

# Stonehearth Capital Management

100 Conifer Hill Drive, Unit 105  
Danvers, MA 01923

(978) 624-3000

[www.stonehearthcapital.com](http://www.stonehearthcapital.com)

May 4, 2023

Form ADV Part 2B  
Brochure Supplement

**Jamie A. Upson, CFP<sup>®</sup>, AAMS<sup>®</sup>, CMFC<sup>®</sup>**

This brochure supplement provides information about Jamie A. Upson that supplements the Stonehearth Capital Management brochure. You should have received a copy of that brochure. Please contact Jamie Upson at 978-624-3000 or [Jamie@stonehearthcapital.com](mailto:Jamie@stonehearthcapital.com) if you did not receive our brochure or if you have any questions about the contents of this supplement.

Additional information about Jamie A. Upson is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The searchable CRD number for Jamie A. Upson is 4046712.

## Item 2 Educational Background and Business Experience

Jamie A. Upson, CFP®, AAMS®, CMFC®

**Year of Birth:** 1976

### **Education:**

St. Anselm College, BA Liberal Arts - 1999

### **Certifications:**

#### Certified Financial Planner™ Practitioner, (CFP®), 2006

The Certified Financial Planner Board of Standards, Inc. grants these certification marks in the United States. The CFP certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP Certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients.

Candidates must satisfy a combination of education, experience, examination, and ethics requirements:

- Education - Complete a CFP Board-approved financial planning curriculum and attain a Bachelor's Degree from an approved college or university;
- Examination - Pass a comprehensive two-day, 10-hour certification examination.
- Experience - Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics - Agree to be bound by CFP Board's *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP professionals.

Individuals who become certified must complete 30 hours of continuing education every two years and agree to continue to abide by the CFP Board's Standards of Professional Conduct.

#### Accredited Asset Management Specialist (AAMS®), 2003

The College for Financial Planning awards this designation to those who successfully complete the program, pass the final exam, and comply with the code of ethics. Coursework includes topics such as the asset management process, asset allocation and selection, investment strategies, and risk, return and investment performance. The designation must be renewed every two years by completing 16 hours of continuing education requirements and reaffirming to abide by the standards of professional conduct.

#### Chartered Mutual Fund Counselor<sup>SM</sup> (CMFC®) certification, 2001

The College for Financial Planning awards this designation to those who successfully complete the program, pass the final exam, and comply with the code of ethics. Coursework includes topics on mutual funds and their use as investment vehicles. The designation must be renewed every two years by completing 16 hours of continuing education requirements and reaffirming to abide by the standards of professional conduct.

### ***Business Background:***

01/2017 to Present	Stonehearth Capital Management, LLC President & Chief Executive Officer
04/2004 to 01/2017	Stonehearth Capital Management (f/k/a Wealth Management Group, LLC, Executive Vice President, Portfolio Management and Advisory Representative
06/2000 to 03/2010	Commonwealth Financial Network Registered Representative and Advisory Representative
06/2000 to 03/2004	Prout Financial Services Fund Analyst and Advisory Representative
08/1999 to 06/2000	Fidelity Investments Brokerage Trader

### **Item 3 Disciplinary Information**

Jamie A. Upson is not subject to legal or disciplinary events that are material to a client or prospective client's evaluation of him or the services offered by him.

### **Item 4 Other Business Activities**

Jamie A. Upson serves as President, Chief Executive Officer, Managing Member, Chief Compliance Officer, and Advisory Representative for Stonehearth Capital Management. All of his time is devoted to this activity. Jamie is not involved in any other business activity.

You are under no obligation to purchase the advisory services offered to you by Jamie. You are free to obtain these services through other unaffiliated advisers or entities. There may be other products and services available through other financial professionals at a lower cost than those products and services available through Jamie.

### **Item 5 Additional Compensation**

Jamie A. Upson does not receive an economic benefit (i.e., sales awards and other prizes) from a non-client for providing advisory services.

### **Item 6 Supervision**

Jamie Upson is President, Chief Executive Officer, Managing Member and Chief Compliance Officer of Stonehearth Capital Management. He can be reached at (978) 624-3000. Jamie supervises all activities conducted through Stonehearth Capital Management. The firm maintains policies and procedures to guide his activities and he adheres to a code of ethics.

Jamie reviews and approves the opening of all new client accounts as well as all transactions conducted in clients' accounts. Jamie has established procedures to monitor outside business activities engaged in by associated persons, to oversee communications with the public, and to review personal trading activities of associated persons including any account over which associated persons have direct or indirect beneficial interest.

