

Item 1

Cover Page



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## **Firm Brochure Part 2A of Form ADV**

**December 31, 2015**

This brochure provides information about the qualifications and business practices of Onyx Financial Advisors, LLC. If you have any questions about the content of this brochure, please contact us at: 208-522-6400 or by email at: [onyx@onyxfinancial.com](mailto:onyx@onyxfinancial.com). 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.

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

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### **Item 2      Material Changes**

The date of our previous annual update to our Brochure was February 26, 2015.

We will ensure that all current clients receive a Summary of Material Changes to this and subsequent Brochures within 120 days of the close of our business' fiscal year. A Summary of Material Changes will be included with our Brochure on the SEC's website at <http://www.adviserinfo.sec.gov/>. The searchable IARD/CRD number for Onyx Financial Advisors, LLC is 134881. The Summary of Material Changes is listed as "Exhibit A" to our Brochure. We may further provide other ongoing disclosure information about material changes as necessary and will further provide you with a new Brochure as necessary based on changes or new information, at any time, without charge.

Currently, our Brochure may be requested by contacting us by telephone at: (208) 522-6400, by email at: [onyx@onyxfinancial.com](mailto:onyx@onyxfinancial.com), or by going to [www.OnyxFinancial.com](http://www.OnyxFinancial.com) and clicking on "Legal Disclosure" at the bottom left side of the page. Brochures are provided free of charge.

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**Item 4      Advisory Business**

**A      Firm Description & Principal Owners.**

Onyx Financial Advisors, LLC (“Onyx”, “we”, “us”) is an investment advisory firm formed in 2005 and located in Idaho Falls, Idaho. We are registered with the Securities and Exchange Commission and we provide investment management and financial planning to individual, high net worth individual, pooled investment vehicles and charitable organizations. The principal owners of Onyx are Onyx Financial Corporation, TD Financial, Inc., and Parry Financial, Inc. Onyx Financial Corporation is owned by Kenneth J. Simpson and Renita R. Simpson. TD Financial, Inc. is owned by Terry L. Roe and Deborah L. Roe. Parry Financial, Inc. is owned by John D. Parry and Renee A. Parry.

We provide personalized confidential financial planning and investment management. Advice is provided through consultation with the client and may include: determination of financial objectives, identification of financial problems, cash flow management, tax planning, insurance review, investment management, education funding, retirement planning, and estate planning.

We are strictly a fee-only wealth management firm. We do not sell for commission any annuities, insurance, stocks, bonds, mutual funds, limited partnerships, or other commissioned products. We are not affiliated with individuals or entities that sell financial products or securities. No commissions, in any form, are accepted. No finder’s fees are accepted.

**B      Types of Advisory Services**

We provide Financial Planning and Wealth Management services.

Financial Planning Services

Financial Planning is a process which starts with an evaluation of a client’s current situation. Next, we determine their goals for such things as retirement, assisting children or parents, charitable gifting, and legacy goals. Then, we review other aspects of their life that will affect those goals, such as tax planning, life insurance, long-term care planning, outstanding loans, and other debts. After all information has been gathered, we work with the client in a collaborative process and develop a Financial Plan, a road map if you will, to help the client achieve their goals. When appropriate, we work with their estate planning attorney, insurance agent, banker, and other professionals so that all aspects of their Financial Plan work in a coordinated manner.

Wealth Management Services

Our Wealth Management services start with a Financial Plan and then we implement that plan and monitor it on an on-going basis. This includes asset management services. We do not have custody of our clients’ assets. All of our clients’ assets are

held at a third-party custodian of their choice. We do, however, download and reconcile the accounts of our Wealth Management clients daily into our portfolio tracking system so that we can monitor how our clients' plans are developing and make adjustments as needed. We also do quarterly and annual reviews and work with our clients on an on-going basis whenever they have problems or need advice on financial matters.

While our services are provided to clients on a discretionary basis (see Item 16, below), clients may impose reasonable restrictions on investing in certain types of securities if they wish.

## **C Tailored Relationships**

Each clients' goals and objectives are unique. The goals and objectives for each client are documented in the client's Investment Policy Statement and Investment Advisor Agreement. Clients may impose restrictions on investing in certain securities or types of securities.

Agreements may not be assigned without client consent.

### **Types of Agreements**

The following agreements define the typical client relationships.

#### *Financial Planning Agreement*

A Financial Plan is designed to help the client with all aspects of financial planning without on-going investment management after the financial plan is completed.

