



## **Firm Disclosure Brochure**

### **Iron Gate Global Advisors**

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Salt Lake City, Utah 84111  
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[www.IGGA.com](http://www.IGGA.com)  
April 20, 2018

#### **Disclaimer:**

This Brochure provides information about the qualifications and business practices of Amussen, Hunsaker & Associates, LLC, d/b/a Iron Gate Global Advisors. If you have any questions about the contents of this Brochure, please contact Brian W. Hunsaker at 801-575-6427 and/or [brian@igga.com](mailto:brian@igga.com). 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 Iron Gate Global Advisors, also is available on the Securities Exchange Commission's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

#### **Note:**

While Iron Gate Global Advisors may refer to itself as a "registered investment adviser or "RIA", clients should be aware that registration itself does not imply any level or skill or training.

## **Item 2: Material Changes From Previous Version**

Below are the material changes in this brochure from the last annual updating amendment of Iron Gate Global Advisors on February 01, 2017. Material changes relate to Iron Gate Global Advisors' policies, practices or conflicts of interests only.

- Item 1 has the firm's updated website, phone number, and email address.
- Item 8 has been updated to include modeling strategies.
- Item 10 has been updated regarding Iron Gate Global Advisors' relationship with an insurance service provider.
- Iron Gate Global Advisors has updated advisory business information and services provided (Item 4).
- Iron Gate Global Advisors has updated types of clients information (Item 7).
- Iron Gate Global Advisors has updated review of accounts (Item 13).
- Iron Gate Global Advisors has updated client referrals and other compensation (Item 14).
- Iron Gate Global Advisors has updated custody (Item 15).

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## **Item 4: Advisory Business**

Amussen, Hunsaker & Associates, LLC d/b/a Iron Gate Global Advisors, (herein referred to as "the firm" or "Iron Gate") is an independent fee only investment advisor firm established in 1999. We offer three types of advisory services: Portfolio Management Services and Financial Planning Services. The firm's primary emphasis is on Portfolio Management Services. Sometimes in this brochure, Portfolio Management Services is referred to as investment services. Iron Gate Global Advisors' principal owners are Brian W. Hunsaker, Franz S. Amussen, and Brett M. Pattison. The experience, education and background of Mr. Hunsaker, Mr. Amussen, and Mr. Pattison can be found in the accompanying Brochure Supplement document.

### **Services Provided**

We provide Portfolio Management Services for a flat fee. We do not receive any compensation from commissions on portfolio. Occasionally, clients ask for advice on their 401k or other retirement plans. We provide this advice as an added service and do not normally charge extra fees for providing the advice. Quite frequently, we furnish advice to clients on matters not involving securities.

Financial Planning Services, such as financial and retirement planning, are provided as an additional service. If a conflict exists between the interests of the investment adviser and the interests of the client, the client is under no obligation to act upon the investment adviser's recommendation, and if the client elects to act on any of the recommendations, the client is under no obligation to affect the transaction through the investment adviser.

New accounts will receive an initial consultation service, after which you may sign an Iron Gate Global Advisors Investment Advisory Agreement. The agreement serves as a contract and specifies the services to be rendered and the fees to be paid by you.

We will give you the benefit of our continuing study and evaluation of economic conditions, security markets and other investment issues. Based on these studies, we will provide advice regarding the allocation of your assets and financial planning. The advice may include the specific allocation of money market funds, stocks & bonds, CDs, municipal and government securities, mutual funds, unit investment trusts, annuities, and other appropriate investments for your portfolio.

Iron Gate may use model allocations, together with a specific set of recommendations for each client based on their personal restrictions, needs, and targets. Your long-term financial goals and objectives are assessed, as well as your individual level of risk tolerance, and portfolios are designed to meet these goals. We may utilize all available investment vehicles. We evaluate each of the securities and compare the value against the purchase price offered. We then monitor the economic results and make appropriate adjustments.

We do not provide or participate in any wrap fee programs.

