



**Longfellow Investment Management Co., LLC**  
Client Relationship Summary (Form CRS)

**Introduction**

Longfellow Investment Management Co., LLC (“LIM”) is registered with the SEC as an investment adviser under the Investment Advisers Act of 1940, as amended (the “Advisers Act”). Registration does not imply a certain level of skill or training. LIM is not a broker-dealer. Brokerage and investment advisory services and fees differ and it is important for you to understand the differences. Free and simple tools are available to you to research firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

**What investment services and advice do you provide me? – Relationships and Services**

LIM provides discretionary investment advisory services to retail investors (“you” or “your”) individually tailored and managed to your needs. LIM invests without obtaining consent for each transaction. Investment decisions are based on your investment guidelines. You can impose restrictions on investing in certain securities or types of securities. LIM can assist you in drafting portfolio guidelines that are consistent with your risk and return objectives. Your account follows one of a number of investment strategies that LIM offers. Keep in mind that, no one strategy that LIM offers is intended to be a complete investment program for you, only part of your broader investment plan. LIM currently has a minimum account size requirement of \$5 million. LIM’s portfolio managers monitor and review your portfolio on an ongoing basis as part of LIM’s standard investment advisory service. LIM serves as a subadvisor to a wrap fee program, program participants will have both an agreement with the wrap fee sponsor and LIM. For more detailed information about the services and advice LIM provides, please see LIM’s Form ADV, Part 2A Brochure *Item 4 – Advisory Services, Item 7 – Types of Clients, Item 8 – Methods of Analysis, Investment Strategies, and Risk of Loss* and *Item 13 – Review of Accounts*.

*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?*

**What fees will I pay? - Fees, Costs, Conflicts, and Standards of Conduct**

You will pay an investment management fee at the end of each quarter based on the market value of your assets that LIM manages (AUM) at the end of the quarter. The AUM is adjusted for contributions or withdrawals of assets during a quarter. Your investment advisory agreement with LIM, includes the fee rates that you are charged. These fee rates are negotiable. The more assets that are in your account, the more you will pay in fees. LIM has an incentive to encourage you to increase the assets in your account. For some client’s LIM earns performance based fees. If your account has this type of fee it would be reflected in the fee agreement section of your advisory agreement.

LIM’s fees do not include the custody fees and expenses charged by your custodian or prime broker. LIM’s fees do not include transactions costs charged by executing broker dealers. These fees, expenses, and costs include brokerage commissions, transaction fees, interest on borrowings, borrowing charges for securities and other trading costs. If LIM invests in mutual funds and exchange traded funds on your behalf, you will pay additional internal investment management fees which are disclosed in each fund’s prospectus. LIM does not receive any of these fees nor any portion of other commissions, fees, or costs.

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 additional information, see LIM’s Form ADV, Part 2A Brochure *Item 5 – Fees and Compensation* and *Item 12 – Brokerage Practices*.



*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 adviser? How does your firm make money and what conflicts of interest do you have?**

*When we act as your investment adviser*, we have 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. 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 this means.

Certain inherent conflicts of interest arise from the fact that LIM and certain affiliates provide investment management services to other client accounts or proprietary accounts (such other funds, clients, and accounts, collectively the “Other Accounts”). In some instances, certain Other Accounts will pay LIM a fee that is tied to that Other Account’s performance. For these Other Accounts, LIM has an incentive to allocate the most profitable trades so that LIM is paid a higher fee.

For additional information, see LIM’s Form ADV, Part 2A Brochure *Item 5 – Fees and Compensation, Item 10 – Other Financial Industry Activities and Affiliations, Item 11 – Code of Ethics, Participation or Interest in Client Transactions and Personal Trading and Item 12 – Brokerage Practices.*

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

*How do your financial professionals make money?*

LIM’s financial professionals are compensated based on their specific contributions toward the profitability of the firm. Compensation for LIM’s investment professionals is not tied to the amount of client assets they service, individual portfolio investment performance, but rather on meeting clients’ investment objectives and needs. None of LIM’s employees are compensated based on sales commissions, or revenue the firm earns from that particular financial professional’s advisory services or recommendations.

**Item 4 – Disciplinary History**

*Do you or your financial professionals have legal or disciplinary history?* No. You can visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research LIM 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 the contents of relationship summary, would like to receive up-to-date information or request a copy of the relationship summary, please contact us at 617-695-3504 or [Info@LongfellowIM.com](mailto:Info@LongfellowIM.com). You can always find additional information about LIM’s investment advisory services at [www.longfellowim.com](http://www.longfellowim.com) or in LIM’s Form ADV Part 2.

*Conversation Starter*

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