be considered before becoming a client of St. Germain Investment Management, Inc. . This narrative also provides information about the qualifications and business practices of St. Germain Investment Management, Inc. . The information in this narrative has not been approved or verified by the SEC or by any state securities authority.

Additional information about St. Germain Investment Management, Inc. is also available on the Internet at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov), by accessing Part 1 of St. Germain Investment Management, Inc.'s Form ADV. You can search this site by a unique identifying number, known as a CRD number. The CRD number for St. Germain Investment Management, Inc. is 155186.

## INVESTMENT MANAGEMENT SERVICES

St. Germain Investment Management, Inc. provides discretionary investment management (portfolio management) services for individuals, businesses, and institutional clients, as well as financial planning services.

### Investment Management

Investment management services are based on each client's individual goals and circumstances. Through personal discussions in which goals and objectives based on a client's particular circumstances and any restrictions are established, St. Germain Investment Management, Inc.

develops a client's personal investment approach, and determines with the client an appropriate investment and risk tolerance strategy. The strategies include: 1) Core Discretionary; 2) Conservative; 3) Equity Income; 4) Fixed Income; and 5) Aggressive strategies. The types of investments include exchange listed and OTC equity securities, mutual fund shares, variable annuities, corporate debt, municipal and US government securities. Generally, all of St. Germain Investment Management, Inc.'s investment recommendations are based on long-term investment strategies designed to achieve client goals. St. Germain Investment Management, Inc. may manage portions of client portfolios as appropriate. See Item 3 of Form ADV, Part II. All portfolios are individually managed for each client, however, based on individual considerations such as liquidity requirements, cash flow and risk tolerance.

St. Germain Investment Management, Inc. manages investment portfolios on a discretionary basis.

#### Financial Planning:

Through personal discussions in which goals and objectives based on a client's particular circumstances are established, St. Germain Investment Management, Inc. may develop a customized financial plan for clients in addition to managing their customized portfolio.

St. Germain Investment Management, Inc. may provide additional general business and securities consulting services to clients as part of its financial planning services. These services may include, but are not limited to, advice on business planning, business successions and mergers, insurance needs, coordination of the structures of business plans and companies, meetings with client lawyers to assist with estate planning and accountants to assist with tax planning.

Fees for this analysis are typically covered by our management fees. We reserve the right to charge separately for such services as conditions may warrant.

#### Mutual Fund Wrap Programs:

For those clients who indicate the need and desire to participate in a managed mutual fund portfolio, St Germain Investment Management, Inc. offers different allocation models comprised of highly rated mutual funds. Fund allocation models are available to match clients of varying risk tolerances from Ultra-Conservative to Aggressive. Funds are selected based on Morningstar ratings and have been allocated according to modern portfolio design criteria to give the client a return tailored to their risk profile. For those smaller accounts of less than \$25k to be targeted to the managed programs, there are several less diversified options designed for Aggressive, Moderate, and Conservative investors. All portfolios are professionally managed, will be reallocated and adjusted according to their performance, and are subject to wrap fees as detailed in Item 5.

## Item 5- Fees and Compensation

St. Germain Investment Management, Inc.'s fees are exclusive of brokerage commissions, transaction fees, and other related costs and expenses which shall be incurred by the client. Clients may incur certain charges imposed by custodians, brokers, third party investment and other third parties such as fees charged by managers, custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Mutual funds and exchange traded funds also charge internal management fees, which are disclosed in a fund's prospectus. Such charges, fees and commissions are exclusive of and in addition to St. Germain Investment Management, Inc.'s fee.

### FEES

The annual fee for Investment Services will be charged as a percentage of total client assets under management, billed quarterly in arrears. The basic fee schedule for accounts is as follows:

Total Assets under Advisement	Annual Fee (%)
Up to \$ 1 million	1.25%
Next \$4 million	1.00%
Over \$ 5 million	.75%

In addition, we typically charge 1.25% for equity income accounts, and up to .5% for individual bond fixed income accounts.

St. Germain Investment Management, Inc. will quote an exact percentage to each client based on both the nature and total dollar value of that account. Fees may vary among clients based on individual circumstances. A minimum quarterly management fee of \$25 applies.

Generally, St. Germain Investment Management, Inc. deducts its management fee directly from client accounts. In some cases, clients may be directly invoiced depending upon their needs and the result of individual negotiations with St Germain Investment Management, Inc. Billing is in arrears, on a quarterly basis, based on the average daily account balance at the close of the calendar month for which the fee is applicable and the preceding calendar months (market value or fair market value in the absence of market value) utilizing proprietary software. Clients are not required to pay any fees in advance. Family and related accounts are aggregated for billing purposes to benefit from an aggregated fee rate. New accounts will be charged pro rata for the time they are here. The fee for terminated accounts will be pro rata for the time they remained with St Germain Investment Management, Inc.

St. Germain Investment Management, Inc. does not charge performance-based fees.

### Other Fees and Separate Mutual Fund Fees

All fees paid to St. Germain Investment Management, Inc. for investment advisory services are separate and distinct from the fees and expenses charged by mutual funds to their shareholders. St. Germain Investment Management, Inc. may utilize exchange traded closed-end funds as well as funds for cash sweeps. In addition, exchange traded funds may have separate fees in addition to the St. Germain Investment Management, Inc. management fee. If St. Germain Securities, Inc. is indicated as the broker of record on a fund, they may receive 12b-1 fees. If St. Germain Investment Management, Inc. or one of its registered personnel receive 12b-1 fees, those funds are restored to the clients' accounts. Client's always have the option of free choice as to where to purchase recommended investment products. St. Germain Investment Management does not reduce its advisory fees to offset the commissions or markups of its broker/dealer, St. Germain Securities, Inc. Please refer to section 12 of this brochure for a discussion of the fees and transactions costs associated with St. Germain Securities, Inc.

At the customer's instruction, St. Germain Investment Management, Inc. can custody securities they own which will be held in their account and not traded (except on specific instruction from the clients), and in those situations, St. Germain Investment Management, Inc. will receive custodial fees ranging from 0 to 20 basis points, depending on total client assets.

Mutual Fund Managed portfolios are subject to an annual 1.00% wrap fee.

## **GENERAL INFORMATION ON FEES:**

In certain circumstances, all fees may be negotiable. Clients should note that similar advisory services may (or may not) be available from other registered investment advisers for similar or lower fees. St. Germain Investment Management, Inc. will establish fee relationships with each client at the start of the advisory relationship.

## **Item 6 – Performance-Based Fees and Side-By-Side Management**

St. Germain Investment Management, Inc. does not charge any performance-based fees (fees based on a share of capital gains on or capital appreciation of the assets of a client).

## **Item 7 – Types of Clients**

St. Germain Investment Management, Inc. provides portfolio management services to individuals (other than high net worth individuals), high net worth individuals, pension and profit sharing plans (other than plan participants), charitable organizations, and corporations or other businesses. As a General rule, St. Germain Investment Management, Inc. will open accounts with assets over \$25k. The account minimum is negotiable



depending on other factors such as other assets under management, accounts that can be linked, or potential future investment.

