

# Berkshire Advisors, Inc.

Form CRS Disclosure

September 26, 2022

## **Item 1. Introduction**

Berkshire Advisors, Inc. (“BAI”) is a State registered investment adviser with the Pennsylvania Banking/Security Division, is transitioning over to a U.S. Securities and Exchange Commission (“SEC”) registered investment advisory firm. BAI provides investment advisory services and does not provide brokerage services. Clients and prospective clients should be aware that services and fees differ between investment advisers and brokerage firms, and it is important for retail investors to understand the differences. Free and simple tools are available to research advisory firms like us at <https://www.investor.gov/CRS>, which also provides educational materials about broker-dealers, investment advisers, and investing.

## **Item 2. Relationships and Services**

*What investment services and advice can you provide me?*

**Services:** BAI offers retail clients discretionary investment advisory services and financial planning. Client assets are managed through separately managed accounts. BAI provides customized client portfolios or one of Berkshire’s asset allocation models based on each client’s risk. Berkshire Advisors, Inc. may utilize individual exchange-traded equity securities, corporate and government bonds, no-load, and load waived open-end mutual funds to create its client’s portfolio management.

**Monitoring:** The client and the Investment Advisor Representative periodically review the Advisory Account portfolios. The review consists of a discussion of the Advisory Account’s performance and the client’s current circumstances. At the client’s reasonable request, the RIA and/or IAR’s are available to consult with the client concerning the Advisory Account, which is normally quarterly, semi-annually, or annual.

**Requirements to open and maintain an account:** BAI offers Individual Advisory Services available for individuals. The minimum asset level required for retail clients to participate in the Advisory Account is normally \$250,000. The Advisors minimum asset level normally available for high net worth separate accounts is \$1 Million. However, BAI may open investment accounts with lesser amounts at its discretion. The minimum for subsequent investments is normally \$1,000.00.

**ADDITIONAL INFORMATION:** Additional information can be found in our Form ADV, Part 2A, Items 4-7 available at: <https://adviserinfo.sec.gov/firm/summary/122389>.

**Conversation Starter** - *Given my financial situation, should I choose an investment advisory service? Why or why not? How will you choose investments to recommend to me? What is your relevant experience, including your licenses, education, and other qualifications? What do these qualifications mean?*

## **Item 3. Fees, Costs, Conflicts and Standard of Conduct**

*What fees will I pay?*

**Principal Fees and Costs:** BAI is generally compensated for its investment advisory services provided to clients as a percentage of assets under management. BAI also provides financial planning/consulting services relating to general securities advice on regarding various topics and fees are \$250.00 per hour unless negotiated differently. Please refer to our Form ADV, Part 2A, Item 2 available at <https://adviserinfo.sec.gov/firm/summary/122389> for additional information.

**ADDITIONAL INFORMATION:** You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please

make sure you understand what fees and costs you are paying. For more information, please visit and see Items 4-6 in Form ADV, Part 2, available at <https://adviserinfo.sec.gov/firm/summary/122389>.

**Conversation Starter** - *"Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?"*

#### **Standard of Conduct/Conflicts of Interest**

***What are your legal obligations to me when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?***

When we act as your investment adviser, we must act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice, we provide you. Here are some examples to help you understand what that means. For example, BAI may have incentive to increase your assets under management because it is paid, in part, based on this amount.

**Conversation Starter** - *How might your conflicts of interest affect me, and how will you address them?*

**ADDITIONAL INFORMATION:** For more information on conflicts of interest, see Items 4, 7-10 and 14 of our Form ADV, Part 2, available at <https://adviserinfo.sec.gov/firm/summary/122389>.

***How do your financial professionals make money?*** BAI also employs registered representatives of Purshe Kaplan Sterling Investments who can earn commissions from stock, bonds, mutual funds, life insurance and limited partnership sales. Berkshire Advisors, Inc. is not affiliated with Purshe Kaplan Sterling Investments. RRs of Purshe Kaplan Sterling Investments may receive commissions and service fees from the retail products they sell. All fees and commissions are disclosed to retail clients.

#### **Item 4. Disciplinary History**

***"Do you or your financial professionals have legal or disciplinary history?"***

No. BAI has not been subject to any reportable disciplinary events by regulators nor is it a party to any legal events that are material to client evaluation of our advisory business. You can visit [Investor.gov/CRS](http://Investor.gov/CRS) for free and simple search tool to research us and our financial professionals.

**Conversation Starter** - *As a financial professional, do you have any disciplinary history? For what type of conduct?*

#### **Item 5. Additional Information**

If you have any questions about our investment advisory services, personnel or if you wish to request a copy of the relationship summary, please contact Mr. Jay R. Kemmerer, Chief Compliance Officer, at 610-376-6970 or 1-800-566-4325. Additional information about us is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You can also call us at 610-376-6970 or 1-800-566-4325 for up-to-date information and request a copy of the relationship summary.

**Conversation Starter** - *Who is my primary contact person? Is he or she a representative of an investment adviser or broker dealer? Who can I talk to if I have concerns about how this person is treating me?*