The Financial Plan may include, but is not limited to: a net worth statement; a cash flow statement; a review of investment accounts, including reviewing asset allocation and providing repositioning recommendations; strategic tax planning; a review of retirement accounts and plans including recommendations; a review of insurance policies and recommendations for changes, if necessary; one or more retirement scenarios; estate planning review and recommendations; and education planning with funding recommendations.

Detailed investment advice and specific recommendations are provided as part of a Financial Plan. Implementation of the recommendations is at the discretion of the client.

#### *Wealth Management Agreement*

Most clients choose to have us manage their assets in order to obtain on-going in-depth advice and financial planning. All aspects of the client's financial affairs are reviewed. Realistic and measurable goals are set and objectives to reach those goals are defined. As goals and objectives change over time, suggestions are made and implemented on an on-going basis.

The scope of work and fees for a Wealth Management Agreement is provided to the client in writing prior to the start of the relationship. A Wealth Management Agreement

may include some or all of the following: cash flow management; insurance review; investment management (including performance reporting); education planning; retirement planning; estate planning; and tax preparation, as well as the implementation of recommendations within each area on an on-going basis.

### **Asset Management**

Assets are invested primarily in no-load mutual funds and exchange-traded funds, usually through discount brokers or fund companies. Fund companies charge each fund shareholder an investment management fee that is disclosed in the fund prospectus. Discount brokerages may charge a transaction fee for the purchase of some funds.

Stocks and bonds may be purchased or sold through a brokerage account when appropriate. The brokerage firm charges a fee for stock and bond trades. We do not receive any compensation, in any form, from brokers or fund companies on any trading activity.

Investments may also include: equities (stocks), warrants, corporate debt securities, commercial paper, certificates of deposit, municipal securities, investment company securities, mutual funds shares, and U.S. government securities.

### **D Wrap Fees Programs**

We do not participate in or sponsor any wrap fee programs.

### **E Client Assets**

As of December 31, 2015, we manage approximately \$111 million in assets on a discretionary basis and \$0 in assets on a non-discretionary basis.

## **Item 5 Fees and Compensation**

### **A Description**

We base our fees on a percentage of assets under management, and fixed fees.

#### Wealth Management Fees

The annual Wealth Management fee is based on a percentage of the investable assets according to the following schedule:

1.00% per year on the first \$1,000,000;  
0.90% on the next \$1,000,000 (from 1,000,001 to 2,000,000); and  
0.50% on the assets above \$2,000,000.

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The minimum annual wealth management fee is \$2,500 and in certain circumstances wealth management fees may be negotiable. Current client relationships may exist where the wealth management fees are higher or lower than the fee schedule above.

### Financial Planning Fees

Financial planning services are provided for clients who need advice on a limited scope of work. Financial plans are priced according to the degree of complexity associated with the client's situation.

The fee for a Financial Plan is predicated upon the facts known at the start of the engagement. The minimum fee is usually between \$1,000 to \$5,000 and is negotiable. Since financial planning is a discovery process, situations occur wherein the client is unaware of certain financial exposures or predicaments.

In the event that the client's situation is substantially different than disclosed at the initial meeting, a revised financial planning fee will be provided for mutual agreement. The client must approve the change of scope in advance of the additional work being performed when a financial planning fee increase is necessary.

In certain circumstances, financial planning fees may be negotiable.

### **B Fee Billing**

Investment management fees are billed quarterly, in arrears, meaning that we invoice the client after the three-month billing period has ended. Payment in full is expected upon invoice presentation. Fees are usually deducted from a designated client account to facilitate billing. The client must consent in advance to direct debiting of their investment account. Payment of fees may result in the liquidation of client's securities if there is insufficient cash in the account.

Fees for financial plans are billed monthly as work is performed and usually requires a deposit.

### **C Other Fees**

Custodians may charge transaction fees on purchases or sales of certain stocks, bonds, mutual funds and exchange-traded funds. See Item 12 below for further information on brokerage practices. These transaction charges are usually small and incidental to the purchase or sale of a security. The selection of the security is more important than the nominal fee that the custodian charges to buy or sell the security.

We, in our sole discretion, may waive our minimum fee and/or charge a lesser investment advisory fee based upon certain criteria (e.g., historical relationship, type of assets, anticipated future earning capacity, anticipated future additional assets, dollar amounts of assets to be managed, related accounts, account composition, negotiations with clients, etc.).

### **Expense Ratios**

Mutual funds generally charge a management fee for their services as investment managers. The management fee is called an expense ratio. For example, an expense ratio of 0.25 means that the mutual fund company charges 0.25% for their services per year. These fees are in addition to the fees paid by the client to us.

