

**PDR Advisors, LLC**

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Mailing address:

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Charlotte, NC 28271

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This Brochure provides information about the qualifications and business practices of PDR Advisors, LLC. If you have any questions about the contents of this Brochure, please contact us at (704) 845-2303. 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.

PDR Advisors, LLC is a Registered Investment Adviser. Registration of an Investment Adviser does not imply any level of skill or training. This Brochure is intended, in part, to provide information which can be used to make a determination to hire or retain an Adviser.

Additional information about PDR Advisors, LLC also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## Item 2 – Material Changes

Since the most recent annual amendment dated March 2018, the firm’s physical address has changed. The new address is 519 W. John St. Matthews NC 28105. The mailing address has not changed and is: P.O. Box 78795, Charlotte, NC 28271.

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#### **Item 4 – Advisory Business**

PDR Advisors, LLC (“PDR”) was established and approved as a Registered Investment Adviser in January of 2007. Hilda M. Austin is Managing Member of PDR Advisors. Gary Austin is its Chief Investment Officer.

PDR Advisors provides portfolio management and customization of a fixed income portfolio designed to address all clients’ needs, expectations, regulatory, and statutory requirements. The assets under management may be total return in nature, seeking to maximize after-tax return consistent with a prudent level of credit exposure and interest rate exposure. The assets under management may also be income-oriented in scope and design, seeking investment alternatives, which provide a high rate of current income on either a taxable or taxable equivalent / after-tax basis. For select accounts, PDR Advisors may select high yield and high dividend “equities” for accounts.

PDR Advisors, LLC utilizes a separately managed account (SMA) structure on assets under its management. PDR Advisors, LLC offers its institutional and high net worth individuals a professionally managed portfolio constructed of individual fixed income securities. Each client will hold clear title to all securities held in their account. PDR Advisors, LLC does not act as custodian on any separately managed account under its supervision. All fixed income portfolios are customized to meet the specific expectations and investment parameters of each client.

This portfolio management process begins with an in-depth needs discussion between the portfolio manager and the client to identify appropriate time horizons, identify tax ramifications on the interest earnings of the portfolio, identify regulatory issues germane to the assets to be managed, establish investment guidelines which identify the ultimate goal of the portfolio and other unique circumstances that may affect the client’s portfolio. The culmination of these discussions is the crafting of an investment policy statement (IPS) outlining risk tolerances, maturity parameters, liquidity requirements, return expectations and any other factors unique to the client. If a client already possesses an IPS, then a thorough review is performed to ensure policy documents adhere to the characteristics of the assets under management. A customized portfolio consisting of individual securities is then constructed to compliment the findings of the needs analysis. No fundamental investment parameters or restrictions set forth in the IPS may be changed without specific approval of the authorized signers of the account.

It is appropriate to define certain fixed income categories which PDR Advisors has to offer with a core competency and high level of expertise. The following are examples of categories:

- Enhanced Cash Strategy --- typically is defined as a portfolio whose average maturity or average duration is under one year. This Enhanced Cash Strategy is available for accounts with a preference for either tax advantaged income or fully taxable income and total return. The tax advantaged focus is directed at both the Federal and State tax level for interest and income. PDR Advisors offers expertise in managing overnight investment mandates as well as investment mandates requiring average maturities as short as 30-90 days for both taxable and tax advantaged portfolios.
- Limited Duration Strategy --- typically is defined as a portfolio whose average maturity or average duration is between one and three years. This Limited Duration Strategy is also available for accounts with a preference for either tax advantaged income or fully taxable income and total return. As is the case with an Enhanced Cash Strategy portfolio, the tax advantaged focus is directed at both the Federal and State tax level for interest and income. PDR

Advisors offers expertise in managing portfolios that may use a 1-3 year or a 1-5 year index as a relative benchmark.

