

## Client Relationship Summary

### Introduction

Orleans Capital Management (OCM) is registered with the Securities and Exchange Commission (SEC) as an investment advisor. OCM's sole business is to provide investment management services to institutional investors, foundations and endowments, and high net worth individuals. Fees for investment advisory services are different than fees for brokerage or custodian services, which OCM does not provide. It is important for retail investors to understand these differences. Simple tools are available free of charge to research firms and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

### What investment services and advice can you provide?

Orleans Capital Management (OCM) offers investment advisory services for an ongoing fixed or asset-based fee. Our investment advisory services for retail investors include portfolio management, risk management, and asset allocation. We manage accounts on a discretionary basis, meaning we have authority to buy and sell investments in your account. As part of our investment management services, OCM provides ongoing monitoring of your advisory account to ensure that it is managed in accordance with any applicable advisory guidelines.

OCM does not provide financial planning services. Our portfolio managers use information provided by you or your financial advisor to create an investment portfolio designed to meet your investment needs.

There are no account minimums or material limitations on retail investor accounts.

**For additional information**, please visit the SEC website at [www.advisorinfo.sec.gov](http://www.advisorinfo.sec.gov) to view our Form ADV and disclosure brochures. You may also contact us at 504-592-4680 to request a copy of this relationship summary and other up-to date information.

#### **Conversation Starters**

Ask your financial professional:

- Given my financial situation, should I choose a brokerage service or 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?

### What fees will I pay?

OCM provides investment management services for a fee. The fees we will charge you and their frequency are defined in an investment advisory agreement between you and OCM. In general, all fees are billed quarterly, in arrears. Fees for services are negotiated separately with each client, along with the terms of the advisory agreements. The fees you pay are ordinarily based on a percentage of the assets under management. Accordingly, the amount of each quarterly fee will fluctuate as the value of your account changes. In some cases, we provide investment advisory services for a flat, fixed amount.

In addition to our advisory fees, you may also pay fees to third parties such as broker-dealers and custodians. These fees might include transaction fees, custodial fees, wire transfer and electronic fund fees, mutual fund fees, exchange traded fund fees, and certain other fees and taxes associated with your account and transactions there within. These fees are not paid to OCM.

**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.**

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#### **Conversation Starters**

Ask your financial professional:

- 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?

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

**When we act as your investment adviser, we are required to 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. While we believe that how we operate reduces the existence of any conflicts of interest, you should understand and ask us about any conflicts and how they might affect the investment advice we provide you.** OCM's sole business is to provide investment management services and we do not make money from providing other goods or services. Limiting our business exclusively to investment management helps us reduce potential conflicts of interest that can arise when investment advisers also provide brokerage, custodian and financial planning services or have affiliates that provide those additional services. Specifically, OCM does not (i) issue or sell proprietary investment products; (ii) receive any compensation from third parties for recommending or selling investment products; (iii) share revenue with third parties; or (iv) conduct principal trading. In some cases, OCM may provide you a list of potential custodians that will charge lower fees than other custodians used by our clients.

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### **Conversation Starters**

Ask your financial professional:

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

## How do your financial professional make money?

OCM's financial professionals are compensated from the revenue earned from the firm's investment advisory services. In general, our investment professionals are paid a base salary and are entitled to consideration for additional compensation based upon the performance of our clients' investment portfolios. Because our fees are based upon the value of your investment portfolio, OCM's revenues increase as the value of your investment portfolio increases.

Our investment professionals are not compensated based on products sold, the number of clients they service, or the time required to meet client needs.

## Do you or your financial professionals have legal or disciplinary history?

No, neither OCM nor its financial professionals have any legal or disciplinary history. Visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research us and our financial professionals.

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### **Conversation Starters**

Ask your financial professional:

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

## Additional Information

For additional information about our services, please visit our website at [www.oreanscapital.com](http://www.oreanscapital.com). If you would like additional, up-to-date information or a copy of this disclosure, please contact Nina English at 504-592-4682.

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### **Conversation Starters**

Ask your financial professional:

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