Performance figures quoted by mutual fund companies in various publications are after their fees have been deducted.

### **D Advance Fees, Refunds, and Termination**

Clients generally pay our fees after work is completed and there are no prepaid fees to be refunded. However, a deposit may be required upfront for certain financial planning projects.

At termination, fees for AUM will be billed on a pro-rata basis for the portion of the quarter completed. The portfolio value at the time of termination is used as the basis for the fee computation, adjusted for the number of days during the billing quarter prior to termination.

A Client may terminate any service agreement at any time by notifying us in writing and paying the fee for the time spent on the investment advisory engagement prior to notification of termination. We also may terminate any service agreement at any time by notifying the client in writing. In either case, if the client made an advance payment, we will refund any unearned portion of the advance payment within 30 days.

We reserve the right to stop work on any account that is more than 30 days overdue. In addition, we reserve the right to terminate any financial planning engagement where a client has willfully concealed or has refused to provide pertinent information about financial situations when necessary and appropriate, in our judgment, to providing proper financial advice.

### **E Other Compensation**

Onyx does not receive any compensation for the sale of securities or other investment products, including asset-based sales charges or transaction fees from the purchase or sale of mutual funds

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

We do not charge any performance-based fees for our services and we do not engage in Side-By-Side management of accounts.



## **Item 7        Types of Clients**

### **Description**

We generally provide investment advice to individuals, high net worth individuals, pooled investment vehicles, trusts, estates, and charitable organizations. In addition, we provide consulting services to pension and profit sharing plans, corporations and other business entities.

Client relationships vary in scope and length of service.

### **Account Minimums**

The minimum account size is \$250,000 of assets under management, which equates to an annual fee of \$2,500.

When an account falls below \$250,000 in value, the minimum annual fee of \$2,500 is charged.

We have the discretion to waive the account minimum. Accounts of less than \$250,000 may be set up when the client and the advisor anticipate the client will add additional funds to the accounts bringing the total to \$250,000 within a reasonable time.

Clients receiving on-going asset management services will be assessed a \$2,500 minimum annual fee. Clients with assets below the minimum account size may pay a higher percentage rate on their annual fees than the fees paid by clients with greater assets under management.

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

### **A        Methods of Analysis**

We analyze securities and their respective asset classes based upon the leading academic research that has been performed in the context of efficient market strategies and the simple, yet powerful, view of market equilibrium and its profound investment implications. Our philosophy when it comes to investing is as follows:

- Markets are efficient, and the asset allocation will determine the expected return of a portfolio.
- Diversification reduces uncompensated risk.
- Higher expected returns come with higher expected volatility.
- Investments should be managed based on sound academic research, not attempts to time the market.
- Portfolios should be built with assets that capture the appropriate elements of the market as efficiently as possible.

**Investment Strategies**

We design strategies that offer consistent, fully diversified exposure to the risks that drive long-term returns. We build broadly diversified portfolios using a range of asset classes within the US and Non-US markets. These strategies are designed to offer defined exposure to the underlying sources of risk inherent in each asset class. We use targeted asset classes, which include: small company stocks, large company stocks, value and growth stocks, bonds, real estate, and cash management.

Accounts are managed in order to reduce taxes where possible. These strategies are used in proportion as we assemble the component pieces of each broadly diversified portfolio. As we assemble each broadly diversified portfolio, we identify the risks that bear compensation, determine how much risk to take, and then strive to invest in securities that manage these risks as efficiently as possible.

The investment strategy for a specific client is based upon the client's ability, willingness, and need to take risk in order to attain their desired objectives. The client may change these objectives at any time through direct communication with their advisor. Each client executes an Investment Policy Statement that documents their ability, willingness, and need to take risk, as well as their goals and objectives.

**B Risk of Loss**

All investment programs have certain risks that are borne by the investor. Our investment approach constantly keeps the risk of loss in mind. Investors face the following investment risks:

- **Interest-rate Risk:** Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline.
- **Market Risk:** The price of a security, bond, or mutual fund may drop in reaction to tangible and intangible events and conditions. This type of risk is caused by external factors independent of a security's particular underlying circumstances. For example, political, economic and social conditions may trigger market events.
- **Inflation Risk:** When any type of inflation is present, a dollar today will buy more than a dollar next year, because purchasing power is eroding at the rate of inflation.
- **Currency Risk:** Overseas investments are subject to fluctuations in the value of the dollar against the currency of the investment's originating country. This is also referred to as exchange rate risk.
- **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). This primarily relates to fixed income securities.
- **Business Risk:** These risks are associated with a particular industry or a particular company within an industry. For example, oil-drilling companies

depend on finding oil and then refining it, a lengthy process, before they can generate a profit.

