

Crossvault Capital Management, LLC  
7373 Broadway, Suite 107  
San Antonio, Texas 78209  
ph 210-223-6929  
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## **Item 1 – Cover Page**

### **Part 2 of Form ADV**

#### **Crossvault Capital Management, LLC**

**7373 Broadway, Suite 107  
San Antonio, TX 78209**

**(210) 223-6929**

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

**November 15, 2017**

This Brochure provides information about the qualifications and business practices of Crossvault Capital Management, LLC. If you have any questions about the contents of this Brochure, please contact us at (210) 223-6929. The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission (SEC) or by any state securities authority.

Additional information about Crossvault Capital Management, LLC also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

Crossvault Capital Management, LLC is a registered investment adviser. Registration of an Investment Adviser does not imply any level of skill or training.

**Item 2 - Material Changes to previously filed ADV Part 2 dated 03/01/2017**

(Dated November 15, 2017)

Form ADV Part 2 requires registered investment advisers to amend their brochure when information becomes materially inaccurate.

We will ensure that you receive a summary of any material changes to this and subsequent Brochures within 120 days of the close of our business' fiscal year. We will provide you with a new Brochure as necessary based on changes or new information, at any time, without charge.

Currently, our Brochure may be requested by contacting Lexia Limon, Administrative Officer at (210) 223-6929 or [llimon@crossvault.com](mailto:llimon@crossvault.com).

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(Dated November 15, 2017)

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## **Item 4 – Advisory Business**

(Dated November 15, 2017)

Crossvault Capital Management, LLC (Crossvault) provides investment supervisory services. Crossvault has provided portfolio construction and management since 1999.

Crossvault's principal owners are:

- Laura Lee Ehrenberg-Chesler
- Marilou Moursund Long
- Sarah Calvert Doerr

Crossvault offers diversified portfolio construction and management. Crossvault's services include supervision of the account, periodic client meetings in person or by phone, web site access, and quarterly statements of assets.

In Crossvault's initial meeting with a new client, Crossvault will assess the client's goals and objectives, including the client's financial situation, level of investment experience, risk tolerance, and need for income versus growth. Services are customized to each client's goals and strategy, and regular communication ensures that both Crossvault and the client concur on the appropriate strategy. If a client decides not to invest in a certain type of security, and it is documented in his/her file, Crossvault will not invest in the security.

Crossvault offers advice on the following type of investments:

- Equity Securities
  - Exchange-listed securities
  - Securities traded over-the-counter
  - Foreign issuers
- Corporate debt securities
- Commercial paper
- Certificates of Deposit
- Municipal securities
- Investment company mutual fund shares
- United States government securities
- Option contracts on securities

Please refer to the strategy section under Item 5 for details on investment strategies.

## **Item 4 – Advisory Business (continued)**

As fee-based investment managers, Crossvault works with clients to construct a customized portfolio that meets the client's financial objectives. The client will give Crossvault discretionary authority over their account(s) to make and effect investment decisions in order to implement the agreed upon strategy without prior approval. There are no restrictions to this authority.

As of December 31, 2016, Crossvault manages \$267,675,327 of client assets on a discretionary basis.

## **Item 5 – Fees and Compensation**

(Dated November 15, 2017)

Crossvault's compensation is based on a percentage of assets under management.

The fee schedule is as follows:

### Equity Only and Balanced Accounts

1.00% on the first \$1,500,000 of market value  
0.75% on the next \$3,500,000 of market value  
0.50% on the next \$20,000,000 of market value  
0.35% on the market value over \$25,000,000

### Fixed Income only accounts

0.35% on the total portfolio market value

### ETF Portfolios that may also hold mutual funds

0.50% on the total portfolio market value

Accounts initiated or terminated during a calendar quarter will be charged a prorated fee.

Fees are negotiable based on the size of the account, length of time with Crossvault, and any other factors deemed applicable, and/or at Crossvault's sole discretion.

Clients may choose to be billed for fees directly or to authorize Crossvault to directly debit the fees from the client's accounts.

Fees are computed quarterly and are billed in arrears at the end of each calendar quarter based on the market value of the previous quarter-end. Quarter-end market values in our internal portfolio account system are obtained primarily from a third party pricing service,

## **Item 5 – Fees and Compensation (continued)**

Interactive Data Pricing and Reference Data, and some prices are downloaded from a custodian.

Crossvault uses the unreconciled assets on the last business day of the quarter, and values are determined on a trade date basis for transactions.