#### **Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss**

St. Germain Investment Management, Inc. may offer investment advice on any investments held by a client at the start of the advisory relationship. St. Germain Investment Management, Inc. emphasizes the identification of an appropriate risk tolerance and asset allocation. St. Germain Investment Management, Inc.'s investment management strategies do not attempt to manage short-term market fluctuations and emphasize a buy and hold approach. Clients may be placed in a variety of asset allocation strategies based upon individual financial circumstances and risk tolerances. The asset allocations may include stocks, bonds, mutual funds, or ETFs (exchange traded funds: are a bundle of securities that are traded on one of the stock exchanges). Each asset class contains inherent risk. For stocks and bonds, individual security values may fluctuate based upon the overall economy, market conditions, investor confidence, and specific corporate events. Mutual funds and ETF's may contain similar risks as stocks and bonds, but may also subject to risks specific to the fund management company or custodian.

Our methods of security analysis include both fundamental, and technical analysis.

Investing in securities involves risk of loss that clients should be prepared to bear.

#### **Item 9 – Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of St. Germain Investment Management, Inc. or the integrity of St. Germain Investment Management, Inc.'s management.

##### **LEGAL/DISCIPLINARY EVENTS:**

1. Regulatory Action initiated by:

☐ SEC ☐ Other Federal ☒ State ☐ SRO ☐ Foreign

(Full name of regulator, *foreign financial regulatory authority*, federal, state, or *SRO*)

STATE OF NEW HAMPSHIRE, BUREAU OF SECURITIES REGULATION

2. Principal Sanction:

Civil and Administrative Penalt(ies) /Fine(s)

Other Sanctions:

3. Date Initiated (MM/DD/YYYY):

03/10/2004 ☒ Exact ☐ Explanation

If not exact, provide explanation:

4. Docket/Case Number:

INV04-014

5. Control Affiliate Employing Firm when activity occurred which led to the regulatory action (if applicable):

6. Principal Product Type:

Equity Listed (Common & Preferred Stock)

Other Product Types:

7. Describe the allegations related to this regulatory action. (The information must fit within the space provided.)

ST. GERMAIN CO. FAILED TO NOTICE FILE AND PAY PROPER REGISTRATION FEES TO THE STATE OF NEW HAMPSHIRE.

8. Current status ? ☐ Pending ☐ On Appeal ☒ Final

9. If on appeal, regulatory action appealed to: (SEC, SRO, Federal or State Court) and Date Appeal Filed:

**If Final or On Appeal, complete all items below. For Pending Actions, complete Item 13 only.**

10. How was matter resolved:

Settled

11. Resolution Date (MM/DD/YYYY):

04/22/2004 ☒ Exact ☐ Explanation

If not exact, provide explanation:

12. Resolution Detail:

A. Were any of the following Sanctions Ordered? (Check all appropriate items):

☒ Monetary/Fine

Amount: \$ 2,000.00

☐ Revocation/Expulsion/Denial

☐ Disgorgement/Restitution

☐ Censure

☐ Cease and Desist/Injunction

☐ Bar

☐ Suspension

B. Other Sanctions Ordered:

C. Sanction detail: if suspended, enjoined or barred, provide duration including start date and capacities affected (General Securities Principal, Financial Operations Principal, etc.). If requalification by exam/retraining was a condition of the sanction, provide length of time given to requalify/retrain, type of exam required and whether condition has been satisfied. If disposition resulted in a fine, penalty, restitution, disgorgement or monetary compensation, provide total amount, portion levied against applicant or control affiliate, date paid and if any portion of penalty was waived:

FINE OF \$2000 IMPOSED, PAID ON 4/22/2004.

13. Provide a brief summary of details related to the action status and (or) disposition and include relevant terms, conditions and dates. (The information must fit within the space provided.)  
UPON UPDATING NOTICE FILING IN VARIOUS STATES, ST. GERMAIN NOTICED THAT IT HAD INADVERTANTLY DROPPED RENEWALS IN THE STATE OF NEW HAMPSHIRE. AFTER NOTIFICATION FROM THE STATE, PRIOR FEES AND A SMALL FINE WERE PAID.

1. Regulatory Action initiated by:

☐ SEC ☐ Other Federal ☒ State ☐ SRO ☐ Foreign

(Full name of regulator, foreign financial regulatory authority, federal, state, or SRO)

STATE OF ILLINOIS SECRETARY OF STATE

2. Principal Sanction:  
Civil and Administrative Penalt(ies) /Fine(s)  
Other Sanctions:

3. Date Initiated (MM/DD/YYYY):  
04/09/2010 ☒ Exact ☐ Explanation  
  
If not exact, provide explanation:

4. Docket/Case Number:  
1000102

5. Control Affiliate Employing Firm when activity occurred which led to the regulatory action (if applicable):

6. Principal Product Type:  
No Product  
Other Product Types:

7. Describe the allegations related to this regulatory action. (The information must fit within the space provided.)  
  
ST. GERMAIN FAILED TO FILE A "DESIGNATED PRINCIPAL FORM DPF" WITH THE STATE BY DECEMBER 31, AS REQUIRED BY ILLINOIS STATUTES.

8. Current status ? ☐ Pending ☐ On Appeal ☒ Final

9. If on appeal, regulatory action appealed to: (SEC, SRO, Federal or State Court) and Date Appeal Filed:

**If Final or On Appeal, complete all items below. For Pending Actions, complete Item 13 only.**

10. How was matter resolved:  
Order

11. Resolution Date (MM/DD/YYYY):

06/03/2010 ☒ Exact ☐ Explanation

If not exact, provide explanation:

12. Resolution Detail:

A. Were any of the following Sanctions Ordered? (Check all appropriate items):

☒ Monetary/Fine

Amount: \$ 250.00

☐ Revocation/Expulsion/Denial

☐ Disgorgement/Restitution

☐ Censure

☐ Cease and Desist/Injunction

☐ Bar

☐ Suspension

B. Other Sanctions Ordered:

C. Sanction detail: if suspended, enjoined or barred, provide duration including start date and capacities affected (General Securities Principal, Financial Operations Principal, etc.). If requalification by exam/retraining was a condition of the sanction, provide length of time given to requalify/retrain, type of exam required and whether condition has been satisfied. If disposition resulted in a fine, penalty, restitution, disgorgement or monetary compensation, provide total amount, portion levied against applicant or control affiliate, date paid and if any portion of penalty was waived:

\$250 FINE ACCEPTED BY ILLINOIS JUNE 3, 2010

13. Provide a brief summary of details related to the action status and (or) disposition and include relevant terms, conditions and dates. (The information must fit within the space provided.)

\$250 FINE ACCEPTED BY ILLINOIS JUNE 3, 2010

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## PART II

1. Regulatory Action initiated by:

☒ SEC ☒ Other Federal ☐ State ☒ SRO ☐ Foreign

FINRA/MSRB

2. Principal Sanction:

Civil and Administrative Penalt(ies) /Fine(s) ▼

Other Sanctions:

TEMPORARY RESTRICTION ON MUNICIPAL SECURITIES TRADING UNTIL FULL  
PROPER REGISTRATION WAS ACCEPTED, AS WELL AS CENSURE.

