

WASHINGTON CROSSING ADVISORS

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

March 14, 2017

Address:

18 Columbia Turnpike
Florham Park, New Jersey 07932

This brochure provides information about the qualifications and business practices of Washington Crossing Advisors, LLC (“WCA”). If you have any questions about the contents of this brochure, please contact the firm’s Compliance Department at (312) 368-1442. 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 WCA also is available on the SEC’s website at www.adviserinfo.sec.gov.

WCA is a registered investment adviser; however such registration does not imply a certain level of skill or training.

Item 2 – Material Changes

Washington Crossing Advisors, LLC (“WCA”) is filing this annual updating amendment as of March 14, 2017. Its last filing was its original Form ADV filing made on December 1, 2016. There have not been any material changes since that filing.

Item 3 – Table of Contents

	Page
Item 2 – Material Changes	2
Item 3 – Table of Contents	3
Item 4 – Advisory Business	4
Item 5 – Fees and Compensation	4
Item 6 – Performance-Based Fees & Side-by-Side Management	5
Item 7 – Types of Clients	5
Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss	5
Item 9 – Disciplinary Information	8
Item 10 - Other Financial Industry Activities and Affiliations	8
Item 11 – Code of Ethics, Participation or Interest in Client Transactions and Personal Trading	9
Item 12 – Brokerage Practices	10
Item 13 – Review of Accounts	10
Item 14 – Client Referrals and Other Compensation	11
Item 15 – Custody	11
Item 16 – Investment Discretion	11
Item 17 – Voting Client Securities	11
Item 18 – Financial Information	12
ERISA Section 408(b)(2) Notice	12

Item 4 – Advisory Business

Washington Crossing Advisors, LLC (“WCA”) is registered as an investment adviser with the Securities and Exchange Commission (“SEC”). WCA is a wholly-owned subsidiary of Stifel Financial Corp. (“Stifel”). Stifel is a financial services holding company whose stock is publicly-traded on the New York Stock Exchange under the symbol SF.

WCA offers non-discretionary investment advisory services in the form of model portfolios. These model portfolios are provided to our affiliated broker-dealer Stifel, Nicolaus and Company, Inc. (“Stifel Nicolaus”), a Sponsoring Firm. In turn, the Sponsoring Firm uses our model portfolios to manage individual client accounts (“Clients”). We receive a portion of the wrap fee for these services. Further details about each of these Strategies are included below under the ***Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss.***

As of December 31, 2016, WCA did not yet have any discretionary assets under management, however WCA had \$1.5 billion in assets under advisement. The advisory services of WCA are described in detail below.

Item 5 – Fees and Compensation

WCA has standard fee schedules based on a percentage of the net market values of assets advised using the applicable strategy based on market close prices as of the last business day of the preceding quarter.

The fees WCA receives for its services are a portion of the fee that an end client pays to the sponsoring firm of a UMA (“Sponsoring Firm”). The fees WCA receives are negotiated with the Sponsoring Firm, not the Sponsoring Firm’s client. If the Sponsoring Firm prorates its fees based on the time during a quarter in which its end client opens an account, WCA’s fees also will be prorated. WCA’s fees are also affected if the Sponsoring Firm reimburses pre-paid fees to a Sponsoring Firm in the event such an end client terminates an account during a quarter. For complete information on the Sponsoring Firm’s fees, please refer to that firm’s ADV 2A.

In general, a Sponsoring Firm may terminate our agreement by providing WCA with written notice. Upon termination, WCA would be entitled to receive any fees that have been earned but not yet paid.

Typically, clients are invoiced their fees directly on a quarterly basis, in advance. WCA does not have the authority to deduct fees directly from a Sponsoring Firm’s end client accounts. Such fee billing is managed by the Sponsoring Firm.

If an account that pays in advance is closed during a billing period, a pro-rata fee is calculated for the time that the account was in existence during the quarter and any unused portion of the advance payment will be returned to the Sponsoring Firm.

Item 6 - Performance Based Fees and Side-by-Side Management

WCA does not charge performance-based fees with respect to any of its existing client accounts.

