



## **Archer Investment Corporation**

**9000 Keystone Crossing #630**

**Indianapolis, IN 46240**

**Phone: 317-581-1776**

**[www.thearcherfunds.com](http://www.thearcherfunds.com)**

**[www.archerinvestment.com](http://www.archerinvestment.com)**

**December 31, 2019**

This brochure provides information about the qualification and business practices of Archer Investment Corporation. If you have any questions about the contents of this brochure, please contact Archer Investment Corporation. 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 Archer Investment Corporation is also available on the Internet at [www.advisorinfo.sec.gov](http://www.advisorinfo.sec.gov).

Archer Investment Corporation is a Registered Investment Advisor. Registration as an Investment Advisor does not imply a certain level of skill or training.

## **Item 2 - Material Changes**

None

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## **Item 4 - Advisory Business**

Archer Investment Corporation was established in 2005. The advisory firm was established to manage The Archer Funds and separately managed accounts. In addition the advisory firm works with Accountants and CPAs who are Investment Advisory Representatives of Archer Investment Corporation. Troy C. Patton, CPA/ABV is the sole owner of Archer Investment Corporation.

Investment advisory services offered by Archer to its individual customers may be comprehensive or limited in scope according to a customer's needs. Archer's comprehensive service involves an assessment of the customer's needs in the way of cash flow, asset liability management, liquidity, risk control, diversification, tax concerns and other factors. A selection of the appropriate asset classes, investment styles and investment vehicles are then made based upon these factors. Generally, an allocation is developed with a well diversified selection of uncorrelated assets and agreed upon with the customer. The selection of investment vehicles is subsequently determined by the portfolio manager and may include, but is not limited to, equities, fixed income instruments, mutual funds, and options.

Investment advisory services offered may be limited in scope and may use models of primarily mutual funds and ETFs. A selection of the models will be based on age, income, employment, savings, time horizon, risk tolerance, and liquidity needs. The service will then offer the customer a limited scope model where personnel will oversee the model, but may not monitor each individual account. Annually the client should update their information by contacting our corporate office.

The client can determine to engage Archer to provide discretionary or non-discretionary investment management services on a fee-only basis. The client may impose restrictions on investing in certain types of securities.

Archer Investment Corporation also manages The Archer Funds which was established under The Archer Investment Series Trust.

Archer Investment Corporation manages approximately \$370 million and nearly all on a discretionary basis. Archer does not manage any funds on a non-discretionary basis.

## **Item 5 - Fees and Compensation**

The client can determine to engage Archer to provide discretionary or non-discretionary investment management services on a fee-only basis in accordance with the following schedule:

Market Value	Annual Fee
\$0 to \$500,000	1.00%
\$500,001 to \$999,999	0.75%
\$1,000,000+	0.50%

Archer's annual investment management fee is prorated and charged quarterly, in arrears, based upon the average market value (except as noted below) of the assets of the previous quarter. Archer generally requires a minimum account size of \$25,000. However, Archer, at its sole

discretion, may reduce its account minimum, and charge lesser or more on each account up to a 1% investment management fee based upon certain criteria (i.e. anticipated future earning capacity, related accounts, negotiations, limited scope services/Robo, other services, etc.)

Archer's investment management fee is charged quarterly at the end of each quarter, except for some 401k plans. Some 401k providers charge monthly on the average balance. Those clients will be notified at the time of account application if they will be billed monthly on the average balance. The advisory fees discussed above includes payment for investment advisory advice from Archer only. The fee does not include mark-ups, markdowns, or payment of brokerage commissions, other transaction costs, or custodial fees. It also does not include management or other fees imposed by the investment companies. Such brokerage commissions, mark-ups or markdowns, and other costs are charged to the client accounts in addition to the advisory fee. Any accounts that are managed direct at The Archer Funds or custodian outside of TradePMR may be charged on the total balance at the end of the quarter.

Either party, without the payment of penalty, may terminate the advisory agreement in accordance with the written agreement. Upon such termination, any unpaid fees for services received by the client are due and immediately payable to Archer.

Archer nor any of Archer's supervised persons accepts compensation for the sale of securities or other investment products, including asset-based sales charges or service fees from the sale of mutual funds. Archer's supervised persons including Investment Advisor Representatives are compensated by Archer Investment Corporation the majority of the fees paid by the client under the investment management fee schedule.