3. Date Initiated (MM/DD/YYYY):

08/14/2007 ☒ Exact ☐ Explanation

4. Docket/Case Number:

2007007176601

5. Advisory Affiliate Employing Firm when activity occurred which led to the  
regulatory action (if applicable):

6. Principal Product Type:

Debt - Municipal ▼

Other Product Types:

DEBT CORPORATE

7. Describe the allegations related to this regulatory action (your response must  
fit within the space provided):

FIRM FAILED TO REPORT CORPORATE SECURITIES TRANSACTIONS TO THE TRACE  
ELECTRONIC SYSTEM. IN ADDITION, FIRM FAILED TO SUBMIT MUNICIPAL  
SECURITIES TRADES TO MSRB SYSTEM. FIRM WAS ALSO CITED FOR FAILING TO  
MAINTAIN PROPER SUPERVISORY PROCEDURES RELATED TO TRACE AND MSRB  
REPORTING.

8. Current status? ☐ Pending ☐ On Appeal ☒ Final

9. If on appeal, regulatory action appealed to (SEC, SRO, Federal or State Court) and Date Appeal Filed:

		▲
		■
		▼
◀		▶

10. How was matter resolved:

Acceptance, Waiver & Consent(AWC) ▼

11. Resolution Date (MM/DD/YYYY):

04/25/2008 ☒ Exact ☐ Explanation

12. Resolution Detail:

A. Were any of the following Sanctions Ordered (check all appropriate items)?

☒ Monetary/Fine Amount:\$ 75000

☐ Revocation/Expulsion/Denial ☐ Disgorgement/Restitution

☒ Censure ☐ Cease and Desist/Injunction

☐ Bar ☐ Suspension

B. Other Sanctions Ordered:

Sanction detail: if suspended, enjoined or barred, provide duration including start date and capacities affected (General Securities Principal, Financial Operations Principal, etc.). If requalification by exam/retraining was a condition of the sanction, provide length of time given to requalify/retrain, type of exam required and whether condition has been satisfied. If disposition resulted in a fine, penalty, restitution, disgorgement or monetary compensation, provide total amount, portion levied against you or an advisory affiliate, date paid and if any portion of penalty was waived:

TOTAL AMOUNT OF PENALTY STATED ABOVE.  
TO BE PAID UPON RECEIPT  
OF INVOICE FROM FINRA FINANCE DEPARTMENT.



13. Provide a brief summary of details related to the action status and (or) disposition and include relevant terms, conditions and dates (your response must fit within the space provided).

FINE PAID UPON RECEIPT OF INVOICE.

1. Regulatory Action initiated by:

☐ SEC ☐ Other Federal ☐ State ☒ SRO ☐ Foreign

(Full name of regulator, foreign financial regulatory authority, federal, state, or SRO)

FINRA

2. Principal Sanction:

Civil and Administrative Penalt(ies) /Fine(s)

3. Date Initiated (MM/DD/YYYY):

07/10/2006 ☒ Exact ☐ Explanation

4. Docket/Case Number:

2007010604201

5. Advisory Affiliate Employing Firm when activity occurred which led to the regulatory action (if applicable):

6. Principal Product Type:

Equity - OTC

7. Describe the allegations related to this regulatory action (your response must fit within the space provided):

FINRA RULES 2010,7450,NASD RULES 2110,3010,  
6955(A)- ST. GERMAIN SECURITIES, INC FAILED TO  
TRANSMIT ALL OF IT'S ORDERS TO THE ORDER  
AUDIT TRAIL SYSTEM(OATS) THAT IT WAS REQUIRED  
TO TRANSMIT DURING A PARTICULAR PERIOD.  
THE FIRM'S SUPERVISORY SYSTEM DID NOT PROVIDE FOR SUPERVISION REASONABLY DESIGNED TO ACHIEVE  
COMPLIANCE WITH APPLICABLE SECURITY LAWS, REGULATIONS AND NASD RULES CONCERNING OATS  
REPORTING.

8. Current status? ☐ Pending ☐ On Appeal ☒ Final

9. If on appeal, regulatory action appealed to (SEC, SRO, Federal or State Court) and Date Appeal Filed:

10. How was matter resolved:

Acceptance, Waiver & Consent(AWC) ▼

11. Resolution Date (MM/DD/YYYY):

03/14/2011 ☒ Exact ☐ Explanation

12. Resolution Detail:

A. Were any of the following Sanctions Ordered (check all appropriate items)?

☒ Monetary/Fine Amount: \$ 27500

☐ Revocation/Expulsion/Denial

☐ Disgorgement/Restitution

☒ Censure

☐ Cease and Desist/Injunction

☐ Bar

☐ Suspension

B. Other Sanctions Ordered:

UNDERTAKEN.

Sanction detail:

WITHOUT ADMITTING OR DENYING THE FINDINGS, THE FIRM CONSENTED TO THE DESCRIBED SANCTIONS AND TO THE ENTRY OF THE FINDINGS; THEREFORE, THE FIRM IS CENSURED, FINED \$27,500, AND REQUIRED TO REVISE ITS WRITTEN SUPERVISORY PROCEDURES REGARDING OATS REPORTING WITHIN 30 BUSINESS DAYS OF ACCEPTANCE OF THIS AWC.

13. Provide a brief summary of details related to the action status and (or) disposition and include relevant terms, conditions and dates (your response must fit within the space provided).

PURSUANT TO A FINRA AWC, THE ABOVE FINE HAS BEEN PAID. SINCE THE TIME OF THE ACTION, WE HAVE BECOME AN INTRODUCING BROKER WITH OUR CLEARING FIRM RESPONSIBLE FOR OATS REPORTING.

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## Item 10 – Other Financial Industry Activities and Affiliations

St. Germain Investment Management, Inc. is a wholly owned subsidiary of D.J. St. Germain Co., Inc. D.J. St. Germain Co., Inc. is also the parent of a wholly owned brokerage subsidiary, St. Germain Securities, Inc. All trades of St. Germain Investment Management, Inc. are placed through our brokerage affiliate, St. Germain Securities, Inc. Such relationship may create a conflict of interest in the sense that excess trading made by the investment advisor may serve to generate fees for the broker dealer. We minimize this potential for conflict as our typical trading turnover is fairly low. Although mutual funds and ETFs are offered, any relationship with the fund management companies is not relevant.

In addition, certain investment advisor employees of St. Germain Investment Management, Inc. are also registered as registered representatives of the broker dealer St. Germain Securities, Inc.