- Intermediate – Long Strategy --- typically is defined as a portfolio whose average maturity or average duration is greater than three years. This Strategy is available for accounts with a preference for either tax advantaged income or fully taxable income and total return. As is the case with both the Enhanced Cash Strategy and Limited Duration Strategy, the tax advantaged focus is directed at both the Federal and State tax level for interest and income. PDR Advisors offers expertise in managing portfolios that may use a 1-10 year or a Bloomberg Barclays Aggregate as a relative benchmark. Insurance companies may typically have their portfolios managed in this Strategy, utilizing tax exempt municipals, trust-preferred securities and Dividends Received Deduction-eligible preferred securities if allowable under an investment policy.

PDR Advisors has added a hybrid fixed income capability to its offering of traditional fixed income investment management. For select accounts, PDR Advisors will have the ability to select high yield / high dividend “equities” for accounts. These securities will be held as fixed income hybrids, delivering current income as their main characteristic. On the book of records for custodians, these securities may be classified as either common stocks or exchanged traded products, depending on the custodians’ sector mapping.

In addition to providing the aforementioned services, PDR Advisors may act as an independent contractor to firms that desire fixed income consulting services. PDR Advisors is currently engaged as a fixed income research analyst to assist in developing fixed income strategies, including sector recommendations, credit quality recommendations, issuer recommendations, and maturity strategies.

December 31, 2018, PDR Advisors held discretionary assets under management of approximately \$832,696,994.

#### **Item 5 – Fees and Compensation**

Fees for these services will be based on a percentage of assets under management as follows:

<b>Assets Under Management</b>	<b>Annual Fee</b>
First \$200 Million	0.25%
Next \$300 Million	0.20%
Over \$500 Million	0.15%

These fees are negotiable and the final fee schedule will be attached as an exhibit of the Investment Management Agreement. Fees are paid either monthly or quarterly in arrears and based on the average balance of the account. Clients will receive an invoice either monthly or quarterly which will show the amount of the fee and the value of the client’s assets on which the fee was based. Fees may be paid directly from the account via an invoice sent directly to the custodian, with the appropriate calculations included. Clients should verify the accuracy of the computation. Clients may terminate their account with thirty days written notice. Because fees are charged in arrears, no refund policy is necessary.

If the ADV disclosure document was not delivered to the client at least 48 hours prior to the client entering into any written or oral advisory contract with this investment adviser, then the client has the right to terminate the contract without penalty within five business days after entering into the

contract. For the purposes of this provision, a contract is considered entered into when all parties to the contract have signed the contract, or in the case of an oral contract otherwise signified their acceptance, any other provisions of this contract notwithstanding.

Upon written receipt of notice to terminate its Client Agreement with PDR Advisors and unless specific transfer instructions are received, PDR Advisors and its agent will, in an orderly and efficient manner, proceed with liquidation of the Client's account. Factors that may affect the orderly and efficient manner would be size and types of issues, liquidity of the markets, and market makers' abilities. Should the necessary securities' markets be unavailable and trading suspended, efforts to trade will be done as soon as possible following their reopening. Due to the administrative processing time needed to terminate Client's investment advisory service and communicate the instructions to Client's investment advisor, termination orders received from clients are not market orders; it may take several business days under normal market conditions to process Client's request. During this time, Client's account is subject to market risk. PDR Advisors and its agent are not responsible for market fluctuations of the Client's Account from time of written notice until complete liquidation. All efforts will be made to process the termination in an efficient and timely manner.

PDR Advisors 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 PDR Advisors fee, and PDR Advisors **shall not receive any portion of these commissions, fees, and costs.**

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

PDR Advisors 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**

PDR Advisors provides portfolio management services to individuals, corporations and business entities including other Registered Investment Advisors. The account minimum is \$10,000,000 for institutional and \$3,000,000 for high net worth clients, which may be waived by the firm, based on the needs of the client and the complexity of the situation.