- **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, while oil and gas limited partnerships are not.
- **Financial Risk:** Excessive borrowing to finance a business' operations increases 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 inability to meet loan obligations may result in bankruptcy and/or a declining market value.

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

We are required to disclose all material facts regarding any legal or disciplinary event that would be material to your evaluation of our firm, or the integrity of our management. No principal or person associated with our firm has any information to disclose which is applicable to this Item.

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

We are affiliated with and have common owners with Parry, Roe & Company, PLLC, a CPA firm which provides tax and accounting services. Our clients may also become clients of this CPA firm, but are not required to do so. If an Onyx Financial Advisors' client is also a client of Parry, Roe & Company, then client information may be at times shared between Onyx Financial Advisors and Parry, Roe & Company. We make it a practice to request written authorization to share information with our affiliated firms.

We are affiliated with and have common owners with Onyx Financial Consulting, LLC, a consulting firm which provides consulting services to businesses, banks and other financial institutions.

The principals of Onyx may receive compensation from an advisory client who becomes a client of one of our affiliated firms. This scenario creates a conflict of interest because we have an incentive to recommend our affiliated firms for CPA and specialized consulting services. If we recommend our affiliated firms to clients for separate services, we will first disclose our affiliation with these firms and advise clients that they are free to seek similar services from any CPA or Consulting firm they wish.

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

##### **A            Code of Ethics**

We have a Code of Ethics which all employees are required to follow. The Code of Ethics outlines our high standard of business conduct, and fiduciary duty to clients. The

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Code of Ethics includes provisions relating to the confidentiality of client information, a prohibition on insider trading, restrictions on the acceptance of significant gifts, the reporting of certain gifts and business entertainment items, and personal securities trading procedures, among other things.

A copy of the code of ethics is available to any Client or prospective client upon request by contacting us at (208) 522-6400, or by email at: [onyx@onyxfinancial.com](mailto:onyx@onyxfinancial.com).

### **B, C, D      Participation or Interest in Client Transactions, Personal Trading**

Our firm and our employees may buy or sell securities that are also held by clients. Employees may not trade their own securities ahead of client trades. In some cases the firm or our employees may buy or sell securities for their own account for reasons not related to the strategies adopted for our clients. Employees are required to comply with the provisions of our Code of Ethics and Insider Trading Policy.

The Chief Compliance Officer of Onyx Financial Advisors, LLC is Kenneth J. Simpson. He reviews all employee trades each quarter. His trades are reviewed by the oversight committee. The personal trading reviews ensure that the personal trading of employees does not affect our clients. No employee trades are large enough to affect the securities markets.

### **Item 12      Brokerage Practices**

#### **A      Selecting Brokerage Firms**

We do not have any affiliation with product sales firms. Specific custodian and brokerage firm recommendations are made to clients based on their need for such services. We recommend custodians based on the proven integrity and financial responsibility of the firm and the best execution policies.

We do not receive fees or commissions from any of these arrangements.

#### **Best Execution**

We review the execution of trades at each custodian each quarter. The review is documented in our Compliance Manual. Trading fees charged by the custodians is also reviewed on a quarterly basis. We do not receive any portion of the trading fees.

#### **Soft Dollars**

We do not receive any soft dollar compensation of any kind.

#### **B      Order Aggregation**

Most trades are mutual funds or exchange-traded funds where trade aggregation does not garner any client benefit.

**Item 13      Review of Accounts**

**A      Periodic Reviews**

Wealth Management account reviews are performed quarterly by investment advisor representatives and the Chief Compliance Officer. Account reviews are performed more frequently when market conditions dictate. Financial Planning client reviews are done at the request of the client.

**B      Review Triggers**

Other conditions that may trigger a review are changes in the tax laws, new investment information, and changes in a client's own situation.

**C      Regular Reports**

Clients receive standard account statements from the custodian of their accounts on a monthly or quarterly basis.

Wealth Management clients receive written reports from us every three months as well as annual reviews. Quarterly client reports for Wealth Management clients are reviewed by the client's primary investment advisor representative and the Chief Compliance Officer. We consider the client's current security positions and the likelihood that the performance of each security will contribute to the investment objectives of the client.