In connection with side-by-side management, a potential conflict may arise both with respect to allocation of time to specific client accounts as well as an incentive to favor certain accounts over others. WCA personnel generally directly manage the applicable Strategy rather than any specific account; investment decisions therefore are made at the Strategy level rather than based on a client's specific circumstances. Client accounts in the same Strategy typically hold the same securities (subject to exceptions arising from the applicable restrictions that an end client may have imposed on an account). As a result, the portfolio managers are able to adequately manage their time without regard to the number of client accounts enrolled in a strategy.

Additionally, WCA may take conflicting views on security holdings across Strategies depending upon the Strategy's objective. WCA's compensation structure does not favor one strategy over another and is determined on an overall basis, taking into consideration the overall asset management practice.

Item 7 – Types of Clients

WCA generally provides its services to Sponsoring Firms. The Sponsoring Firm determines the minimum investment amount in the products or portfolios offered which utilize our services.

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

Methods of Analysis & Investment Strategies

WCA's method of analysis varies based upon the investment strategy. Currently we offer the following portfolio Strategies:

- **Victory Portfolio** – An all-cap value strategy that seeks to invest primarily in equity securities of domestic and international companies deemed growing, profitable, and well capitalized. A proprietary valuation process which attempts to identify companies with positive after-tax, free cash flow, high rates of return on capital, improvements in revenue growth, and margin expansion. The Portfolio is a long-only, non-leveraged strategy that uses cash as a hedge against market and company-specific risk. This Portfolio may be appropriate for investors who have a moderate growth investment objective.
- **Rising Dividend Portfolio** – A large cap strategy that seeks to access companies with rising dividends at attractive valuations, across multiple sectors. The Portfolio favors companies with strong balance sheets and consistent earnings which are capable of sustained growth of shareholder capital. This strategy may be appropriate for investors who have a moderate

growth investment objective.

- **Laddered Bond Portfolio** – A strategy that seeks to provide a stream of income with preservation of capital. Bonds are chosen based upon fundamental evaluation of balance sheet quality, trends in cash flow, interest coverage, and liquidity. This Portfolio extends out 10 years with approximately 10% of the Portfolio invested in each year. This Portfolio may be appropriate for investors who have a conservative, income focused investment objective.
- **Conquest Portfolios** – These Portfolios seek to add value by actively allocating assets among U.S. equities, bonds, commodities, and foreign assets through the use of ETFs. The Conquest approach aims to reduce overall risk exposure to individual issuers through diversification, to improve liquidity by utilizing highly marketable ETFs, and to maintain a portfolio of many asset classes throughout various market conditions. These Portfolios pursue additional returns by tactically tilting portfolio weights to assets expected to outperform in the coming months while reducing exposure to assets expected to underperform (i.e. tactical asset allocation). This strategy may be appropriate for investors who have conservative, balanced, moderate growth, or aggressive growth objectives. Investors may select the traditional Conquest Portfolios, or the Conquest – Sector Enhanced Portfolios in which the equity portion of the Portfolio may be focused on one or more of the Standard & Poor's® industry sectors.
- **Dynamic Strategies Portfolios** – The Dynamic Strategies are managed using a low turnover approach, and invest in a broadly diversified global manner, primarily through ETFs and mutual funds, in an effort to gain exposure to multiple asset classes. Portfolio holdings may include domestic and foreign equities, fixed income (both corporate and government debt), and alternative investments (including commodities, REITs, currencies, and other hedged investments). Investors may select between the following Strategic and Active Portfolios, with investment objectives ranging from income to aggressive growth:
 - **Strategic Portfolios** – These Portfolios generally are appropriate for investors seeking tax-efficient, passive risk management with low portfolio turnover.
 - **Active Portfolios** – The Active Portfolios are managed with greater flexibility to respond to fundamental changes in the markets and/or the economy. The Portfolio Managers make tactical decisions aimed at anticipating and/or addressing economic trends. Volatility reduction and risk budgeting also play important roles in the investment process. Capital allocations may be adjusted as a result, or in anticipation, of changes in market conditions. These Portfolios may be appropriate for investors with large investment portfolios who are seeking more active risk management and are willing to accept higher portfolio turnover.

