

**ITEM 1: COVER PAGE FOR  
PART 2B OF FORM ADV:  
BROCHURE SUPPLEMENT  
DATED SEPTEMBER 2011**

**KATHIE MAROUTHIS**

**DELCO INVESTMENT ADVISORS, LLC  
8145 NORTH 86<sup>TH</sup> PLACE  
SCOTTSDALE, AZ 85258  
419-794-1088**

**This brochure supplement provides information about Kathie Marouthis that supplements our brochure. You should have received a copy of that brochure. Please contact Brian Batson if you did not receive Ms. Marouthis' brochure or if you have any questions about the contents of this supplement.**

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

## Item 2 Educational Background and Business Experience

### Kathie Marouthis

Born in 1969

#### Business Background:

07/2011 – Present, DELCO INVESTMENT ADVISORS, LLC, Investment Adviser Representative, Scottsdale, AZ

07/1994 – 07/2009, Fidelity Investments Institutional Services Co, External Wholesaler, Boston MA.

09/1993 – 07/1994, Fidelity Brokerage Services, Inc. Registered Representative, Boston MA

#### Educational Background:

1991 St. Anselm College, BA

1997 Bentley College, MBA

## Item 3 Disciplinary Information

If there are legal or disciplinary events material to your evaluation of Kathie Marouthis, we are required to disclose all material facts regarding those events.<sup>1</sup>

We have nothing to disclose in this regard.

## Item 4 Other Business Activities

A. If Ms. Marouthis is actively engaged in any investment-related business or occupation, including if Ms. Marouthis is registered, or has an application pending to register, as a broker-dealer, registered representative of a broker-dealer, futures commission merchant (“FCM”), commodity pool operator (“CPO”), commodity trading advisor (“CTA”), or an associated person of an FCM, CPO, or CTA, we are required to disclose this fact and describe the business relationship, if any, between the advisory business and the other business.

1. If a relationship between the advisory business and Ms. Marouthis’ other financial industry activities creates a material conflict of interest with you, the SEC requires us to describe the nature of the conflict and generally how we address it.

We have nothing to disclose in this regard.

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<sup>1</sup> **Note:** Our firm may, under certain circumstances, rebut the presumption that a disciplinary event is material. If an event is immaterial, we are not required to disclose it. When we review a legal or disciplinary event involving Ms. Marouthis to determine whether it is appropriate to rebut the presumption of materiality, we consider all of the following factors: (1) the proximity of Ms. Marouthis to the advisory function; (2) the nature of the infraction that led to the disciplinary event; (3) the severity of the disciplinary sanction; and (4) the time elapsed since the date of the disciplinary event. If we conclude that the materiality presumption has been overcome, we prepare and maintain a file memorandum of our determination in our records. We follow SEC rule 204-2(a)(14)(iii) and similar state rules.

2. If Ms. Marouthis receives commissions, bonuses or other compensation based on the sale of securities or other investment products, including as a broker-dealer or registered representative, and including distribution or service (“trail”) fees from the sale of mutual funds, we have to disclose this fact. If this compensation is not cash, we are required to explain what type of compensation Ms. Marouthis receives. We must explain that this practice gives Ms. Marouthis an incentive to recommend investment products based on the compensation received, rather than on your needs.

We have nothing to disclose in this regard.

- B. If Ms. Marouthis is actively engaged in any business or occupation for compensation not discussed in response to Item 4.A, above, and the other business activity or activities provide a substantial source of Ms. Marouthis’ income or involve a substantial amount of Ms. Marouthis’ time, we are required to disclose this fact and must describe the nature of that business. If the other business activities represent less than 10 percent of Ms. Marouthis’ time and income, we may presume that they are not substantial.

Ms. Marouthis is licensed to sell insurance and may be compensated for recommending insurance products to advisory clients. Clients are never obligated to purchase insurance products from Ms. Marouthis.

Delp & Company Inc., a licensed insurance agency, is under common control with DELCO INVESTMENT ADVISORS by virtue of Bradley J. Delp’s ownership and/or management control over both entities. Delp & Company Inc. offers consulting services with regard to term and permanent life insurance products, long-term care products, disability insurance, and fixed annuity products and coordinates the sale of such products. Ms. Marouthis is a partner in Delp & Company Inc. Clients of DELCO INVESTMENT ADVISORS maintain sole discretion on whether to work with Mr. Delp and Delp & Company for their insurance needs.

### **Item 5 Additional Compensation**

If someone who is not a client provides an economic benefit to Ms. Marouthis for providing advisory services, we are required to generally describe the arrangement. For purposes of this Item, economic benefits include sales awards and other prizes, but do not include Ms. Marouthis’ regular salary. Any bonus that is based, at least in part, on the number or amount of sales, client referrals, or new accounts should be considered an economic benefit, but other regular bonuses should not.

We have nothing to disclose in this regard.

## **Item 6 Supervision**

We are required to explain how we supervise Ms. Marouthis, including how we monitor the advice Ms. Marouthis provides to you. Our firm has to provide the name, title and telephone number of the person responsible for supervising Ms. Marouthis' advisory activities on behalf of our firm.

Mr. Batson, Chief Compliance Officer, supervises and monitors Ms. Marouthis' activities on a regular basis to ensure compliance with our firm's Code of Ethics. Please contact Mr. Batson if you have any questions about Ms. Marouthis' brochure supplement at 419-794-1088.