## **Item 11 – Code of Ethics, Participation or Interest in Client Transactions and Personal Trading**

St. Germain Investment Management, Inc. has adopted a Code of Ethics expressing the firm's commitment to ethical conduct. St. Germain Investment Management, Inc.'s Code of Ethics describes the firm's fiduciary duties and responsibilities to clients, and sets forth St. Germain Investment Management, Inc.'s practice of supervising the personal securities transactions of supervised persons with access to client information. Individuals associated with St. Germain Investment Management, Inc. may buy or sell securities for their personal accounts identical to or different than those recommended to clients, including being traded in identical strategies as clients within the firm's account, and be included in block trading for allocation pro-rata at an average price. It is St. Germain Investment Management, Inc.'s philosophy that because the firm and its employees trade in identical securities, included in block trades at the same price, that conflicts are avoided and clients are treated fairly. It is the expressed policy of St. Germain Investment Management, Inc. that no person employed by St. Germain Investment Management, Inc. shall prefer his or her own interest to that of an advisory client or make personal investment decisions based on the investment decisions of advisory clients. The overriding principal is fairness to the client. All supervised persons at St. Germain Investment Management must acknowledge the terms of the Code of Ethics annually, or as amended.

To supervise compliance with its Code of Ethics, St. Germain Investment Management, Inc. requires that anyone associated with this advisory practice with access to advisory recommendations provide annual securities holdings reports and (minimally) quarterly transaction reports to the firm's Chief Compliance Officer. St. Germain Investment Management, Inc. prohibits such access persons from investing in any IPO's, and requires approval from the Chief Compliance Officer prior to participation in private placements (limited offerings).

St. Germain Investment Management, Inc.'s Code of Ethics further includes the firm's policies prohibiting the use of material non-public information, governing the receipt of gifts and the protection of confidential client information. St. Germain Investment Management, Inc. requires that all individuals must act in accordance with all applicable Federal and State regulations governing registered investment advisory practices. Any individual not in observance of the above may be subject to discipline.

Certain affiliated accounts may trade in the same securities with client accounts on an aggregated basis when consistent with St. Germain Investment Management, Inc.'s obligation of best execution. In such circumstances, the affiliated and client accounts will share commission costs equally and receive securities at a total average price.

St. Germain Investment Management, Inc. will provide a complete copy of its written Code of Ethics to any client upon request to St. Germain Investment Management, Inc.'s CCO at the main office address.

## **Item 12 – Brokerage Practices**

### **PARTICIPATION IN CLIENT TRANSACTIONS**

As principal ourselves and/or an affiliated firm may occasionally buy or sell securities directly from clients. This is done on an infrequent basis and is typically done as a convenience to clients (i.e. purchasing an illiquid security from a client where no market is made). In addition, the firm and/or affiliates may participate in the purchase or sale of securities for its own account that it also trades for clients. Clients are required by St Germain Investment Management to direct the executed trades through St Germain Securities. This is our business practice and may not be the practice for other advisory firms. St Germain Investment Management clients are not allowed to direct brokerage, and although we try to contain costs, directing brokerage may result in higher fees.

### **ALLOCATION**

St. Germain Investment Management, Inc. will execute block trades where possible and when advantageous to clients. This blocking of trades permits the trading of aggregate blocks of securities composed of assets from multiple clients accounts, including the firm's proprietary and employee accounts, so long as transaction costs are shared equally and on a pro-rated basis between all accounts included in any such block. Block trading allows St. Germain Investment Management, Inc. to execute equity trades in a timelier, equitable manner and to reduce overall commission charges to clients.

After purchase or sale decisions have been made for individual securities, the trade may be aggregated for accounts with similar investment objectives. It is SGIM's belief that such aggregation helps clients to obtain best execution for their trades.

### **SECURITIES BROKERAGE COMMISSIONS**

All accounts utilize our affiliate, St. Germain Securities, as a broker dealer, which charges a commission (typically \$.06/share on equities, no markup on bonds) for these services. In addition, as an introducing broker dealer through Pershing LLC, St. Germain Securities, Inc. will pass through ticket charges and other fees as they may be applicable, according to the fee schedule supplied to clients. Some of these items may include a markup to St. Germain Securities.

### **SOFT DOLLAR RELATIONSHIPS**

Neither St Germain Investment Management Inc nor St Germain Securities participate in any "soft dollar" relationships.

## **Item 13 – Review of Accounts**

### **REGULAR REVIEWS OF CLIENT ACCOUNTS AND REPORTING**

Investment decisions are made by the Investment Policy Committee (Committee members and educational/business background is listed below). St. Germain Investment Management, Inc.'s investment personnel operate as a team without individual account assignments. Accounts are continuously monitored based upon changes in market conditions, individual security fluctuations, and client cash additions/withdrawals (among other factors). Pershing LLC will provide clients with monthly reports, detailing holdings, market value and cost basis. A confirmation is mailed by Pershing LLC to the client within 3 business days regarding any change in security holdings.

As a best practice, St Germain Investment Management encourages all clients to schedule an annual review with their representative to address changing needs and/or material life changes. Tax clients receive annual reviews for tax losses, etc.

### **EDUCATION AND BUSINESS BACKGROUND**

Name: Paul Joseph Valickus, Chief Strategist

Year of Birth: 1957

Formal Education after High School:

College of the Holy Cross, BA

New York University, MBA

Business Background: General Reinsurance - Managing Director 6/84-3/95

Joined St. Germain in 1995.

Name: Michael Robert Matty, President, CCO

Year of Birth: 1963

Formal Education after High School:

Pennsylvania State University, BA Economics 1985

Pennsylvania State University, MA Economics 1986

Business Background: Phoenix Mutual - Portfolio Manager 12/86-8/95

Capital Reflections - Principal 11/95-6/99

Joined St. Germain in 1999

Name: Timothy Wallace Suffish, Senior Vice President—Head of Equities

Year of Birth: 1971

Formal Education after High School: College of the Holy Cross, BA

Northeastern University, MBA

Northeastern University, MA in accounting

Business Background: Price Waterhouse - auditor 6/94-1/97

First Variable Life - Ass't Treasurer 1/97-9/98

Fidelity Investments - Investment Consultant 9/98-1/01

Bank North, Vice President 1/01-04

Joined St. Germain in 2004

Name: Louis Bartenstein, Vice President—Head of Fixed Income  
Year of Birth: 1946  
Formal Education after High School: Boston college, BA  
University of Rochester, MBA  
Business Background: Equitable Life Assurance - AVP 1973-2002  
General Reinsurance - VP 1984-2002

#### **Item 14 – Client Referrals and Other Compensation**

##### **ADDITIONAL COMPENSATION**

In some cases outside advisors, i.e. MassMutual Financial Group or Charter Oak Insurance and Financial Services Co., may recommend St. Germain Investment Management, Inc. to clients and receive compensation from St. Germain Investment Management, Inc. for this referral. Any client entering into such a relationship will receive an Advisory Disclosure Statement from the referring party outlining fees. Several of St Germain Investment Management’s representatives hold Brokers contracts with MassMutual and are able to offer traditional Life, Disability Income, and Annuity products through that carrier and receive corresponding compensation.