All fees paid to Crossvault for investment advisory services are exclusive of brokerage commissions, transaction fees, and other related costs and expenses which shall be incurred by the client. Clients may incur certain charges imposed by custodians, brokers, third party investment management and other third parties custodial fees, deferred sales charges, odd-lot differentials, transfer taxes, wire transfer and electronic fund fees, and other fees and taxes on brokerage accounts and securities transactions. Mutual funds and exchange traded funds also charged internal management fees, which are disclosed in a fund's prospectus. Such charges, fees and commissions are exclusive of, and in addition to, Crossvault's fee. Crossvault does not receive any portion of these commissions, fees, and costs.

In certain instances, clients may be paying a fee to the custodian for funds invested in money market securities which may not be disclosed on the custodian's statement. Any such fee charged by the custodian is in addition to the fees charge by Crossvault.

Item 9 further describes the factors that Crossvault considers in selecting or recommending broker-dealers for client transactions and determining the reasonableness of their compensation (*e.g.*, commissions).

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

(Dated March 19, 2015)

Crossvault does not charge any performance-based fees (fees based on a share of capital gains on or capital appreciation of the assets of a client).

## **Item 7 – Types of Clients**

(Dated November 15, 2017)

Crossvault provides portfolio management services to individuals, high net worth individuals, pensions and profit sharing plans, Trusts, estates, corporations and business entities.

The minimum account value for investment supervisory services is \$500,000, however Crossvault reserves the right to accept an account below the stated minimum.

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

(Dated November 15, 2017)

Crossvault looks for high quality companies that can grow their earnings, provide a positive return on capital, and generate free cash flow over a longer span of time than the next quarter or year.

Crossvault looks for three types of growth: emerging, consistent, or reaccelerating. Emerging growth refers to a younger company that is beginning to see accelerating sales. Consistent growth refers to an established company that is a market leader. Reaccelerating growth refers to a company that may have stumbled due to poor execution or industry fundamentals that is beginning to see stronger sales and earnings growth.

Evaluating a company for investment includes analyzing its opportunity, strategy, execution, valuation, and the risks to our thesis.

### Goals/Tactics

- Invest for the long term
  - Harness the power of compounding
  - Focus on after-tax returns for taxable investors
- Willing to capitalize on near-term opportunities
- Target themes that will grow into a meaningful piece of the economy
- Identify and select superior businesses with management teams that deliver results
- Define risk as the erosion of fundamental earnings power as well as relative volatility
- Concentrated portfolio of 20 to 30 stocks which provides adequate diversification without diluting our best ideas
- All cap U.S. equities

### Strategies

- Equity Portfolio Management
  - Conservative Growth
  - Growth (a higher component of more aggressive ideas)
  - Growth and Income (a higher allocation to higher dividend paying stocks)

**Risks:** Large movements in equity markets, greater volatility, less diversification across asset types, cash drag, income may decline, inflation/deflation may affect asset values, individual issue may perform poorly, not FDIC insured, regulatory or government intervention may impact values, changes in federal or state tax treatment may impact performance, market capitalization of individual securities can affect performance

## Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss (continued)

- Balanced Portfolio Management
  - Blend of an equity style with intermediate fixed income
  - Asset allocation customized to client's comfort level and objectives

**Risks:** Same risks as the Equity Portfolio and Fixed Income Portfolio, offset by asset class diversification.
- Fixed Income Portfolio Management
  - Focus on Intermediate Maturities
  - Investment Grade
  - Laddered Maturities
  - Taxable versus Tax-Exempt
  - Diversified by sector/industry

**Risks:** Interest rate fluctuations can affect price, less diversification across asset types, credit risk, purchasing power risk due to inflation, cash drag, individual issue may perform poorly, not FDIC insured, regulatory or government intervention may impact values, changes in federal or state tax treatment may impact performance, longer maturity securities are subject to greater interest rate risk and price volatility, prepayment risk of securities with call features, reinvestment risk if rates fall
- ETF Portfolio
  - Primarily index ETFs
  - Diversified by style
  - Diversified by market cap
  - Taxable versus Tax-Exempt
  - Custom asset allocation combining ETF holdings with individual fixed income securities

**Risks:** Same risks as the Equity Portfolio and Balanced Portfolio, lower management fee offsets cost of ETF fee structure, shares of ETFs are subject to market trading risk

### Process

- Methods of analysis include fundamental (evaluating the financial statements of companies), technical (examining the price changes of other securities in the same sector and indices), and top down (evaluating the economic and market environment).
- The Investment Committee, comprised of the three partners, meets regularly to review the model portfolios, discuss the market and economic environments, and suggest additions or deletions to the models. While the goal is to have all client portfolios resemble the models, each client portfolio is customized based on existing holdings, tax consequences, client goals or restrictions, client requests, additions or withdrawal of funds, and the timing of when an account is opened.