### **Discretionary Accounts**

We recommend, upon your approval, that you establish and/or maintain a discretionary account in your name. You may deposit funds and/or securities in your account. The discretionary accounts are referred to as managed accounts. You may at any time increase or decrease your managed accounts. Your account(s) will, at all times, be held solely in your name. Your accounts will require your authorization for withdrawal. We require two forms of confirmation

for withdrawals that we facilitate on your request: 1) email from the address of record on your account and 2) a text or phone call from the number of record on your account.

We will carefully evaluate your financial situation and tolerance for risk. We may then recommend securities to meet your investment objectives and needs. You may always impose restrictions on investing in certain securities or types of securities.

Your discretionary accounts will receive statements directly from your brokers, mutual funds, and other money managers. Consequently, we do not prepare regular duplicative client account statements, but we do send a quarterly statement.

A discretionary account grants your advisor limited trading authority in your brokerage account. You do this by signing the appropriate documents with our firm and your broker/dealer/custodian. The authority allows your advisor to enter securities transactions on your behalf. Your adviser may determine which securities and the amount to buy or sell. You will be notified of all transactions by trade confirmations sent to you from the broker/dealer/custodian.

You will be asked to provide us with written authority to automatically deduct our advisory fees from your account. Yet, we will not have authority to make any other withdrawal from your accounts, except for express written authority granted to us by you in order to facilitate money movements (checks, wires, ACH transfers, etc; see Item 15).

Our firm's advisers regularly discuss investment ideas, but the ultimate portfolio management decisions are made individually by Brian W. Hunsaker, Franz S. Amussen, or Brett M. Pattison for each client's respective portfolio. As of December 2017, Amussen, Hunsaker & Associates, LLC managed approximately \$167,278,676 under discretionary management and \$0.00 on a non-discretionary basis.

## **Item 5: Fees and Compensation**

We charge an advisory fee based on the percentage of assets under management regardless of the type account.

### **Management Fee for Portfolio Management Services**

We will charge an annual fee of no more than 1.5% of the assets under management unless a lower fee has been negotiated. Our fee schedule is as follows:

Up to \$300,000	1.5%
\$300,000 to \$500,000	1.25%
Above \$500,000	1.00%

Account minimum: \$100,000; Minimum Annual Fee \$1,500

Fees are billed quarterly in advance or in arrears as directed in the client's investment advisory agreement and calculated based on the market value of assets in the investment account on the last trading day of the calendar quarter. In any partial calendar quarter, fees are pro-rated based on the number of days in which the account is open during the quarter. For purposes of calculating Iron Gate's advisory fees, the market value of assets in the investment account shall consist of the market value of securities and other investments held in the account, and typically will not be reduced by any margin or indebtedness of the Client with respect to such

securities or other investments. The fee is calculated based on the market value of assets in the investment account on the last trading day of the calendar quarter for arrears or advance. Fees will be prorated for each account contribution and withdrawal made during the quarter. All Iron Gate customers may negotiate a lower fee. Iron Gate reserves the right to waive or reduce fees on an individual basis. Lower fees for comparable services may be available from other sources.

Upon closing of any account, Customers who request a refund of unearned fees will be promptly refunded, and any earned, unpaid fees will be due and payable. Refunds for accounts that pay fees in advance are prorated based on the number of days in which the account is open during the quarter. No fees are charged based on expected or promised performance.

Customers who request financial planning will be charged an hourly fee between \$100 and \$500 based on client needs and complexity. These fees are paid after the consultation is concluded and have been earned.

### **Fee Billings**

The investment advisory fee is billed quarterly at the beginning of each quarter as directed in the Investment Advisory Agreement. We will automatically charge the clients brokerage account(s) where a written agreement is already in place. Hourly fees are billed separately.

### **Other Fees**

You may incur certain charges imposed by custodians, brokers, or third-party investment managers. Our fees are exclusive of and in addition to brokerage commissions, transaction fees, and other related costs and expenses. Some of these other fees charged by managers are custodial fees, deferred sales charges, 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 charge internal management fees, which are disclosed in a fund's prospectus.