**Item 14      Client Referrals and Other Compensation**

**A      Incoming Referrals**

We continue to have clients referred to our firm. Current clients, estate planning attorneys, certified public accountants, family, friends and others have all referred clients to us and have not received any compensation for the referral.

We also receive referrals from licensed professionals with whom we have a written "Investment Advisor Solicitation Agreement." This agreement sets forth the scope of the Solicitor's activities, that the Solicitor will perform their duties in accordance with applicable statutes and rules, and that the Solicitor will provide the client with a copy of the "Solicitor Disclosure Agreement," and a copy of our ADV Part 2A.

Any amounts paid based upon this agreement are paid from a portion of our fee. Usually, anyone acting as a solicitor is also performing some portion of the wealth management services we normally provide to the client, thereby reducing the services we are performing and enabling us to share a portion of our normal compensation with them so the client does not pay an additional fee.

The “Solicitors Disclosure Statement,” states the name of the solicitor, the nature of the relationship, provides a statement that the solicitor will be compensated and a description of the compensation to be received by the solicitor.

## **B Referrals Out**

We do not accept referral fees or any form of compensation from third parties when a prospect or client is referred to them.

## **Item 15 Custody**

### **Custody**

With the exception of our ability to debit fees from our clients’ custodial accounts, we do not otherwise have custody of the funds or securities in a client’s account.

We shall have no liability to a client for any loss or other harm to any property in the account, including any harm to any property in the account resulting from the insolvency of the custodian or any acts of the agents or employees of the custodian and whether or not the full amount or such loss is covered by the Securities Investor Protection Corporation (“SIPC”) or any other insurance which may be carried by the custodian. The Client understands that SIPC provides only limited protection for the loss of property held by a custodian.

### **Account Statements and Performance Reports**

All assets are held at qualified custodians, which means the custodians provide account statements directly to clients at their address of record at least quarterly.

Clients are urged to compare the account statements received directly from their custodians to the performance report statements provided by us. Our reports may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities.

## **Item 16 Investment Discretion**

### **Discretionary Authority for Trading**

We accept discretionary authority to manage accounts on behalf of clients. We have the authority to determine, without obtaining specific client consent, the securities to be bought or sold, and the amount of the securities to be bought or sold. However, we do consult with the client prior to each trade to obtain concurrence if a blanket trading authorization has not been provided.

Clients may place reasonable restrictions on this authority. For example they may restrict us from investing in certain securities or types of funds. Any requests for restrictions on our authority must be provided to us in writing and accepted by us.

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The client approves the custodian to be used. We do not receive any portion of the transaction fees or commissions paid by the client to the custodian.

Discretionary trading authority facilitates placing trades in client accounts on the client's behalf so that we may promptly implement the investment policy that the client has approved in writing.

### **Limited Power of Attorney**

A limited power of attorney is a trading authorization for this purpose. The client signs a limited power of attorney so that we may execute the trades that have been approved.

## **Item 17 Voting Client Securities**

### **A, B Proxy Votes**

We do not vote proxies on securities. Clients are expected to vote their own proxies if they wish. Unless otherwise directed, clients will receive proxies and other solicitations directly from the custodian or transfer agent. If any proxy materials are received by Onyx Financial on behalf of a client, they will be disposed of. At any time the client wishes, he or she may direct the proxy be sent directly to him or herself or a designated representative of the client, who is responsible to vote the proxy.

In limited circumstances and when specifically requested by a client, we may provide recommendations to the Client. If a conflict of interest exists, it will be disclosed to the Client.

## **Item 18 Financial Information**

### **Financial Condition**

**A** We may require a portion of fees to be paid in advance in the form of a deposit for financial planning work. However, we will not collect more than \$1,200.00 more than six months in advance of service from any client.

**B** We do have discretionary authority over client funds and securities, however we have no financial impairment that will preclude the firm from meeting contractual commitments to clients.

**C** Neither our firm nor any of our principals, have been the subject of a bankruptcy petition at any time in the past.

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## **Exhibit A     Summary of Material Changes**

The date of our previous annual update to our Brochure was February 26, 2015. Since our last annual update, we have made the following material changes:

- We are now a SEC registered investment advisor.

We will ensure that all current clients receive a Summary of Material Changes to this and subsequent Brochures within 120 days of the close of our business' fiscal year. A Summary of Material Changes will be included with our Brochure on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The searchable IARD/CRD number for Onyx Financial Advisors, LLC is 134881. We may further provide other ongoing disclosure information about material changes as necessary and will further provide you with a new Brochure as necessary based on changes or new information, at any time, without charge.

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