## **Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss (continued)**

The investment strategies are implemented through the following:

- Long term purchases (securities held at least a year)
- Short term purchases (securities sold within a year)
- Trading (securities sold within 30 days)
- Option writing, including covered options, uncovered options or spreading strategies. Trading in options may incur losses greater than the initial investment.

There is no guarantee that the advisory services offered will result in the clients' goals and objectives being met. Nor is there any guarantee of profit or protection from loss. Investing in securities involves the risk of loss that clients should be prepared to bear.

Any portfolio involves a certain level of risk.

## **Item 9 – Disciplinary Information**

(Dated March 19, 2015)

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of Crossvault or the integrity of Crossvault's management.

Crossvault has no information to disclose for this Item.

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

(Dated March 19, 2015)

Bartlett Investment Advisors will receive a share of fees for clients referred to Crossvault Capital Management.

## **Item 11 – Code of Ethics**

(Dated November 15, 2017)

Crossvault has adopted a code of ethics, (the "Code of Ethics") that emphasizes the highest standards of ethical conduct. The Code of Ethics consists of general principles that are understood to govern the personal investment activities of Crossvault's personnel, Crossvault's fiduciary duty to clients, and the obligations of Crossvault's partners and employees to uphold Crossvault's fundamental duties.

Crossvault's clients or prospective clients may request a copy of Crossvault's Code of Ethics by contacting Lexia Limon (llimon@crossvault.com).

## **Item 11 – Code of Ethics (continued)**

Crossvault and employees are subject to a Code of Ethics that imposes certain procedures, disclosures, and/or restrictions designed to mitigate conflicts of interest between Crossvault and its Clients. It is our policy to prohibit any individual associated with Crossvault from purchasing securities being actively considered for purchase for advisory accounts and selling securities being considered for sale for advisory accounts. Access persons are allowed to buy and sell the same securities as clients, however, personal trades must be executed after the client block trades are completed. All officers and employees who have access to information concerning client transactions must comply with the following provisions.

- Generally clear in advance with the Chief Compliance Officer all security transactions in which they have a direct or indirect interest except transactions in government securities, bankers' acceptances, bank certificates of deposit, commercial paper and mutual fund shares.
- Request that duplicate confirmations and monthly statements are sent to Crossvault's compliance officer.
- Provide a quarterly statement of transactions to Crossvault's compliance officer. This quarterly statement is generally satisfied by the delivery of monthly custodial statements along with a quarterly statement of transactions in IPO's or Private Placements that may not be included in the custodial statement.
- Submit an initial and subsequent annual holdings report (new employees must submit an initial holdings report.) The annual holdings report requirement can be satisfied by the delivery of the custodial statements to the compliance officer.
- All such reports are reviewed by the Chief Compliance Officer in light of the code of Ethics, and employees who breach the firm's trading policy may be sanctioned as appropriate.

## **Item 12 – Brokerage Practices**

(Dated March 19, 2015)

Crossvault generally selects the brokers or dealers to handle securities transactions. Crossvault negotiates the commissions unless a client directs us to keep assets with a broker-dealer of their choice. In this case, the client is responsible for the custodial fee arrangement.

### Directed Brokerage

When brokerage is directed by the client, Crossvault does not negotiate commissions. As a result, the Client may not be receiving the best execution on trades where the Client has directed brokerage. Additionally, when the client directs brokerage, the client will not be able to participate in block trades, which might result in better executions and a more competitive commission rate.

## **Item 12 – Brokerage Practices (continued)**

A directed client's custodian may allow Crossvault to "trade away" (executing trades away from this custodian). Crossvault will consider doing so in order to obtain a better execution, assuming that the "trade away" charge would not offset the execution and/or commission savings.

### Non-Directed Brokerage

Clients may ask Crossvault to provide a list of custodians (bank or broker-dealer) to choose from. If asked, Crossvault will offer a range of possible custodians, including discount brokers Charles Schwab and Fidelity Investments, from which the client may select. Crossvault has no affiliation with any of the possible custodians used by the client.