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

Investment strategies include 1) Short-term cash balances and cash reserves investments: Focus is on capturing yields in excess of bank sweep products and 2(a)-7 money market funds. Value added is typically available for corporations and high net worth individuals in the top Federal tax brackets and top State tax brackets. Value added is also available for institutions and high net worth clients who want to maximize interest income on a before-tax basis. 2) Insurance company investment management: Expertise in managing fixed income portfolios for both domestic and offshore insurance companies. Focus may be solely on book yield of fixed income assets or a combination of total return and yield enhancement. Tax position of insurance company and AMT status will typically determine mix between taxable and tax advantaged securities, including the preference for DRD-qualifying preferred and common stocks. 3) Fixed income investment management: This may benefit accounts with investment

grade quality requirements, directed liabilities, specific tax structures for interest and income earned, customized maturity restraints, regulatory or policy restrictions on sectors, diversification restrictions.

Investment recommendations are based on an analysis of the client's individual needs, and are drawn from research and analysis. Security analysis methods may include fundamental analysis, technical analysis and charting. Information for this analysis may be drawn from financial newspapers and magazines, inspection of corporate activities, research materials prepared by others, annual reports, corporate filings, prospectuses, company press releases and corporate ratings services.

It is important to note that investing in securities involves a risk that clients should be prepared to bear. Our investment approach constantly keeps the risk of loss in mind. These risks include, but are not limited to:

- Interest-rate Risk: Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds may become less attractive, potentially causing their market values to decline.
- Market Risk: The price of a security or bond, may drop in reaction to tangible and intangible events and conditions. This type of risk may be caused by external factors independent of a security's particular underlying circumstances.
- Reinvestment Risk: This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (i.e. interest rate).
- Business Risk: These risks are generally associated with a particular industry or a particular company within an industry.
- Liquidity Risk: Liquidity is the ability to readily convert an investment into cash. Generally, assets are more liquid if many traders are interested in a standardized product. For example, Treasury Bills are highly liquid.
- Financial Risk: Excessive borrowing to finance a business' operations may increase the risk of profitability, because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the ability to meet loan obligations may decline.

#### **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 PDR Advisors or the integrity of PDR Advisors management. PDR Advisors has no information applicable to this Item.

#### **Item 10 – Other Financial Industry Activities and Affiliations**

Registered Investment Advisers are required to disclose all material facts regarding registration with a broker-dealer, futures commission merchant or relationships with a broker-dealer, investment company, other investment adviser, futures commission merchant, banking or thrift institution, accountant, lawyer or law firm, insurance company or agency, pension consultant, real estate broker or dealer, or sponsor or syndicator of limited partnerships. PDR Advisors has no information applicable to this Item.

#### **Item 11 – Code of Ethics**

PDR Advisors has adopted a Code of Ethics for all supervised persons of the firm describing its high standard of business conduct, and fiduciary duty to its clients. The Code of Ethics includes provisions relating to the confidentiality of client information, a prohibition on insider trading, a prohibition of

rumor mongering, restrictions on the acceptance of significant gifts and the reporting of certain gifts and business entertainment items, and personal securities trading procedures, among other things. All supervised persons at PDR Advisors must acknowledge the terms of the Code of Ethics annually, or as amended.

Employees of PDR Advisors may buy or sell securities that are recommended to clients. PDR Advisors employees and persons associated with PDR Advisors are required to follow the Code of Ethics. Subject to satisfying this policy and applicable laws, officers, directors and employees of PDR Advisors and its affiliates may trade for their own accounts in securities which are recommended to and/or purchased for PDR Advisors clients. The Code of Ethics is designed to assure that the personal securities transactions, activities and interests of the employees of PDR Advisors will not interfere with (i) making decisions in the best interest of advisory clients and (ii) implementing such decisions while, at the same time, allowing employees to invest for their own accounts. Under the Code of Ethics certain classes of securities have been designated as exempt transactions, based upon a determination that these would not materially interfere with the best interest of PDR Advisors clients. In addition, the Code requires pre-approval of many transactions. Employee trading is continually monitored under the Code of Ethics to reasonably prevent conflicts of interest between PDR Advisors and its clients.