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Form ADV Part 2B  
Brochure Supplement

**David W. Juliano, CLU<sup>®</sup>, ChFC<sup>™</sup>, RICP**

This brochure supplement provides information about David W. Juliano that supplements the Stonehearth Capital Management brochure. You should have received a copy of that brochure. Please contact Jamie Upson at 978-624-3000 or [Jamie@stonehearthcapital.com](mailto:Jamie@stonehearthcapital.com) if you did not receive our brochure or if you have any questions about the contents of this supplement.

Additional information about David W. Juliano is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The searchable CRD number for David W. Juliano is 3164953.

## Item 2 Educational Background and Business Experience

David W. Juliano, CLU, ChFC™, RICP

**Year of Birth:** 1968

### **Education:**

*St. Michael's College, BA Business Administration, 1990*

### **Certifications:**

#### Chartered Life Underwriter

The Chartered Life Underwriter (CLU®)

) designation is awarded by The American College ([www.theamericancollege.edu](http://www.theamericancollege.edu)) upon successful completion of a training program that currently requires eight college-level courses. Topics for required courses include insurance and financial planning, life insurance law, estate planning, and planning for business owners and professionals. Elective courses include such advanced topics as income taxes, group benefits, retirement planning, and health insurance. Three years of full-time related business experience is required. A CLU

® is required to earn 30 hours of CE credit every two years and maintain the College's professional and ethical requirements.

#### Chartered Financial Consultant

The Chartered Financial Consultant (ChFC™)

) designation is awarded by The American College ([www.theamericancollege.edu](http://www.theamericancollege.edu)). The ChFC™ currently requires nine college-level courses on all aspects of financial planning, including income taxation, investments, and estate and retirement planning. Additional electives are chosen from such topics as macroeconomics, financial decisions for retirement, and executive compensation. The credential is awarded by The American College, a non-profit educator. Three years of full-time related business experience is required. A ChFC™ is required to earn 30 hours of CE credit every two years and maintain the College's professional and ethical requirements.

#### Retirement Income Certified Professional

The Retirement Income Certified Professional (RICP®) designation teaches advisers techniques and best practices used to create sustainable streams of retirement income. The education covers retirement income planning, maximizing Social Security and other income sources, minimizing risks to the plan, and managing portfolios during the asset distribution phase. The designation includes three required, college-level courses that represent a total average study time of more than 150 hours. RICP designees must meet experience, continuing education and ethics requirements. The credential is awarded by The American College, a non-profit educator founded in 1927 and the highest form of academic accreditation.

### ***Business Background:***

01/2016 to Present	Stonehearth Capital Management (f/k/a Wealth Management Group, LLC) <i>Investment Adviser</i>
05/1999 to 12/2015	Commonwealth Financial Network <i>Advanced Planning Specialist</i>
09/1995 to 09/2005	USI Executive & Professional Benefits <i>Sales Associate</i>

### **Item 3 - Disciplinary Information**

David Juliano is not subject to legal or disciplinary events that are material to a client or prospective client's evaluation of him or the services offered by him.

### **Item 4 - Other Business Activities**

David Walter Juliano is separately licensed as an independent insurance agent. In this capacity, he can effect transactions in insurance products for his clients and earn commissions for these activities. The fees you pay our firm for advisory services are separate and distinct from the commissions earned by Mr. Juliano for insurance related activities. This presents a conflict of interest because Mr. Juliano may have an incentive to recommend insurance products to you for the purpose of generating commissions rather than solely based on your needs. However, you are under no obligation, contractually or otherwise, to purchase insurance products through any person affiliated with our firm.

You are under no obligation to purchase the advisory services offered to you by David. You are free to obtain these services through other unaffiliated advisers or entities. There may be other products and services available through other financial professionals at a lower cost than those products and services available through David.

### **Item 5 - Additional Compensation**

Refer to the *Other Business Activities* section above for disclosures on Mr. Juliano's receipt of additional compensation as a result of his other business activities.

Also, refer to the *Fees and Compensation, Client Referrals and Other Compensation, and Other Financial Industry Activities and Affiliations* section(s) of Stonehearth Capital Management's firm brochure for additional disclosures on this topic.