Transactions for clients whose assets are not in custody at a specific broker-dealer (non-directed) will be allocated to brokers on the basis of best execution, considering such factors as price, commission rate, brokerage and research services (e.g. research ideas, investment strategies, special execution and block positioning capabilities, clearance, settlement and custodial services), financial stability, reputation and efficiency of such broker-dealers. All commissions negotiated by Crossvault are negotiated on the basis of order size, quality of execution, and quality and quantity of other services provided to Crossvault by the broker.

For non-directed clients, a block trade is put together after a review of the individual accounts. If the block is large enough to meet the minimum ticket charge, the order may be placed with a broker/dealer that provides research. In this instance the commission rate may be higher than an execution only trade. If the block is not large enough to qualify, the order is placed as an execution-only trade, which generally carries a lower commission. The entire block order is usually filled and the average price is given to all accounts in the block. If the block order does not fill completely, the purchased shares would be allocated on a pro-rata basis to each client unless the number of shares purchased is so small as to make the position insignificant and would create an administrative difficulty for the client. Crossvault personnel may not participate in a block trade with clients.

Crossvault may from time to time, and in accordance with applicable law, pay commissions to brokers that are higher than those that might be obtainable elsewhere in consideration

for research and brokerage services. There is no commitment to an agreed upon level of commissions. Generally, only client accounts that are not directed participate in these trades and those client accounts may bear a disproportionate share of commissions directed by Crossvault for research benefiting all clients. This differs from a formal "soft dollar" arrangement, where the Registered Investment Advisor commits to a set dollar amount of commissions to pay for a service that is expected to enhance the long term value of the assets managed by Crossvault.

## **Item 12 – Brokerage Practices (continued)**

Research products and services provided would include but are not limited to:

- Printed or electronic delivery of company, industry, market, and economic research.
- Availability of research analyst by telephone or personal meetings.
- Informational conference calls.

Although Crossvault does not have any formal “soft dollar” arrangements, Crossvault may receive access to research, proprietary account management and data transmission services offered by brokers and/or the applicable custodian to enable Crossvault to trade clients’ accounts electronically. The applicable custodian also may provide Crossvault with educational and compliance material, such as newsletters and access to seminars and conferences.

Crossvault has institutional relationships with Schwab Institutional and Fidelity Institutional Wealth Services. Crossvault does not have formal soft dollar relationships where a portion of client commissions is used to defray the firm’s expenses.

For Crossvault client accounts maintaining custody with Schwab Institutional, Schwab generally does not charge separately for custody services but is compensated by account holders through commissions and other transaction-related or asset-based fees for securities trades that are executed through Schwab or that settle into Schwab accounts.

Schwab Institutional also makes available to Crossvault other products and services that benefit Crossvault but may not directly benefit its clients’ accounts. Many of these products and services may be used to service all or some substantial number of Crossvault’s accounts, including accounts not maintained at Schwab. Schwab’s products and services that assist Crossvault in managing and administering clients’ accounts include software and other technology that (i) provide access to client account data (such as trade confirmations and account statements); (ii) facilitate trade execution and allocate aggregated trade order for multiple client accounts; (iii) provide research, pricing and other market data; (iv) facilitate payment of Crossvault’s fees from its clients’ accounts; and (v) assist with back-office functions, recordkeeping and client reporting. Schwab Institutional also offers other services intended to help Crossvault manage and further develop its business enterprise. These services may include: (i) compliance, legal and business consulting; (ii) publications and conferences on practice management and business succession; and (iii) access to employee benefits providers, human capital consultants and insurance providers.

Schwab may make available, arrange and/or pay third-party vendors for the types of services rendered to Crossvault. Schwab Institutional may discount or waive fees it would otherwise charge for some of these services or pay all or a part of the fees of a third-party

## **Item 12 – Brokerage Practices (continued)**

providing these services to Crossvault. Schwab Institutional may also provide other benefits such as educational events or occasional business entertainment of Crossvault personnel. In evaluating whether to recommend or require that clients custody their assets at Schwab, Crossvault may take into account the availability of some of the foregoing products and services and other arrangements as part of the total mix of factors it considers and not solely the nature, cost or quality of custody and brokerage services provided by Schwab, which may create a potential conflict of interest.

Similarly, Fidelity Institutional Wealth Services makes many of the same products and services available to Crossvault that Schwab does.

## **Item 13 – Review of Accounts**

(Dated March 19, 2015)

Marilou Long, Co-CEO, Laura Ehrenberg-Chesler, Co-CEO, and Sarah Calvert Doerr, Chief Compliance Officer, conduct all reviews of managed accounts. Reviews are conducted as a matter of course at least monthly. Additional reviews of accounts may be triggered by events such as a client meeting, change in a client's risk tolerance, financial position or investment objective, change in a company or fund's management, unusual market or economic circumstances or other unforeseen events. Crossvault suggests quarterly meetings for clients and all clients are encouraged to meet with Crossvault annually.