#### **Item 15 – Custody**

Clients should receive at least quarterly statements from the qualified custodian (currently Pershing LLC) that holds and maintains client’s investment assets. St. Germain Investment Management, Inc. urges you to carefully review such statements.

#### **Item 16 – Investment Discretion**

St. Germain Investment Management, Inc. usually receives discretionary authority from the client at the outset of an advisory relationship to select the identity and amount of securities to be bought or sold. In all cases, however, such discretion is to be exercised in a manner consistent with the stated investment objectives for the particular client account.

When selecting securities and determining amounts, St. Germain Investment Management, Inc. observes the investment policies, limitations and restrictions of the clients for which it advises.

Investment restrictions must be provided to St. Germain Investment Management, Inc. in writing.

## **BROKERAGE DISCRETION**

The adviser has an affiliate registered as a general securities Broker-Dealer, member FINRA and SIPC. All trades are placed through our BD, St. Germain Securities, Inc., to Pershing LLC.

St. Germain Securities, Inc. typically charges \$.06/share for these BD services. There are generally no agency cross or principal transactions. Trade confirmations and account statements are provided by Pershing LLC.

### **Item 17 – Voting *Client* Securities**

#### **PROXIES:**

As a matter of policy and as a fiduciary to its clients, St. Germain Investment Management, Inc. votes proxies on behalf of clients consistent with the best economic interests of the clients. Clients do not, by policy or agreement, direct St Germain Investment Management's vote. Proxies or other solicitations are received directly by St. Germain Investment Management Inc., who will generally vote in favor of routine corporate proposals. St. Germain Investment Management, Inc. has written policies regarding proxy voting. Clients may request information regarding how particular proxies were voted and may request a copy of these procedures by contacting, in writing, St. Germain Investment Management, Inc., Attention Tim Suffish. Note: any client concern as to how their proxy was voted can be addressed by contacting Tim.

### **Item 18 – Financial Information**

Registered investment advisers are required in this Item to provide you with certain financial information or disclosures about St. Germain Investment Management, Inc.'s financial condition. St. Germain Investment Management, Inc. has no financial commitment that impairs its ability to meet contractual and fiduciary commitments to clients, and has not been the subject of a bankruptcy proceeding.



**Item 1 – Cover Page**

Michael R. Matty

St. Germain Investment Management, Inc.

1500 Main St., Springfield MA 01115

(413) 733-5111

March 12, 2011

**This Brochure Supplement provides information about Michael R. Matty that supplements the St. Germain Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Patricia Faginski at St. Germain Investment Management, Inc. if you did not receive St. Germain Investment Management, Inc.’s Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Michael R. Matty is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Item 2- Educational Background and Business Experience**

Name: Michael Robert Matty, President

Year of Birth: 1963

Formal Education after High School:

Pennsylvania State University, BA Economics 1985

Pennsylvania State University, MA Economics 1986

Business Background: Phoenix Mutual - Portfolio Manager 12/86-8/95

Capital Reflections - Principal 11/95-6/99

Joined St. Germain in 1999

Professional Designations: CFA, CFP

Qualification requirements for Designations (note: The SEC and/or FINRA does NOT approve or endorse any professional designation):

<b>CFA - Chartered Financial Analyst</b>	
Designation	Chartered Financial Analyst
Designation Status	Currently offered and recognized by the issuing organization
Acronym	CFA
Issuing Organization	<a href="#">CFA Institute</a>
Prerequisites/Experience Required	<p>Candidate must meet <u>one</u> of the following requirements:</p> <ul style="list-style-type: none"> <li>• Undergraduate degree and four years of professional experience involving investment decision-making, or</li> <li>• Four years qualified work experience (full time, but not necessarily investment related)</li> </ul>
Educational Requirements	<a href="#">Self-study program</a> (250 hours of study for each of the three levels)
Examination Type	Three course exams
Continuing Education/Experience Requirements	None
Investor Complaint Process	Online at <a href="#">Professional Conduct Program</a>
Public Disciplinary Process	Online at <a href="#">Sanctions and Statistics</a>

CFP - Certified Financial Planner	
Designation	Certified Financial Planner
Designation Status	Currently offered and recognized by the issuing organization
Acronym	CFP
Issuing Organization	<a href="#">Certified Financial Planner Board of Standards, Inc.</a>
Prerequisites/Experience Required	<p>Candidate must meet the following requirements:</p> <ul style="list-style-type: none"> <li>• A bachelor's degree (or higher) from an accredited college or university, and</li> <li>• 3 years of full-time personal financial planning experience</li> </ul>
Educational Requirements	<p>Candidate must complete a <a href="#">CFP-board registered program</a>, or hold <u>one</u> of the following:</p> <ul style="list-style-type: none"> <li>• CPA</li> <li>• ChFC</li> <li>• Chartered Life Underwriter (CLU)</li> <li>• CFA</li> <li>• Ph.D. in business or economics</li> <li>• Doctor of Business Administration</li> <li>• Attorney's License</li> </ul>
Examination Type	CFP Certification Examination
Continuing Education/Experience Requirements	30 hours every 2-years
Investor Complaint Process	Online at <a href="#">Submit a Complaint</a>
Public Disciplinary Process	Online at <a href="#">Public Disciplinary Actions</a>
Check Professional's Status Online	Online at <a href="#">Search for a Certified Financial Planner Professional</a>
Accredited By	<a href="#">National Commission for Certifying Agencies (NCCA)</a>

### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item for Michael R. Matty.

### **Item 4- Other Business Activities**

Michael R. Matty is also employed by St. Germain Investment Management, Inc.'s parent company D.J. St. Germain Co., Inc., its wholly owned Broker Dealer subsidiary, St. Germain Securities, Inc., and its non-investment related subsidiary, First Springfield Trust. In all cases, he is employed as President. The only area which may represent a potential conflict of interest is the routing of IA orders through the BD subsidiary. Conflict is mitigated by the relatively low turnover strategy employed by the investment strategies of the IA.

### **Item 5- Additional Compensation**

In addition to regular salary, all St. Germain Investment Management, Inc. employees are eligible to receive a discretionary bonus from management. No commissions are paid, nor is any portion of the bonus based directly on number of new accounts, amount of sales, etc. In general, bonus amounts are based on overall corporate results, and are 100% at the discretion of management.

### **Item 6 - Supervision**

Investment advice given to clients is monitored in a variety of ways, including, but not limited to:

- supervisory personnel sitting in on client meetings
- review of client materials prior to opening accounts
- ongoing conversations with clients by supervising personnel
- weekly sales meetings, attended by supervisory personnel
- all client trades submitted through supervisory personnel
- ongoing internal discussions regarding any potential client issues

All St. Germain Investment Management, Inc., personnel are supervised jointly by: Paul J. Valickus, Chief Strategist; Michael R. Matty, President; or Timothy W. Suffish, Head of Equities. They can be reached at 413-733-5111.

**Item 1-COVER PAGE**

Paul J. Valickus

St. Germain Investment Management, Inc.