### **Item 6 - Supervision**

Jamie Upson is President, Chief Executive Officer, Managing Member and Chief Compliance Officer of Stonehearth Capital Management. He can be reached at (978) 624-3000. Jamie supervises all activities conducted through Stonehearth Capital Management. The firm maintains policies and procedures to guide his activities and he adheres to a code of ethics.

Jamie reviews and approves the opening of all new client accounts as well as all transactions conducted in clients' accounts. Jamie has established procedures to monitor outside business activities engaged in by David, to oversee communications with the public, and to review his personal trading activities including any account over which David has direct or indirect beneficial interest.

## **Stonehearth Capital Management LLC**

**100 Conifer Hill Drive, Unit 105  
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**Telephone: 978-624-3000**

**Facsimile: 978-624-3007**

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**May 4, 2023**

**FORM ADV PART 2B  
BROCHURE SUPPLEMENT**

**Joseph Gauvin, CFP**

This brochure supplement provides information about Joseph Gauvin that supplements the Stonehearth Capital Management brochure. You should have received a copy of that brochure. Contact us at 978-624-3000 if you did not receive Stonehearth Capital Management's brochure or if you have any questions about the contents of this supplement.

Additional information about Joseph Gauvin (CRD # 6128554) is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).



## Item 2 Educational Background and Business Experience

### Joseph Gauvin, CFP

Year of Birth: 1986

#### Formal Education After High School:

- Framingham State University, MBA Business Administration , 9/2011 - 8/2014
- University of Tennessee, BS Sociology , 8/2007 - 9/2010

#### Business Background:

- Stonehearth Capital Management, Senior Financial Advisor, 5/2022 - Present
- Sandy Cove Advisors, Senior Client Advisor, 1/2022 - 4/2022
- D.K. Brede Investment, Associate Wealth Advisor, 10/2012 - 1/2022

#### Certifications: CFP

### CERTIFIED FINANCIAL PLANNER™ Professional

I am certified for financial planning services in the United States by Certified Financial Planner Board of Standards, Inc. ("CFP Board"). Therefore, I may refer to myself as a CERTIFIED FINANCIAL PLANNER™ professional or a CFP® professional, and I may use these and CFP Board's other certification marks (the "CFP Board Certification Marks"). The CFP® certification is voluntary. No federal or state law or regulation requires financial planners to hold the CFP® certification. You may find more information about the CFP® certification at [www.cfp.net](http://www.cfp.net).

CFP® professionals have met CFP Board's high standards for education, examination, experience, and ethics. To become a CFP® professional, an individual must fulfill the following requirements:

- Education** – Earn a bachelor's degree or higher from an accredited college or university and complete CFP Board-approved coursework at a college or university through a CFP Board Registered Program. The coursework covers the financial planning subject areas CFP Board has determined are necessary for the competent and professional delivery of financial planning services, as well as a comprehensive financial plan development capstone course. A candidate may satisfy some of the coursework requirement through other qualifying credentials.
- Examination** – Pass the comprehensive CFP® Certification Examination. The examination is designed to assess an individual's ability to integrate and apply a broad base of financial planning knowledge in the context of real-life financial planning situations.
- Experience** – Complete 6,000 hours of professional experience related to the personal financial planning process, or 4,000 hours of apprenticeship experience that meets additional requirements.
- Ethics** – Satisfy the *Fitness Standards for Candidates for CFP® Certification and Former CFP® Professionals Seeking Reinstatement* and agree to be bound by CFP Board's Code of Ethics and Standards of Conduct ("Code and Standards"), which sets forth the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements to remain certified and maintain the right to continue to use the CFP Board Certification Marks:

- Ethics** – Commit to complying with CFP Board's *Code and Standards*. This includes a commitment to CFP Board, as part of the certification, to act as a fiduciary, and therefore, act in the best interests of the client, at all times when providing financial advice and financial planning.

CFP Board may sanction a CFP® professional who does not abide by this commitment, but CFP Board does not guarantee a CFP® professional's services. A client who seeks a similar commitment should obtain a written engagement that includes a fiduciary obligation to the client. **Continuing Education** – Complete 30 hours of continuing education every two years to maintain competence, demonstrate specified levels of knowledge, skills, and abilities, and keep up with developments in financial planning. Two of the hours must address the Code and Standards.

### **Item 3 Disciplinary Information**

Form ADV Part 2B requires disclosure of certain criminal or civil actions, administrative proceedings, and self-regulatory organization proceedings, as well as certain other proceedings related to suspension or revocation of a professional attainment, designation, or license. Mr. Joseph Gauvin has no required disclosures under this item.