The periodic statements of holdings and transactions are sent to clients by a "qualified custodian" at least quarterly and typically monthly. Crossvault also sends quarterly statements of portfolio holdings. Crossvault may provide annual gain/loss statements and statements of annual management fees paid by the client.

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

(Dated March 19, 2015)

Bartlett Investment Advisors will receive a share of fees for clients referred to Crossvault Capital Management.

## **Item 15 – Custody**

(Dated March 19, 2015)

All client assets are held by "qualified custodians." Periodic statements of holdings and transactions are sent to clients by their custodian at least quarterly and typically monthly. Crossvault urges clients to carefully review such statements and compare official custodial statements to the account statements provided by Crossvault. Our statements may vary from custodial statements based on accounting procedures, reporting dates, or valuation methodologies of certain securities. We would not expect these variations to be material.

## **Item 15 – Custody (continued)**

The process of deducting management fees from client accounts is deemed a form of custody by the SEC. Other than this deduction of investment management fees, Crossvault has no access to client funds or securities. Crossvault does have the authority to move assets from a client's account to another account owned by the client, when requested to do so.

## **Item 16 – Investment Discretion**

(Dated March 19, 2015)

The client will give Crossvault discretionary authority through a limited power of attorney over its account at the outset of the advisory relationship to select the identity and amount of securities to be bought and sold as seem appropriate by Crossvault without client permission for each individual trade.

There are no limitations to this authority. In all cases, however, such discretion is to be exercised in a manner consistent with the stated investment objectives for the particular client account.

## **Item 17 – Voting Client Securities**

(Dated March 19, 2015)

With regard to the investment supervisory services provided to our clients pursuant to the advisory agreement, Crossvault has no authority to vote proxies. Clients receive proxy material directly from the account custodian either by email or by mail. However, clients may contact us with any questions.

In some instances, a client may request that Crossvault vote their proxies and indicate such on the account application with their custodian. In these cases, Crossvault would have authority to vote only those proxies. To comply with Rule 206(4)-6 of the Advisers Act, Crossvault has implemented Proxy Voting Guidelines and Procedures as follows:

Crossvault Capital Management believes that a proxy vote can affect the ultimate value of an investment, so each vote is researched and considered carefully by a portfolio manager.

Good corporate governance practices should promote accountability of management, reduce conflicts of interest and align management's interests with those of shareholders, protect shareholder rights, and increase full and fair disclosure of the company's financial status.

There are potential conflicts of interest that could affect Crossvault's ability to vote proxies. In the case of a material conflict of interest, Crossvault will disclose the conflict to clients,

## **Item 17 – Voting Client Securities (continued)**

describe how the conflict could affect the vote, state Crossvault's policy on the vote, and obtain client permission on the vote.

*A copy of the complete guidelines will be provided to clients upon request. When Crossvault has authority to vote a client's proxy, a portfolio manager will determine how the proxy shall be voted, the proxy administrator will process the vote, and a record of the vote along with materials used to determine votes, is maintained in a file for a period of five years. The client may request a copy of their voting records at any time, as long as the request is not for information older than 5 years. Crossvault also maintains a log of client requests for proxy voting guidelines and/or voting records.*

## **Item 18 – Financial Information**

(Dated March 19, 2015)

Registered investment advisers are required in this Item to provide the client with certain financial information or disclosures about the Crossvault's financial condition. Crossvault has no financial commitment that impairs its ability to meet contractual and fiduciary commitments to clients, and has not been the subject of a bankruptcy proceeding.

Item 1: Cover Page

Laura Ehrenberg-Chesler

Crossvault Capital Management, LLC  
7373 Broadway St., Suite 107  
San Antonio, TX 78209  
210-223-6929

March 01, 2017

This brochure supplement provides information about Laura Ehrenberg-Chesler that supplements the Crossvault Capital Management, LLC brochure. You should have received a copy of that brochure. Please contact Lexia Limon at 210-223-6929 if you did not receive Crossvault Capital Management, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Laura Ehrenberg-Chesler is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).