Principal Investment Risks

In general, the types of risks that each investor will be exposed to will vary depending on the particular

Strategy utilized. Investments in securities generally are subject to market risk, which is the risk that the security's value will decline because of downturns in the general securities markets. Depending on market conditions, the value of an investment at the end of an investment period may be less than its initial value, and clients could lose money. Additional risks that may apply include:

Equity Securities Risks. Each Strategy invests in equity securities. Stock markets are volatile. The price of equity securities fluctuates based on changes in a company's financial condition and overall market and economic conditions.

Market Risk and Selection Risk. Market risk is the risk that one or more markets in our Strategies invest will go down in value, including the possibility that the markets will go down sharply and unpredictably. Selection risk is the risk that the securities that we select will underperform the markets, the relevant indices or the securities selected by other strategies with similar investment objectives.

Income-Producing Stock Availability Risk. Depending upon market conditions, income producing common stock that meets the investment criteria of the Rising Dividend Strategy may not be widely available and/or may be highly concentrated in only a few market sectors. This may limit the ability of this Strategy to produce current income while remaining fully diversified.

Debt Securities Risks. WCA Laddered Bond Strategy invests in debt instruments. Debt securities, such as bonds, may involve a number of risks, including credit risk, interest rate risk, duration risk and liquidity risk. Credit risk is the risk that the borrower will not make timely payments of principal and interest. Changes in an issuer's credit rating or the market's perception of an issuer's creditworthiness may also affect the value of the Strategy's investment in that issuer. The degree of credit risk depends on the issuer's financial condition and on the terms of the securities. Interest rate risk is the risk that the value of a debt security may fall when interest rates rise. Duration risk measures a debt security's price sensitivity to interest rate changes. Bonds with higher duration carry more risks and have higher price volatility than bonds with lower duration. Therefore, if interest rates are very low at the time of purchase of the bonds, when interest rates eventually do rise, the price of such lower interest rate bonds will decrease and anyone needing to sell such bonds at that time, rather than holding them to maturity, could realize a loss. Liquidity risk is the risk that a particular security may be difficult to purchase or sell and that an investor may be unable to sell illiquid securities at an advantageous time or price.

Smaller Cap Companies Risks. Many of WCA' Strategies invest across market-capitalizations and investment styles. Investments in securities of smaller companies may be riskier, more volatile and vulnerable to economic, market and industry changes than securities of larger, more established companies. As a result, share price changes may be more sudden or erratic than the prices of other equity securities, especially over the short term.

Master Limited Partnership Risk. MLPs are interest-rate sensitive investments that may trade in lower volumes and be subject to abrupt or erratic price movements and may involve less control by outside investors and potential conflicts of interest among an MLP and its general partner. MLPs are also subject

to different tax rules than other publicly-traded equity securities that may adversely impact the Fund.

REIT Risk. The securities of REITs involve greater risks than those associated with larger, more established companies and may be subject to more abrupt or erratic price movements because of interest rate changes, geographic or industry concentration, economic conditions and other factors.

American Depositary Receipts (ADRs) Risk. ADRs are receipts typically issued by an American bank or trust company evidencing ownership of the underlying securities foreign issuers. Generally, ADRs, in registered form, are designed for the U.S. securities markets. WCA may invest in sponsored or unsponsored ADRs. In the case of an unsponsored ADR, WCA is likely to bear its proportionate share of the expenses of the depository and it may have greater difficulty in receiving shareholder communications than it would have with a sponsored ADR.

Item 9 – Disciplinary Information

Neither WCA nor its employees have been involved in any reportable regulatory event or disciplinary action.

Item 10 – Other Financial Industry Activities and Affiliations

As set forth above, WCA is a wholly-owned subsidiary of Stifel. Stifel is a financial services holding company whose stock is publicly-traded on the New York Stock Exchange under the symbol SF. The Stifel affiliated group of entities includes registered broker-dealers and/or other registered investment advisers. These affiliates include Stifel Nicolaus & Company, Incorporated (“Stifel Nicolaus”); Century Securities Associates, Inc. (“Century Securities”); Thomas Weisel Capital Management LLC; Thomas Weisel Global Growth Partners LLC; Ziegler Capital Management, LLC; Choice Financial Services d/b/a EquityCompass Strategies; 1919 Investment Counsel LLC; and Keefe, Bruyette & Woods, Inc.