### **Item 4 Other Business Activities**

Joseph Gauvin is not actively engaged in any other business or occupation (investment-related or otherwise) beyond his capacity as Financial Advisor of Stonehearth Capital Management. Moreover, Mr. Gauvin does not receive any commissions, bonuses or other compensation based on the sale of securities or other investment products.

### **Item 5 Additional Compensation**

Joseph Gauvin does not receive any additional compensation beyond that received as an Financial Advisor of Stonehearth Capital Management.

### **Item 6 Supervision**

Jamie Upson is President, Chief Executive Officer, Managing Member and Chief Compliance Officer of Stonehearth Capital Management. He can be reached at (978) 624-3000. Jamie supervises all activities conducted through Stonehearth Capital Management. The firm maintains policies and procedures to guide his activities and he adheres to a code of ethics.

Jamie reviews and approves the opening of all new client accounts as well as all transactions conducted in clients' accounts. Jamie has established procedures to monitor outside business activities engaged in by Joseph, to oversee communications with the public, and to review his personal trading activities including any account over which Joseph has direct or indirect beneficial interest.

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Form ADV Part 2B  
Brochure Supplement

**Christopher J. Gauthier, CFA®**

**This brochure supplement provides information about Christopher J. Gauthier that supplements the Stonehearth Capital Management brochure. You should have received a copy of that brochure. Please contact Jamie Upson at 978-624-3000 or [Jamie@stonehearthcapital.com](mailto:Jamie@stonehearthcapital.com) if you did not receive our brochure or if you have any questions about the contents of this supplement.**

**Additional information about Christopher J. Gauthier is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). The searchable CRD number for Christopher J. Gauthier is 6067078.**

## Item 2 - Educational Background and Business Experience

**Christopher J. Gauthier, CFA**

**Year of Birth:** 1971

**Education:**

Salem State College, BS Business Administration, 1996

**Certifications:**

Chartered Financial Analyst (CFA), 2004

The CFA Institute issues the Chartered Financial Analyst designation, or CFA charter. It is a globally recognized, graduate-level investment credential awarded to those that master skills needed for investment analysis, portfolio management, and decision-making. Candidates must have four years qualified investment work experience. Candidates participate in a self-study program comprised of 3 levels: tools for investment valuation and portfolio management; asset valuation; and portfolio management. Each level comprises over 300 hours of study. After each level, candidates take a six-hour exam. The rigorous program usually takes from two to five years to complete. Those passing the three levels of the program must join the CFA Institute, apply for membership in a local member society, and annually pledge to adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct.

**Business Background:**

05/2012 to Present	Stonehearth Capital Management (f/k/a Wealth Management Group, LLC) <i>Chief Investment Officer &amp; Advisory Representative</i>
04/2009 to 05/2012	Beaconcrest Capital Management <i>Portfolio Manager</i>
11/2008 to 04/2009	Unemployed
06/2005 to 11/2008	Putnam Investments <i>Portfolio Construction Specialist</i>
03/1999 to 06/2005	Putnam Investments <i>Portfolio Associate</i>

## Item 3 - Disciplinary Information

Christopher Gauthier is not subject to legal or disciplinary events that are material to a client or prospective client's evaluation of him or the services offered by him.

## Item 4 - Other Business Activities

Christopher Gauthier serves as a Portfolio Manager and Advisory Representative for Stonehearth Capital Management. All of his time is devoted to this activity. Chris is not involved in any other business activity.

You are under no obligation to purchase the advisory services offered to you by Chris. You are free to obtain these services through other unaffiliated advisers or entities. There may be other products and services available through other financial professionals at a lower cost than those products and services available through Chris.

## **Item 5 - Additional Compensation**

Christopher Gauthier does not receive an economic benefit (i.e., sales awards and other prizes) from a non-client for providing advisory services.

## **Item 6 - Supervision**

Jamie Upson is President, Chief Executive Officer, Managing Member and Chief Compliance Officer of Stonehearth Capital Management. He can be reached at (978) 624-3000. Jamie supervises all activities conducted through Stonehearth Capital Management. The firm maintains policies and procedures to guide his activities and he adheres to a code of ethics.

Jamie reviews and approves the opening of all new client accounts as well as all transactions conducted in clients' accounts. Jamie has established procedures to monitor outside business activities engaged in by Chris, to oversee communications with the public, and to review his personal trading activities including any account over which Chris has direct or indirect beneficial interest.