1500 Main St., Springfield MA 01115

(413) 733-5111

March 12, 2011

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**Additional information about Paul J. Valickus is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Item 2- Educational Background and Business Experience**

Name: Paul Joseph Valickus, Chief Strategist

Year of Birth: 1957

Formal Education after High School:

College of the Holy Cross, BA

New York University, MBA

Business Background: General Reinsurance - Managing Director 6/84-3/95

Joined St. Germain in 1995.

Professional Designations: CFA, CFP

Qualification requirements for Designations (note: The SEC and/or FINRA does NOT approve or endorse any professional designation):

<b>CFA - Chartered Financial Analyst</b>	
Designation	Chartered Financial Analyst
Designation Status	Currently offered and recognized by the issuing organization
Acronym	CFA
Issuing Organization	<a href="#">CFA Institute</a>
Prerequisites/Experience Required	<p>Candidate must meet <u>one</u> of the following requirements:</p> <ul style="list-style-type: none"> <li>• Undergraduate degree and four years of professional experience involving investment decision-making, or</li> <li>• Four years qualified work experience (full time, but not necessarily investment related)</li> </ul>
Educational Requirements	<a href="#">Self-study program</a> (250 hours of study for each of the three levels)
Examination Type	Three course exams
Continuing Education/Experience Requirements	None
Investor Complaint Process	Online at <a href="#">Professional Conduct Program</a>
Public Disciplinary Process	Online at <a href="#">Sanctions and Statistics</a>

<b>CFP - Certified Financial Planner</b>	
Designation	Certified Financial Planner
Designation Status	Currently offered and recognized by the issuing organization
Acronym	CFP

Issuing Organization	<a href="#">Certified Financial Planner Board of Standards, Inc.</a>
Prerequisites/Experience Required	<p>Candidate must meet the following requirements:</p> <ul style="list-style-type: none"> <li>• A bachelor's degree (or higher) from an accredited college or university, and</li> <li>• 3 years of full-time personal financial planning experience</li> </ul>
Educational Requirements	<p>Candidate must complete a <a href="#">CFP-board registered program</a>, or hold <u>one</u> of the following:</p> <ul style="list-style-type: none"> <li>• CPA</li> <li>• ChFC</li> <li>• Chartered Life Underwriter (CLU)</li> <li>• CFA</li> <li>• Ph.D. in business or economics</li> <li>• Doctor of Business Administration</li> <li>• Attorney's License</li> </ul>
Examination Type	CFP Certification Examination
Continuing Education/Experience Requirements	30 hours every 2-years
Investor Complaint Process	Online at <a href="#">Submit a Complaint</a>
Public Disciplinary Process	Online at <a href="#">Public Disciplinary Actions</a>
Check Professional's Status Online	Online at <a href="#">Search for a Certified Financial Planner Professional</a>
Accredited By	<a href="#">National Commission for Certifying Agencies (NCCA)</a>

### Item 3- Disciplinary Information

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item for Paul J. Valickus.

#### **Item 4- Other Business Activities**

Paul J. Valickus is also employed by St. Germain Investment Management, Inc.'s parent company D.J. St. Germain Co., Inc., its wholly owned Broker Dealer subsidiary, St. Germain Securities, Inc., and its non-investment related subsidiary, First Springfield Trust. In all cases, he is employed as Chairman. The only area which may represent a potential conflict of interest is the routing of IA orders through the BD subsidiary. Conflict is mitigated by the relatively low turnover strategy employed by the investment strategies of the IA.

#### **Item 5- Additional Compensation**

In addition to regular salary, all St. Germain Investment Management, Inc. employees are eligible to receive a discretionary bonus from management. No commissions are paid, nor is any portion of the bonus based directly on number of new accounts, amount of sales, etc. In general, bonus amounts are based on overall corporate results, and are 100% at the discretion of management.

#### **Item 6 - Supervision**

Investment advice given to clients is monitored in a variety of ways, including, but not limited to:

- supervisory personnel sitting in on client meetings
- review of client materials prior to opening accounts
- ongoing conversations with clients by supervising personnel
- weekly sales meetings, attended by supervisory personnel
- all client trades submitted through supervisory personnel
- ongoing internal discussions regarding any potential client issues

All St. Germain Investment Management, Inc., personnel are supervised jointly by: Michael R. Matty, President, Paul J. Valickus, Chief Strategist or Timothy W. Suffish, Head of Equities. They can be reached at 413-733-5111.



**Item 1- Cover Page**

**Timothy W. Suffish**

**St. Germain Investment Management, Inc.**

**1500 Main St., Springfield MA 01115**

**(413) 733-5111**

**March 12, 2011**

**This Brochure Supplement provides information about Timothy W. Suffish that supplements the St. Germain Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Patricia Faginski at St. Germain Investment Management, Inc. if you did not receive St. Germain Investment Management, Inc.'s Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Timothy W. Suffish is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Item 2- Educational Background and Business Experience**

Name: Timothy Wallace Suffish, Senior Vice President—Head of Equities

Year of Birth: 1971

Formal Education after High School: College of the Holy Cross, BA

Northeastern University, MBA

Northeastern University, MA in accounting

Business Background: Price Waterhouse - auditor 6/94-1/97

First Variable Life - Ass't Treasurer 1/97-9/98

Fidelity Investments - Investment Consultant 9/98-1/01

Bank North, Vice President 1/01-04

Joined St. Germain in 2004

Professional Designations: CFA

Qualification requirements for Designations (note: The SEC and/or FINRA does NOT approve or endorse any professional designation):

<b>CFA - Chartered Financial Analyst</b>	
Designation	Chartered Financial Analyst
Designation Status	Currently offered and recognized by the issuing organization
Acronym	CFA
Issuing Organization	<a href="#">CFA Institute</a>
Prerequisites/Experience Required	<p>Candidate must meet <u>one</u> of the following requirements:</p> <ul style="list-style-type: none"> <li>• Undergraduate degree and four years of professional experience involving investment decision-making, or</li> <li>• Four years qualified work experience (full time, but not necessarily investment related)</li> </ul>
Educational Requirements	<a href="#">Self-study program</a> (250 hours of study for each of the three levels)
Examination Type	Three course exams
Continuing Education/Experience Requirements	None
Investor Complaint Process	Online at <a href="#">Professional Conduct Program</a>
Public Disciplinary Process	Online at <a href="#">Sanctions and Statistics</a>

### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item for Timothy W. Suffish.

#### **Item 4- Other Business Activities**

Timothy W. Suffish is also employed by St. Germain Investment Management, Inc.'s parent company D.J. St. Germain Co., Inc., its wholly owned Broker Dealer subsidiary, St. Germain Securities, Inc., and its non-investment related subsidiary, First Springfield Trust. In all cases, he is employed as a Senior Vice-President and/or a Director. The only area which may represent a potential conflict of interest is the routing of IA orders through the BD subsidiary. Conflict is mitigated by the relatively low turnover strategy employed by the investment strategies of the IA.