PDR Advisors clients or prospective clients may request a copy of the firm's Code of Ethics by contacting Gary Austin at our main number.

#### **Item 12 – Brokerage Practices**

Obtaining the best trade execution is an important aspect of every trade that we place in a client account. PDR Advisors selects the brokers to execute trades and all trades are done as agent for the individual client/account under management.

PDR Advisors does not engage in any soft dollar arrangements that would influence any decisions when executing trades. In addition to the services of the best execution committee outlined above, the committee does review for any other conflicts.

The Independent Clearing Agent or its agent shall maintain, in a PDR Advisors Client account, custody of all account assets. The Custodian or Clearing Agent perform all custodial functions, which, among other things, will include crediting of interest and dividends on account assets and crediting of principal on called or matured securities in the account, together with other custodial functions customarily performed with respect to securities brokerage accounts. Clearing Agent shall also forward to customer confirmations and statements, as described in Item 15, if so requested.

#### **Item 13 – Review of Accounts**

PDR Advisors provides its investment advisory clients with periodic reports of relevant activity. Gary Austin, who serves as Chief Compliance Officer, supervises all accounts. Factors that are considered include, but are not limited to the following: investment objectives, targeted allocation, current allocation, suitability, performance, number of trades, monthly distributions, concentrated positions, and diversification.

Client agrees to inform the firm in writing of any material changes in the information included in the investment policy statement or the client's financial circumstances that might affect the manner in

which client's assets should be invested. Client may contact the firm during normal business hours to consult with the firm concerning the management of the client's account(s).

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

PDR Advisors is not compensated or provided with any economic benefit for providing investment advice by anyone other than the client. PDR Advisors does not compensate for client referrals.

#### **Item 15 – Custody**

Through the qualified custodian that holds and maintains your investment assets, you will receive the following reports:

- trade confirmations reflecting all transactions in securities; provided, however, that periodic statements of account activity may be furnished in lieu of transaction by transaction confirmations to the extent and in the manner permitted by Rule 10b-10 under the Exchange Act; and
- a statement of account activity at least quarterly.

PDR Advisors urges you to carefully review such statements and compare the official custodial records to the account statements that we may provide you. Our statements may vary from custodial statements based on accounting procedures or reporting dates.

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

PDR Advisors has the authority to determine, without obtaining specific client consent, both the securities to be bought and sold, the amount of the securities to be bought or sold, and the broker/dealer to be used. This discretion must be provided at the beginning of the Adviser/Client relationship and documented in the Investment Management Agreement. There is no particular set limit to this discretion established. PDR Advisors follows procedures established to direct all client transactions that may be facilitated through the custodian/clearing firm directly to that entity.

Each client has the ability to impose reasonable restrictions on the management of the client's account, including the designation of particular securities or types of securities that should not be purchased for the account, or that should be sold if held in the account.

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

PDR Advisors does not vote proxies. Clients should contact PDR Advisors if they have any questions and/or to obtain this information.

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

Registered Investment Advisers are required to provide you with certain financial information or disclosures about PDR Advisor's financial condition. PDR Advisors has no financial commitment that impairs its ability to meet contractual and fiduciary commitments to clients, and has not been the subject of any bankruptcy proceeding.

#### **Privacy Policy**

We collect nonpublic personal information about you from the following sources: Information we receive on applications, questionnaires, web site, or other forms and information about your transactions with our affiliates, others, or us. We do not disclose any non-public information about our current or former customers to anyone, except as permitted by law or in order to provide the current



services. Our employees have limited access to your personal information based on their responsibilities to provide products or services to you. Be assured that we maintain physical, electronic and procedural safeguards in compliance with federal standards to protect your information.