Item 2: Educational Background and Business Experience:

Laura Ehrenberg-Chesler, born 1960

Employment:

- Crossvault Capital Management, LLC, Co-CEO, Member and Manager, 1999-present
- Dain Rauscher Incorporated, Registered Rep, 01/1998-2/25/2000
- Rauscher Pierce Refsnes, Inc., Branch Manager, Registered Rep 05/1994-01/1998

Education:

- University of Texas, Austin, TX, BBA, 1982

Item 3: Disciplinary Information

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. Crossvault has no information to disclose for this Item.

Item 4: Other Business Activities

Crossvault has no information to disclose for this Item.

Item 5: Additional Compensation

Crossvault has no information to disclose for this Item.

Item 6: Supervision

Laura Ehrenberg-Chesler, Marilou Moursund Long, and Sarah Calvert Doerr are Managers of Crossvault. They are also advisors to the clients. As Managers they meet weekly to discuss investment options for client portfolios. Together they review portfolios on a regular basis including quarterly reviews. All investment decisions are made and agreed upon together.

Item 1: Cover Page

Sarah Calvert Doerr

Crossvault Capital Management, LLC  
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210-223-6929

March 01, 2017

This brochure supplement provides information about Sarah Calvert Doerr that supplements the Crossvault Capital Management, LLC brochure. You should have received a copy of that brochure. Please contact Lexia Limon at 210-223-6929 if you did not receive Crossvault Capital Management, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Sarah Calvert Doerr is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

Item 2: Educational Background and Business Experience:

Sarah Calvert Doerr, born 1962

Employment:

- Crossvault Capital Management, LLC, Chief Compliance Officer, Member and Manager, 2013-present
- Crossvault Capital Management, LLC, Partner and Portfolio Manager, 2012-2013
- Austin, Calvert & Flavin, Inc., CEO and Portfolio Manager, 1985-2010

Education:

- George Washington University, Washington D.C. B.A. 1984

Item 3: Disciplinary Information

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. Crossvault has no information to disclose for this Item.

Item 4: Other Business Activities

Crossvault has no information to disclose for this Item.

Item 5: Additional Compensation

Crossvault has no information to disclose for this Item.

Item 6: Supervision

Sarah Calvert Doerr, Laura Ehrenberg-Chesler, and Marilou Moursund Long are Managers of Crossvault. They are also advisors to the clients. As Managers they meet weekly to discuss investment options for client portfolios. Together they review portfolios on a regular basis including quarterly reviews. All investment decisions are made and agreed upon together.

Item 1: Cover Page

Marilou Moursund Long

Crossvault Capital Management, LLC  
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March 01, 2017

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Additional information about Marilou Moursund Long is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## Item 2: Educational Background and Business Experience:

Marilou Moursund Long, born 1960

### Employment:

- Crossvault Capital Management, LLC, Co-CEO, Member and Manager, 1999-present
- Crossvault Capital Management, LLC, Chief Compliance Officer, 2010-2013
- Mortgage Loan and Agency, Director, 1997-present; Austin, Calvert & Flavin, Inc., Portfolio Manager, 1992-1999

### Education:

- University of Texas, Austin, TX, BBA, 1981
- University of Texas, Austin, TX, MBA, 1983

### Professional Designations:

- Chartered Financial Analyst ®

The Chartered Financial Analyst (CFA) ® charter is a globally respected, graduate-level investment credential established in 1962 and awarded by the CFA Institute. To earn the CFA charter, candidates must: 1) pass three sequential, six-hour examinations; 2) have at least four years of qualified professional investment experience; 3) join CFA Institute as members; and 4) commit to abide by, and annually reaffirm, their adherence to the CFA Institute Code of Ethics and Standards of Professional Conduct.

The CFA Institute Code of Ethics and Standards of Professional Conduct, enforced through an active professional conduct program, require CFA charter holders to:

- Place their clients' interests ahead of their own
- Maintain independence and objectivity
- Act with integrity
- Maintain and improve their professional competence
- Disclose conflicts of interest and legal matters

Earning the CFA charter demonstrates mastery of many of the advanced skills needed for investment analysis and decision making.

## Item 3: Disciplinary Information

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. Crossvault has not information to disclose for this Item.

Item 4: Other Business Activities

Crossvault has no information to disclose for this Item.

Item 5: Additional Compensation

Crossvault has no information to disclose for this Item.

Item 6: Supervision

Marilou Moursund Long, Laura Ehrenberg-Chesler, and Sarah Calvert Doerr are Managers of Crossvault. They are also advisors to the clients. As Managers they meet weekly to discuss investment options for client portfolios. Together they review portfolios on a regular basis including quarterly reviews. All investment decisions are made and agreed upon together.