#### **Item 5- Additional Compensation**

In addition to regular salary, all St. Germain Investment Management, Inc. employees are eligible to receive a discretionary bonus from management. No commissions are paid, nor is any portion of the bonus based directly on number of new accounts, amount of sales, etc. In general, bonus amounts are based on overall corporate results, and are 100% at the discretion of management.

#### **Item 6 - Supervision**

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- weekly sales meetings, attended by supervisory personnel
- all client trades submitted through supervisory personnel
- ongoing internal discussions regarding any potential client issues

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**Item 1- Cover Page**

Louis Bartenstein  
St. Germain Investment Management, Inc.  
1500 Main St., Springfield MA 01115

(413) 733-5111

March 12, 2011

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**Additional information about Louis Bartenstein is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Item 2- Educational Background and Business Experience**

Name: Louis Bartenstein, Vice President—Head of Fixed Income  
Year of Birth: 1946  
Formal Education after High School: Boston College, BA  
University of Rochester, MBA  
Business Background: Equitable Life Assurance - AVP 1973-2002  
General Reinsurance - VP 1984-2002  
Joined St. Germain in 2005

### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item for Louis Bartenstein.

### **Item 4- Other Business Activities**

Louis Bartenstein is also employed by St. Germain Investment Management, Inc.'s parent company D.J. St. Germain Co., Inc., its wholly owned Broker Dealer subsidiary, St. Germain Securities, Inc. Louis Bartenstein serves as Head of Fixed Income in all cases. The only area which may represent a potential conflict of interest is the routing of IA orders through the BD subsidiary. Conflict is mitigated by the relatively low turnover strategy employed by the investment strategies of the IA.

### **Item 5- Additional Compensation**

In addition to regular salary, all St. Germain Investment Management, Inc. employees are eligible to receive a discretionary bonus from management. No commissions are paid, nor is any portion of the bonus based directly on number of new accounts, amount of sales, etc. In general, bonus amounts are based on overall corporate results, and are 100% at the discretion of management.

### **Item 6 - Supervision**

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- review of client materials prior to opening accounts
- ongoing conversations with clients by supervising personnel
- weekly sales meetings, attended by supervisory personnel
- all client trades submitted through supervisory personnel
- ongoing internal discussions regarding any potential client issues

All St. Germain Investment Management, Inc., personnel are supervised jointly by: Paul J. Valickus, Chief Strategist; Michael R. Matty, President; or Timothy W. Suffish, Head of Equities. They can be reached at 413-733-5111.

**Item 1- Cover Page**

**Paul J. Marchese**  
**St. Germain Investment Management, Inc.**

1500 Main St., Springfield MA 01115

(413) 733-5111

**March 12, 2011**

**This Brochure Supplement provides information about Paul J. Marchese that supplements the St. Germain Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Patricia Faginski at St. Germain Investment Management, Inc. if you did not receive St. Germain Investment Management, Inc.'s Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Paul J. Marchese is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Item 2- Educational Background and Business Experience**

Name: Paul J. Marchese, Senior Vice President

Year of Birth: 1959

Formal Education after High School:

Georgetown University, BA Economics

Boston College, MBA

Business Background: Hartford National Bank & Trust 1981-1984

Bank of New England 1984-1989

Shawmut Bank 1989-1996

BankBoston/Fleet 1996-2002

Joined St. Germain in 2002

### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item for Paul J. Marchese.

### **Item 4- Other Business Activities**

Paul J. Marchese is also employed by St. Germain Investment Management, Inc.'s affiliated Broker Dealer subsidiary, St. Germain Securities, Inc, where he is a Registered Representative. The only area which may represent a potential conflict of interest is the routing of IA orders through the BD subsidiary. Conflict is mitigated by the relatively low turnover strategy employed by the investment strategies of the IA.

### **Item 5- Additional Compensation**

In addition to regular salary, all St. Germain Investment Management, Inc. employees are eligible to receive a discretionary bonus from management. No commissions are paid, nor is any portion of the bonus based directly on number of new accounts, amount of sales, etc. In general, bonus amounts are based on overall corporate results, and are 100% at the discretion of management.

### **Item 6 - Supervision**

Investment advice given to clients is monitored in a variety of ways, including, but not limited to:

- supervisory personnel sitting in on client meetings
- review of client materials prior to opening accounts
- ongoing conversations with clients by supervising personnel
- weekly sales meetings, attended by supervisory personnel
- all client trades submitted through supervisory personnel
- ongoing internal discussions regarding any potential client issues

All St. Germain Investment Management, Inc., personnel are supervised jointly by: Paul J. Valickus, Chief Strategist; Michael R. Matty, President; or Timothy W. Suffish, Head of Equities. They can be reached at 413-733-5111.

**Item 1- Cover Page**

Brendon C. Hutchins  
St. Germain Investment Management, Inc.  
1500 Main St., Springfield MA 01115

(413) 733-5111

March 12, 2011

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**Additional information about Brendon C. Hutchins is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Item 2- Educational Background and Business Experience**

Name: Brendon C. Hutchins, CFP®, Senior Vice President

Year of Birth: 1972

Formal Education after High School:

College of the Holy Cross, BS, English 1994

Business Background: Fidelity Investments 1994-2001

Fleet Bank 2001-2003

Joined St. Germain in 2003

Professional Designations: CFP

Qualification requirements for Designations (note: The SEC and/or FINRA does NOT approve or endorse any professional designation):



<b>CFP - Certified Financial Planner</b>	
Designation	Certified Financial Planner
Designation Status	Currently offered and recognized by the issuing organization
Acronym	CFP
Issuing Organization	<a href="#">Certified Financial Planner Board of Standards, Inc.</a>
Prerequisites/Experience Required	<p>Candidate must meet the following requirements:</p> <ul style="list-style-type: none"> <li>• A bachelor's degree (or higher) from an accredited college or university, and</li> <li>• 3 years of full-time personal financial planning experience</li> </ul>
Educational Requirements	<p>Candidate must complete a <a href="#">CFP-board registered program</a>, or hold <u>one</u> of the following:</p> <ul style="list-style-type: none"> <li>• CPA</li> <li>• ChFC</li> <li>• Chartered Life Underwriter (CLU)</li> <li>• CFA</li> <li>• Ph.D. in business or economics</li> <li>• Doctor of Business Administration</li> <li>• Attorney's License</li> </ul>
Examination Type	CFP Certification Examination
Continuing Education/Experience Requirements	30 hours every 2-years
Investor Complaint Process	Online at <a href="#">Submit a Complaint</a>
Public Disciplinary Process	Online at <a href="#">Public Disciplinary Actions</a>
Check Professional's Status Online	Online at <a href="#">Search for a Certified Financial Planner Professional</a>
Accredited By	<a href="#">National Commission for Certifying Agencies (NCCA)</a>

### **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item for Brendon C. Hutchins.

### **Item 4- Other Business Activities**

Brendon C. Hutchins is also employed by St. Germain Investment Management, Inc.'s affiliated Broker Dealer subsidiary, St. Germain Securities, Inc, where he is a Registered Representative. The only area which may represent a potential conflict of interest is the routing of IA orders through the BD subsidiary. Conflict is mitigated by the relatively low turnover strategy employed by the investment strategies of the IA.