WCA provides model portfolios to various affiliates, including Stifel Nicolaus and Century Securities. Stifel Nicolaus and Century Securities are Sponsoring Firms. Stifel Nicolaus’ wrap fees generally do not vary on the basis of the managers selected. As a result, when the Client selects WCA out of all other available options under the Stifel Nicolaus wrap platform, the total portion of the wrap fees that is retained by the Stifel affiliated group will be higher than when the Client selects an unaffiliated adviser.

From time to time, Stifel Nicolaus may separately provide other services to WCA’s clients and/or to the issuers of securities held in WCAs portfolios. In such instances, Stifel Nicolaus generally will be paid customary fees for its services. In each such case, the client will receive appropriate disclosure of the affiliated relationship between Stifel Nicolaus and WCA.

WCA has adopted policies and procedures designed to address conflicts, including policies restricting WCA’s trading in a security when an affiliate notifies WCA that the affiliate has material non-public

information about the security and/or issuer. As a result, WCA may not be able to dispose of a security at a favorable time or take advantage of investment opportunities that would be available to it but for its affiliation with such affiliates.

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

Code of Ethics

WCA has adopted a Code of Ethics (the “Code”) applicable to all supervised persons which Code is designed to comply with the requirement of both Rule 204A-1 under the Investment Advisers Act of 1940 (the “Advisers Act”). The Code reinforces the fiduciary principles that govern supervised persons, including:

- Setting forth standards of business conduct that are expected of all supervised persons, which standards reflect WCA’s fiduciary duties to clients. All supervised persons are required to acknowledge in writing receipt of the Code of Ethics and any material amendments thereto.
- Requiring compliance with federal securities laws, including (but not limited to) the Advisers Act, the 1940 Act and the rules thereunder, as well as applicable state securities and/or fiduciary laws. In addition, when managing accounts of employee benefit plans and individual retirement accounts, WCA and all personnel are also required to comply with all applicable provisions of ERISA, the Internal Revenue Code of 1986 and the rules thereunder.

Personal Securities Trading and Reporting

From time to time, WCA’s officers, portfolio management team or other supervised persons may sell for their own accounts securities that are also held in client accounts. Such personal securities transactions may raise potential conflicts of interest when these supervised person’s trade at or around the same time as a client account, or in a manner inconsistent with WCA’s then-current recommendations to a client. Personal securities transactions by its supervised persons may also raise potential conflicts of interest when WCA is considering the related security for purchase or sale in client accounts.

To mitigate the associated risks, WCA’s Code of Ethics is designed to reasonably detect and prevent such conflicts of interest and, when they do arise, to ensure that the supervised person effects the transactions in a manner that is consistent with WCA’s fiduciary duty to clients and in accordance with applicable law. To this end, all supervised persons are prohibited from using their position with WCA or any investment opportunities that any such individual learns of because of his or her position, to the detriment of WCA’s clients. Additionally, all supervised persons are required to obtain pre-approval from Compliance prior to entering any personal trade in certain security types. In general, all supervised persons are deemed to be access persons.

Supervised persons must submit their completed Pre-Clearance Request Form to Compliance on the

date of the proposed transaction, and may not place an order for the purchase or sale of the security until Compliance has approved the transaction in accordance with WCA's Code of Ethics.

Compliance monitors all supervised persons' trading and conducts periodic testing of WCA's procedures to ensure ongoing compliance by all supervised persons. A free copy of the Code of Ethics is available to all clients and prospective clients upon request.

Principal and Agency Cross Transactions

A principal transaction occurs when an investment adviser, acting for its own account (or the account of an affiliate) buys a security from, or sells a security to, a client's account. WCA generally does not engage in principal transactions with respect to client accounts; nor will it direct a Sponsoring Firm to make such a transaction. WCA also does not permit the selling of a security from one discretionary client account and the purchasing of the same security in an unrelated client account (cross transaction) unless specifically requested by both the selling and purchasing client.