Archer Investment Corporation also manages The Archer Funds which was established under The Archer Investment Series Trust. Archer representatives may, from time to time, recommend investment products to clients, including mutual funds, sponsored by or managed by Archer. Archer and its representatives may also recommend portfolios including proprietary funds to current and prospective clients. Archer representatives may have a financial incentive to recommend proprietary funds over other funds, programs or services which may be available. Archer and its representatives may have a conflict of interest when assisting clients in selecting these investment services and products, because the owners of the related companies may receive more aggregated compensation if the client selects products or services managed or offered through Archer and its affiliates.

Clients have the option to purchase investment products that Archer recommends through other brokers or agents that are not affiliated with Archer.

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

Archer does not engage in performance based fees.

## **Item 7 - Types of Clients**

Archer generally provides investment advice to investment companies, trusts, pension plans, individuals, and corporations.

Archer requires a minimum account size of \$25,000 for separately managed accounts. Minimums may be waived due to business considerations or account relationships at the sole discretion of Archer's management.

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

Archer's comprehensive service involves an assessment of the customer's needs in the way of cash flow, asset liability management, liquidity, risk control, diversification, tax concerns and other factors. A selection of the appropriate asset classes, investment styles and investment vehicles are then made based upon these factors. Generally an allocation is developed with a well diversified selection of uncorrelated assets and agreed upon with the customer. The selection of investment vehicles is subsequently determined by the portfolio manager and may include, but is not limited to, equities, fixed income instruments, mutual funds, and options.

Investing in securities of any type involves risk or loss that clients should be prepared to bear. Each method of investing involves material risks. Equities, fixed income instruments, mutual funds (including Exchange Traded Funds), and options may all lose money. Each investment strategy depending on the current investment climate may result in significant loss or total loss in an account.

## **Item 9 - Disciplinary Information**

N/A

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

Troy Patton, the President and sole owner of the Archer Investment Corporation, is also the President and sole owner of Archer Financial Advisors, Inc., a holding company that operates as a master payroll and collection firm for Patton & Associates and Archer Investment Corporation. He is also President and sole owner of Patton & Associates, LLC, a CPA and Business Valuation firm. Troy Patton is a practicing CPA preparing business valuations and limited accounting procedures. These two efforts make up about 10 hours per week.

Archer Investment Corporation also manages The Archer Funds which was established under The Archer Investment Series Trust. Archer Investment Corporation may recommend the purchase of proprietary mutual funds (Mutual Funds of the Archer Investment Series Trust), accounting services, and/or plan administration to advisory clients. A conflict of interest may exist to the extent the total compensation to Archer is increased. In addition, even if there is no direct compensation paid to Archer or its representatives, there may be indirect benefits received by Archer or its affiliates as a result of such business. However, clients are under no obligation to purchase products or services recommended by Archer.

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

Archer has adopted a Code of Ethics (the "Code") to address securities-related conduct. The Code focuses primarily on fiduciary duty, personal securities transactions, insider trading, gifts, and

conflicts of interest. The Code includes Archer's policies and procedures developed to protect client's interests in relation to the following topics:

- The duty at all times to place the interests of clients first;
- The requirement that all personal securities transactions be conducted in such a manner as to be consistent with the code of ethics and to avoid any actual or potential conflict of interest or any abuse of an employee's position of trust and responsibility;
- The principle that investment advisor personnel should not take inappropriate advantage of their positions;
- The fiduciary principle that information concerning the identity of security holdings and financial circumstances of clients is confidential; and
- The principle that independence in the investment decision-making process is paramount. Archer provides a copy of the Code to any client or prospective client upon request.

Archer representatives may, from time to time, recommend investment products to clients, including mutual funds, sponsored by Archer. Archer and its representatives may also recommend portfolios including proprietary funds to current and prospective clients. Archer representatives may have a financial incentive to recommend proprietary funds over other funds, programs or services which may be available. Archer and its representatives may have a conflict of interest when assisting clients in selecting these investment services and products, because the owners of the related companies may receive more aggregated compensation if the client selects products or services managed or offered through Archer and its affiliates.

Archer may recommend the purchase of proprietary mutual funds, accounting services, and/or plan administration to advisory clients. A conflict of interest may exist to the extent the total compensation to Archer is increased. In addition, even if there is no direct compensation paid to Archer or its representatives, there may be indirect benefits received by Archer or its affiliates as a result of such business. However, clients are under no obligation to purchase products or services recommended by Archer.