### **Item 5- Additional Compensation**

In addition to regular salary, all St. Germain Investment Management, Inc. employees are eligible to receive a discretionary bonus from management. No commissions are paid, nor is any portion of the bonus based directly on number of new accounts, amount of sales, etc. In general, bonus amounts are based on overall corporate results, and are 100% at the discretion of management.

### **Item 6 - Supervision**

Investment advice given to clients is monitored in a variety of ways, including, but not limited to:

- supervisory personnel sitting in on client meetings
- review of client materials prior to opening accounts
- ongoing conversations with clients by supervising personnel
- weekly sales meetings, attended by supervisory personnel
- all client trades submitted through supervisory personnel
- ongoing internal discussions regarding any potential client issues

All St. Germain Investment Management, Inc., personnel are supervised jointly by: Paul J. Valickus, Chief Strategist; Michael R. Matty, President; or Timothy W. Suffish, Head of Equities. They can be reached at 413-733-5111.

Amy Santarelli  
St. Germain Investment Management, Inc.  
1500 Main St., Springfield MA 01115  
(413) 733-5111

March 12, 2011

**This Brochure Supplement provides information about Amy Santarelli that supplements the St. Germain Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Patricia Faginski at St. Germain Investment Management, Inc. if you did not receive St. Germain Investment Management, Inc.’s Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Amy Santarelli is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **Item 2- Educational Background and Business Experience**

Name: Amy Santarelli, Vice-President  
Year of Birth: 1968  
Formal Education after High School:  
University of Massachusetts, BA 1991  
Business Background: John Hancock 1992-2000  
DaVinci Capital Management 2002-2004  
Joined St. Germain in 2006

## **Item 3- Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item for Amy Santarelli.

#### **Item 4- Other Business Activities**

Amy Santarelli is also employed by St. Germain Investment Management, Inc.'s affiliated Broker Dealer subsidiary, St. Germain Securities, Inc, where he is a Registered Representative. The only area which may represent a potential conflict of interest is the routing of IA orders through the BD subsidiary. Conflict is mitigated by the relatively low turnover strategy employed by the investment strategies of the IA.

#### **Item 5- Additional Compensation**

In addition to regular salary, all St. Germain Investment Management, Inc. employees are eligible to receive a discretionary bonus from management. No commissions are paid, nor is any portion of the bonus based directly on number of new accounts, amount of sales, etc. In general, bonus amounts are based on overall corporate results, and are 100% at the discretion of management.

#### **Item 6 - Supervision**

Investment advice given to clients is monitored in a variety of ways, including, but not limited to:

- supervisory personnel sitting in on client meetings
- review of client materials prior to opening accounts
- ongoing conversations with clients by supervising personnel
- weekly sales meetings, attended by supervisory personnel
- all client trades submitted through supervisory personnel
- ongoing internal discussions regarding any potential client issues

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Frank A. Carrazza, Jr.

St. Germain Investment Management, Inc.

1500 Main St., Springfield MA 01115

(413) 733-5111

March 12, 2011

**This Brochure Supplement provides information about Frank A Carrazza Jr. that supplements the St. Germain Investment Management, Inc. Brochure. You should have received a copy of that Brochure. Please contact Patricia Faginski at St. Germain Investment Management, Inc. if you did not receive St. Germain Investment Management, Inc.'s Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Frank A. Carrazza Jr. is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Item 2- Educational Background and Business Experience**

Name: Frank A. Carrazza Jr., Vice President—Director of Financial Planning

Year of Birth: 1947

Formal Education after High School:

Northeastern University, BS Business Administration, 1969

Business Background: Frank Carrazza Financial Planning 1976-2011

Commonwealth Financial Network 1995-2011

Joined St. Germain in 2011

Professional Designations: CFP, AIF, ChFC

Qualification requirements for Designations (note: The SEC and/or FINRA does NOT approve or endorse any professional designation):

<b>CFP - Certified Financial Planner</b>	
Designation	Certified Financial Planner
Designation Status	Currently offered and recognized by the issuing organization
Acronym	CFP
Issuing Organization	<a href="#">Certified Financial Planner Board of Standards, Inc.</a>
Prerequisites/Experience Required	<p>Candidate must meet the following requirements:</p> <ul style="list-style-type: none"> <li>• A bachelor's degree (or higher) from an accredited college or university, and</li> <li>• 3 years of full-time personal financial planning experience</li> </ul>
Educational Requirements	<p>Candidate must complete a <a href="#">CFP-board registered program</a>, or hold <u>one</u> of the following:</p> <ul style="list-style-type: none"> <li>• CPA</li> <li>• ChFC</li> <li>• Chartered Life Underwriter (CLU)</li> <li>• CFA</li> <li>• Ph.D. in business or economics</li> <li>• Doctor of Business Administration</li> <li>• Attorney's License</li> </ul>
Examination Type	CFP Certification Examination
Continuing Education/Experience Requirements	30 hours every 2-years
Investor Complaint Process	Online at <a href="#">Submit a Complaint</a>
Public Disciplinary Process	Online at <a href="#">Public Disciplinary Actions</a>
Check Professional's Status Online	Online at <a href="#">Search for a Certified Financial Planner Professional</a>
Accredited By	<a href="#">National Commission for Certifying Agencies (NCCA)</a>

<b>AIF Accredited Investment Fiduciary</b>	
Designation	Accredited Investment Fiduciary
Designation Status	Currently offered and recognized by the issuing organization
Acronym	AIF
Issuing Organization	<a href="#">Center for Fiduciary Studies</a>
Prerequisites/Experience Required	None
Educational Requirements	<p>Candidate must meet the one of the following requirements:</p> <ul style="list-style-type: none"> <li>• <a href="#">Web-based program</a></li> <li>• Capstone Program</li> <li>•</li> </ul>
Examination Type	Final certification exam, closed book
Continuing Education/Experience Requirements	6 hours per year
Investor Complaint Process	Online at <a href="#">Designations Complaint Process</a>
Public Disciplinary Process	Yes. Hearing Panel censures may be made public. To date no censures have been made public
Check Professional's Status Online	Online at <a href="#">Professional Designee Search</a>
Accredited By	None

## **ChFC Chartered Financial Consultant**

Designation	Chartered Financial Consultant
Designation Status	Currently offered and recognized by the issuing organization
Acronym	ChFC
Issuing Organization	<a href="#">The American College</a>
Prerequisites/Experience Required	Three years of full-time business experience within the five years preceding the awarding of the designation
Educational Requirements	Six core and two elective courses
Examination Type	Final proctored exam for each course
Continuing Education/Experience Requirements	30 hours every 2-years
Investor Complaint Process	Online at <a href="#">Submit a Customer/Consumer Complaint</a>
Public Disciplinary Process	None
Check Professional's Status Online	None
Accredited By	None

### Item 3- Disciplinary Information

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item for Frank A. Carrazza Jr.

### Item 4- Other Business Activities



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