Item 12 – Brokerage Practices

WCA, as a model provider to Sponsoring Firms, does not directly engage in any trading activities. As a result, WCA does not have policies and procedures relating to best execution and order aggregation and allocation. Further, the firm does not have a soft dollar program in place. As a model provider, WCA will not directly engage in new issue equity offerings.

Directed Brokerage

WCA will direct its model changes to Sponsoring Firms which will then trade to the model, at their own discretion. WCA will not be in a position to confirm that any brokerage transactions made by a particular Sponsoring Firm will achieve the most favorable execution of client transactions.

Trade Errors

WCA employs a standard of care in the delivery of model changes to Sponsoring Firms. When an error occurs, WCA takes action to resolve the error with the objective to return the client's account to the position that it would have been in had there not been an error. WCA shall pay to correct any such error and shall reimburse a client for any loss resulting from an error.

Item 13 – Review of Accounts

At least monthly, our personnel review each model's portfolio holdings, position sizes, and industry and sector exposure of the investment strategies to ensure that they are in accordance with the specific investment objectives and restrictions of the related Strategy.

We issue Quarterly Performance Reviews and periodic Market Overviews, and make these reports available to Sponsoring Firms and/or their personnel for use with their End-Users.

Item 14 – Client Referrals and Other Compensation

WCA does not enter into agreements with or compensate other firms or individuals for referring prospective clients to the firm.

Item 15 – Custody

WCA does not have custody of client funds or securities, nor does WCA have the ability, for certain accounts, to directly debit end client accounts. End clients receive account statements directly from their Sponsoring Firm and should carefully review the statements for accuracy.

Stifel Nicolaus serves as custodian with respect to the wrap fee accounts managed by WCA. As wrap sponsor and custodian, Stifel Nicolaus undergoes an annual surprise examination of its accounts that it holds, and also obtains an internal control report from an independent public accounting firm that is registered and subject to regular inspection by the Public Company Accounting Oversight Board. WCA receives a copy of the internal control report issued by such independent public accounting firm.

Item 16 – Investment Discretion

With regard to model portfolios, WCA does not exercise discretion over the trading for such portfolios. Investment discretion is exercised by the Sponsoring Firm.

Item 17 – Voting Client Securities

WCA does not vote proxies for Client accounts. Rather the Sponsoring Firm is appointed to vote client securities for the Client accounts.

Clients may request a copy of our proxy voting policy, at any time, by emailing the Compliance Department at AssetManagementCompliance@stifel.com.

Item 18 – Financial Information

Because WCA does not require prepayment of client fees more than six months in advance, the firm is not required to provide financial statements. WCA does not have any financial condition that is reasonably likely to impair its ability to meet its contracted commitment to any client.

408(b)(2) Disclosure Notice

With respect to retirement plan clients subject to ERISA, WCA serves as a fiduciary to such clients pursuant to Section 3(21) of ERISA and by virtue of being a registered investment adviser providing fee-based advisory services. WCA may provide discretionary investment management services to the portion of plan assets that assigned to WCA's management, which services include determining the specific securities in which to invest such plan assets, as well as the specific brokers through which to trade such securities.

Direct Compensation. As set forth in the "Fees and Compensation" above, for its services, WCA accepts compensation in the form of fees. Each client's applicable fees are negotiated and set forth in the applicable investment management agreement pursuant to which WCA manages the plan's account.

Indirect Compensation. WCA does not receive indirect compensation from any of the issuers of securities held in client accounts (such as 12b-1 or similar fees). From time to time, WCA may receive research reports from broker-dealers through which it executes brokerage transactions in a client account. In selecting brokers to execute client transactions, WCA does not base its decision solely on the research provided by such broker; rather, consistent with its fiduciary obligations, WCA selects brokers on the basis of "best execution" considering all relevant circumstances. For more detailed discussion of the factors considered in selecting brokers, see "Brokerage Practices" in this Brochure.