Archer's representatives may engage in personal securities transactions. Such transactions may raise potential conflicts of interest when such persons trade in a security that is owned by a client or considered for purchase or sale for a client. Archer has adopted policies and procedures that are intended to ensure that transactions are effected for clients in a manner that is consistent with the fiduciary duty and in accordance with applicable law. Associated persons who wish to purchase or sell securities of the types purchased or sold for clients may do so only in a manner consistent with Archer's policies and procedures.

Archer representatives often purchase the same mutual funds as clients of Archer. Archer representatives are not allowed to sell a security and would then recommend to sell for their clients. These transactions are often done through rebalancing and the trades are effected at roughly the same time. Archer management places all trades in client accounts of representatives and clients to ensure no conflict of interest arises from the purchase or sale of securities.

## **Item 12 - Brokerage Practices**

Archer is required to monitor soft dollar arrangements to identify where a research product or service has a mixed use (research and non-research) and make a reasonable allocation of the cost of the product according to its use. The portion that provides assistance to Archer in the investment decision-making process may be paid for by commission dollars. Those services that provide administrative or other non-research assistance to the firm (such as computer hardware,

marketing, management systems integrating trading, execution, accounting, record keeping and other administrative matters) are outside the safe harbor of Section 28(e) and must be paid for by Archer using its own funds. Archer has a conflict of interest in making this research/non-research determination. Archer maintains records concerning mixed-use allocations and makes a good faith review of these determinations on a quarterly basis.

Archer may recommend specific broker-dealers including but not limited to Trade PMR and Fidelity institutional to execute advisory account transactions or to custody advisory assets for its Separately Managed Accounts. This may create a conflict of interest, as Archer may have business arrangements with such firms for the provision of administrative support, investment tools, and other investment-related services. However, clients are under no obligation to purchase or sell securities through broker-dealers recommended by Archer's advisory Services.

Archer may aggregate orders in a bunched trade or trades when securities are purchased or sold through the same broker-dealer for multiple discretionary accounts. The portfolio manager for each account must reasonably believe that the bunched order is consistent with Archer's duty to seek best execution and may benefit each client participating in the aggregated order. The average price of the security in each bunched trade is allocated to each account that participates in the bunched trade. Accounts that participate in the same bunched trade are charged commissions, if applicable, in accordance with their advisory contracts. Different accounts participating in an aggregated transaction may not be charged the same commission rates. Archer prohibits proprietary trades of the advisor or personal trades of its employees to be purchased or sold within bunched trades of clients.

If a bunched order cannot be executed in full at the same price or time, the securities actually purchased or sold by the close of each business day are allocated in a manner that is consistent with the initial pre-allocation or other written statement. This is done in a way that does not consistently advantage or disadvantage particular client accounts. For example, partial fills generally are filled pro rata among participating accounts. Prior to entry of a bunched trade, a written pre-allocation is generated which identifies the group of client accounts participating in the order.

## **Item 13 - Review of Accounts**

Archer management reviews client accounts on a quarterly basis. The nature of the review is to determine if the proper material allocation exists that was set up for the client. John Rosebrough, CFA, Troy Patton, CPA/ABV, Brian Couzens, Mason Heyde, and/or Steven Demas conduct these reviews together and/or separately.

Archer's clients receive quarterly reports on their accounts. All clients have daily access to their clients through the use of the internet.

If the client deems information has changed or they would like to impose restrictions on the account they need to contact Archer or an Archer representative.

## **Item 14 - Client Referrals and Other Compensation**

Archer has also entered into written compensation agreements with certain unaffiliated investment adviser representatives and professionals such as CPAs, attorneys, etc. Archer pays



these persons a percentage of the fee paid to it by clients that are determined to have become clients as a result of such individual's direct or indirect efforts. These payments are a portion of the fee charged by Archer and do not result in an increase in the amount of the fee paid by clients. Any solicitation or referral arrangements will comply with applicable laws that govern 1) the nature of the service, 2) fees to be paid, 3) disclosures to clients and 4) any necessary client consents.

## **Item 15 - Custody**

Archer may recommend specific broker-dealers including but not limited to Trade PMR, Fidelity and Schwab institutional to execute advisory account transactions or to custody advisory assets for its Separately Managed Accounts. The statements clients will receive will be from these custodians only. Archer does not send out statements.

