

## Client Brochure – March, 2022

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This brochure provides information about the qualifications and business practices of Collins Advisors LLC. If you have any questions about the contents of this brochure, please contact us at 716-833-6338. 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.

Please note that the use of the term “registered investment adviser” and description of our firm and/or our associates as “registered” does not imply a certain level of skill or training. Clients are encouraged to review this Brochure and Brochure Supplements for our firm’s associates who advise clients for more information on the qualifications of our firm and our employees.

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

### Table of Contents

Cover Page	Page 1
Table of Contents	Page 1
Material Changes	Page 2
Description of Advisory Business	Page 2
Fees and Compensation	Page 2
Performance-Based Fees and Side-By-Side Management	Page 2
Types of Clients	Page 2
Methods of Analysis, Investment Strategies and Risk of Loss	Page 2
Disciplinary Information	Page 3
Other Financial Industry Activities and Affiliations	Page 3
Code of Ethics, Participation or Interest in Client Transactions and Personal Trading	Page 3
Brokerage Practices	Page 3
Review of Accounts	Page 4
Client Referrals and Other Compensation	Page 4
Custody	Page 4
Investment Discretion	Page 4
Voting Client Securities	Page 4
Financial Information	Page 4

### Material Changes

Since the last annual amendment filed on 05/06/2021, the following changes have been made:

- We've updated our ADV 2A to note that we do not participate in wrap fee programs.
- We've updated our ADV 2A to disclose that some of our representatives at our firm are licensed insurance agents.

### Description of Advisory Business

Collins Advisors LLC began business in 2003 as a trusted advisor. The principal, Mary Collins, has over thirty years of investment experience. She manages client relationships and builds individual portfolios for each of her clients according to each client's investment profile. Christine Collins-Schwinger began work at Collins Advisors LLC in 2005 and is under the direct supervision of Mary. She has her own client relationships and also their portfolios. Stephen Harts joined our firm in 2017, is also under direct supervision of Mary, and has his own client relationships and portfolios. Kyle Shanley joined the firm in February of 2018 under the supervision of Christine and is creating his own relationships and portfolios focusing on 403b and 401k's

Collins Advisors LLC manages portfolios of client assets. Investments are made primarily in equity and fixed income assets, but Exchange Traded Funds (ETFs) and mutual funds are also used in client portfolios.

Client portfolios are crafted according to each client's needs and preferences. Clients may retain control of their portfolio's composition but most clients give their agreement for the firm to make discretionary investment decisions.

#### Participation in Wrap Fee Programs

Our firm does not offer or sponsor a wrap fee program.

Client assets under management as of end of December of 2021 \$133,924,045. With about \$130,761,359 in discretionary and about \$3,162,686 non-discretionary.

### Fees and Compensation

Collins Advisors LLC charges clients fees based on assets under management. The largest percent fee is 1.25% of total assets managed. That percentage may be negotiated depending on the amount of assets managed, the type of securities in the portfolios, and or the amount of services provided.

The management fee is payable quarterly or monthly, in advance, based upon the net asset value of the account as of the last day of the preceding quarter or month. The first fee is payable in advance upon opening the account. Fees are deducted from client accounts and accounts closed may obtain refunds for the time period the account is closed upon request. No other fees or commissions are charged to clients by Collins Advisors LLC.

- a) Clients must provide our firm with written authorization permitting direct payment of advisory fees from their account(s) maintained by a custodian who is independent of our firm;
- b) Our firm sends quarterly statements to the client showing the fee amount, the value of the assets upon which the fee is based, and the specific manner in which the fee is calculated as well as disclosing that it is the client's responsibility to verify the accuracy of fee calculation, and that the custodian does not determine its accuracy; and
- c) The account custodian sends a statement to the client, at least quarterly, showing all account disbursements, including advisory fees.

### Custodial Services

Collins Advisors LLC primarily recommends Raymond James Financial Services, Inc. as a broker, and custodial services. However due to client need, we may recommend other firms for different services. For clients in need of 401k services we may recommend Charles Schwab Corporation for broker and custodial services. For individual 403b plans Collins Advisors typically will recommend TD Ameritrade. Clients may select another broker if they wish. Clients may incur additional fees by Raymond James or chosen financial institution, such as brokerage commission and transaction fees. As well as fees imposed directly by a mutual fund or ETF in the account which is disclosed in the fund's prospectus.

Collins Advisors will negotiate a higher fee, on accounts that include management of additional external accounts not directly held by Raymond James. Additional accounts would include management of 401k, 403b's or other retirement plans which requires quarterly rebalancing, and distribution/contribution management and tax planning.

### Performance-Based Fees and Side-By-Side Management

Performance-based fees and side-by-side management practices are not used by Collins Advisors LLC

### Types of Clients

Collins Advisors LLC provides investment management services to individuals, trusts, corporations and pension plans. Accounts of all sizes are accepted.

### Method of Analysis, Investment Strategies and Risk of Loss

Collins Advisors LLC uses fundamental and market analysis of investments. Possible investments are researched for their fit in the economic cycle and general interest and then subject to financial statement analysis. After those determinations the asset being analyzed is examined for market factor fits with the firm's investment strategy and, if appropriate, used in client portfolios. When clients transfer assets to our management the assets are not immediately sold but are examined for fit in the portfolio we construct for the client. Assets which our firm decides do not fit the portfolio are then sold and replaced with assets that we decide will be better suited with client objectives.

### Disciplinary Information

Collins Advisors LLC has never been subject to **any** disciplinary actions. None of the firm's personnel has been disciplined by the SEC nor do they have **any** criminal convictions. There are no current proceedings, nor any prior proceedings against the firm by the SEC, any other federal regulatory agency, any state regulatory agency, any foreign financial regulatory authority or any self-regulatory organization.