## **Item 16 - Investment Discretion**

Archer manages the majority of its advisory assets on a discretionary basis. The type and amount of securities to be bought and sold in such accounts do not require advance client approval. This discretion includes the authority to effect the transaction of securities without prior consent of, or notice to, the client. Archer also offers nondiscretionary management to Separately Managed Accounts. On these accounts, Archer recommends the purchase or sale of securities for review and approval by such clients. Only securities which have been approved by these clients in advance are purchased and sold in nondiscretionary accounts. Archer also has the discretionary authority to both choose the broker-dealer selected for each trade as well as negotiate commissions on behalf of the mutual fund it advises.

## **Item 17 - Voting Client Securities**

Proxies on securities held in client's accounts are voted by Archer's internal manager. Archer has adopted policies and procedures designed to prevent conflicts of interest from influencing proxy voting decisions its makes on behalf of client accounts and to ensure that such decisions are made in accordance with Archer's fiduciary obligations to its clients. Archer's proxy voting policies and procedures, including information for clients on how their securities were voted, are available upon written request to Archer Investment Corporation, Attn: Chief Compliance Officer, 9000 Keystone Crossing, #630, Indianapolis, IN 46240.

In addition, Archer actively reviews and may elect to participate in class action lawsuits involving securities on behalf of its clients.

## **Item 18 - Financial Information**

N/A



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## **Form ADV Part 2B**

### **Client Brochure Supplement**

December 31, 2019

This Brochure Supplement provides information about certain Archer Investment Corporation employees listed below that supplements the Archer Investment Corporation Brochure you should have received above. Please contact Archer Investment at (800) 581-1776 or [info@archerinvestment.com](mailto:info@archerinvestment.com) if you did not receive Archer Investment Corporation's Brochure or if you have any questions about the contents of this Brochure Supplement. Additional information about Mason Heyde is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

### **Troy Patton**

Year of birth: 1969

#### **Education**

BA, Accountancy – Miami University of Ohio, 1992  
CPA certification, 1994

#### **Business Background**

Archer Investment Corporation, President & Chief Compliance Officer ("CCO"), 8/2005 -present  
Archer Financial Advisors, Inc., President, 2006 to present  
Patton & Associates, LLC., 2006 – Present, CEO and Managing Partner

#### **Disciplinary Information**

None

#### **Other Business Activity**

Patton & Associates, LLC 2006 – Present, CEO and Managing Partner

#### **Additional Compensation**

None

#### **Supervision**

Mr. Patton is the President and CEO of Archer Investment Corporation and is not subject to additional supervision.

### **John Rosebrough**

Year of birth: 1971

#### **Education**

BA, Economics – Indiana University, 1995  
CFA certification, 2001.

#### **Business Background**

Archer Investment Corporation, Investment Manager, June 2010 to present

**Disciplinary Information**

None

**Other Business Activity**

None

**Additional Compensation**

None

**Supervision**

Mr. Rosebrough is supervised by Mr. Patton pursuant to Archer Investment's policies and procedures.

**Steven Demas**

Year of birth: 1967

**Education**

BA, Marketing – Indiana University, 1989

**Business Background**

Archer Investment Corporation, Investment Manager, April 2009 to present

**Disciplinary Information**

None

**Other Business Activity**

None

**Additional Compensation**

None

**Supervision**

Mr. Demas is supervised by Mr. Patton pursuant to Archer Investment's policies and procedures.

**Brian Couzens**

Year of birth: 1981

**Education**

BS, Finance – Butler University, 2003

**Business Background**

Archer Investment Corporation, VP of Business Development, 5/2010 - Present

**Disciplinary Information**

None

**Other Business Activity**

None

**Additional Compensation**

None

**Supervision**

Mr. Couzens is supervised by Mr. Patton pursuant to Archer Investment's policies and procedures.

**Mason Heyde**

Year of birth: 1989

**Education**

BA, Economics – DePauw University, 2012

**Business Background**

Archer Investment Corporation, Investment Advisor, 10/2012 – Present

Archer Investment Series Trust, Chief Compliance Officer, 8/2015 – 12/2017

**Disciplinary Information**

None

**Other Business Activity**

Archer Investment Series Trust, Chief Compliance Officer August 2015 to 12/2017

**Additional Compensation**

None

**Supervision**

Mr. Heyde is supervised by Mr. Patton pursuant to Archer Investment's policies and procedures.