### Other Financial Industry Activities and Affiliations

Representatives of our firm are insurance agents/brokers. They offer insurance products and receive customary fees as a result of insurance sales. A conflict of interest exists as these insurance sales create an incentive to recommend products based on the compensation adviser and/or our supervised persons may earn. To mitigate this potential conflict, our firm will act in the client's best interest.

### Code of Ethics, Participation or Interest in Client Transactions and Personal Training

Collins Advisors LLC takes its fiduciary duty seriously. Our basic principle is that clients come first. We always act in our client's best interest. Client's asset buy and sell orders always take

precedence. We do invest for our own portfolios but our client's investment actions are executed before our own. In fact, we observe a 48 hour trading moratorium for our own portfolio before or after investment trades are made for our clients.

Collins Advisors LLC has no conflict of interest. None of us has any related party financial interests in any investment asset we use. We do invest in assets we recommend and disclose such investments to clients.

A copy of our detailed Ethics Procedures is available upon request.

### Brokerage Practices

Collins Advisors LLC primarily recommends clients establish brokerage accounts with Raymond James Financial Services, Inc. (RJFS), a FINRA member. RJFS provides the firm with access to its institutional trading and operations services, which typically are not available to RJFS retail customers. These services are generally available, without cost, to financial advisory firms who maintain a minimum threshold of clients' assets with RJFS.

Services provided by RJFS to financial advisory firms include research (including mutual fund research, third-party research, and Raymond James & Associates, Inc.'s (RJA) proprietary research), brokerage, custody and access to mutual funds and other investments that are available only to institutional investors or would require a significantly higher minimum initial investment. In addition, RJFS makes available software and other technologies that provide access to client account data (such as trade confirmations and account statements), facilitate trade execution, provide research, pricing information, quotation services, and other market data, assist with contact management, facilitate trade allocation, and assist with back-office support, record-keeping, and client reporting. RJFS also provides access to financial planning software, practice management consulting support, best execution assistance, consolidated statements assistance, educational and industry conferences, marketing and educational materials, technological and informational technology support, and RJFS corporate discounts. Many of these services may be used to service all or a substantial number of the firms' accounts, including accounts not maintained at RJFS.

RJFS is recognized as a full-service registered broker-dealer and registered investment adviser. Collins Advisors LLC has no formal relationship with RJFS for client referrals and receives no compensation from RJFS (other than the services and arrangements described herein) for accounts opened by firm clients. On an informal basis, RJFS occasionally may make referrals to the firm as a courtesy or accommodation. Nothing of value, monetary or otherwise, is given, paid, or received in exchange for such referrals.

Collins Advisors may recommend TD Ameritrade, a FINRA member, for clients interested in asset allocation suggestions related to their individual 403b Plans. TD Ameritrade offers execution of trades, and the purchase and sale of mutual fund products and custody of clients' accounts. TD Ameritrade is a full service registered broker-dealer. Collins Advisors, LLC has no formal relationship with TD Ameritrade and receives no compensation for accounts opened by firm clients.

Collins Advisors may recommend Charles Schwab Corporation, a FINRA member, for clients interested in asset allocation suggestions related to their companies 401k Plan. Charles Schwab offers execution of trades purchase and sale of mutual fund and ETF products and custody of accounts. Charles Schwab is a full service registered broker-dealer. Collins Advisors, LLC has no formal relationship with Charles Schwab and receives no compensation for accounts opened by firm clients.

Collins Advisors, LLC will use our best effort to obtain a reasonable commission rate in correlation to the quality of a trade execution and the value of the brokerage services received from our

current executing broker. The CCO will monitor the Best Trading Practices of current Broker Dealer "Raymond James & Associates, Inc." to ensure our clients receive the best price for a security in the marketplace as well as ensuring that, the execution of client transactions the client does not incur unnecessary brokerage costs or charges. Collins Advisors, LLC will review the quarterly "Best Execution Analysis Reports provided by Raymond James to ensure clients are receiving a competitive trade price. During the annual review our broker Raymond James is audited to ensure competitive market rates for trades in correlation of our assets under management and broker/dealer service. Clients may stipulate the use of another broker if they desire.

#### Review of Accounts

Client accounts are reviewed at least semi-annually. Usually client accounts are reviewed on an on-going basis but quarterly meetings are requested with clients and reviews are conducted before these requests. Changes in economic factors or the change in an individual asset's analysis trigger portfolio reviews. During client reviews the client's entire portfolio is printed and performance of the portfolio since inception and since the last review are prepared and disclosed. All individual assets in the portfolio are explained. Written notes are kept of all client meetings.

#### Client Referrals and Other Compensation

Collins Advisors LLC does not pay referral fees.

#### Custody

Collins Advisors LLC does not maintain custody of any of our client's assets. Client statements and trade confirmations are provided by custodial companies directly to clients. We provide a binder to our clients and urge them to open, review and file their statements and trade confirmations when they receive them.

#### Investment Discretion

Collins Advisors LLC receives discretionary authority from almost all of its clients. Some clients have directed us to only make investment decisions upon his/her instructions. All other clients direct us to make all investment decisions. We require all clients to read and sign a client agreement before we accept discretionary authority for their investment decisions.

#### Voting Client Securities

Collins Advisors LLC does not vote on clients securities. Clients receive proxies and other solicitations directly from RJFS.

#### Financial Information

Our firm is not required to provide financial information in this Brochure because:

- Our firm does not require the prepayment of more than \$1,200 in fees when services cannot be rendered within 6 months.
- Our firm does not take custody of client funds or securities.
- Our firm does not have a financial condition or commitment that impairs our ability to meet contractual and fiduciary obligations to clients.

Our firm has never been the subject of a bankruptcy proceeding.