Such charges, fees, and commissions are exclusive of and in addition to our fees. We do not receive any portion of these commissions, fees, and costs.

The Brokerage Practices section in this *Firm Brochure* further describes the factors that we consider in selecting or recommending brokers/dealers/custodians for your transactions and securities. We will help you determine the reasonableness of the broker/dealer/custodian's compensation (e.g., usually commissions).

While neither Iron Gate nor its advisors receives commissions for the sale of insurance products, some employees who are non-investment advisor representatives are licensed insurance agents and may receive commissions based on recommendations made from investment advisor representatives. Please see Item 10 for other financial industry affiliations.

Neither the firm nor the advisors will accept compensation for the sale of securities or other investment products. We do this to avoid any potential conflict of interest.

## **Item 6: Performance-Based Fees and Side-by-Side Management**

We do not charge any performance-based fees (fees based on a share of capital gains on or capital appreciation of your assets).

## **Item 7: Types of Clients**

We provide financial planning and portfolio management services to individuals, high net worth individuals, corporate pension and profit-sharing plans, charitable institutions, foundations, retirement accounts, educational saving accounts, and endowments. Our account minimum is \$100,000; Minimum Annual Fee is \$1,500. Exceptions to the minimum can be made but would include a minimum annual fee.

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

### **Method of Analysis**

We primarily utilize fundamental investment analysis. Considerable effort is devoted to analyzing and evaluating an appropriate investment strategy for your portfolio. An important objective is to identify investments that are currently available at a purchase price below what the analysis indicates they very likely will be worth in the future. Additionally, we may look for investments which pay a dividend or interest to compensate you for holding the security in your portfolio.

Fundamental analysis requires an in-depth analysis of the company or investment product. We evaluate current and historical financial statements, the long-term prospective financial health of the company, company management, and the current and projected competitive nature of the industry.

We place a great reliance on fundamental factors. We therefore devote a great deal of effort to analyzing, evaluating and investigating the potential investment financial statements. We analyze company annual reports, cash flow statements, balance sheet, income statements, third party research reports, and various financial publications to determine the company's overall financial health, management performance, and reliability. We consider its competitive advantage both today and into the future. Occasionally site visits to the prospective company will be made to meet with management. On these visits, we try to better understand the investment-related aspects of the company.

### **Types of Investments**

We have the ability to invest in many different types of securities. We may invest in Stocks, Bonds, Money Market Funds, Certificates of Deposit, Corporate Bonds, Government Bonds, Preferred Stock, Commodities, Real Estate Investment Trusts and Oil and Gas Pipeline Partnerships, and others not listed here. We invest both domestically and internationally and utilize such investment vehicles as open & closed-end mutual funds, Exchange Traded Funds (ETF's), or individual securities directly.

The size of the account is one determinant on what types investment vehicles we recommend for you portfolio. Some customers have a preference of what types of investments vehicles they prefer and we will try to accommodate them. For accounts of less than \$100,000, we may recommend the use of Open and Closed-End Mutual funds, and ETF's to provide proper diversification. For accounts over \$100,000, we often build investment portfolios largely of individual securities.

We research and analyze all investments we recommend in a similar fashion, as discussed in the section of *methods of analysis* and based on customer objectives, tolerance for risk, and market volatility.

## **Investment Strategies**

The concept of investing is to expend money today with the expectation of profit at some future date. We recognize the eroding effects that inflation can have on our purchasing power. Inflation can be a serious threat to creating and preserving wealth. We believe that investment appreciation and/or dividends can offset the negative effects of inflation.

We use long-term investment strategies. Frequent trading will affect investment performance through brokerage and transaction costs. We are committed to strategies to lessen your risk and provide the greatest opportunity to invest your funds in the best possible way.

We use the following strategies to meet your investment goals:

- Identify companies with competitive advantages,
- Identify companies that have managers who act like owners,
- Invest in companies at attractive price,
- When we sell or make changes.

Model portfolios are designed to capture return and risk at market rates. This seeks to provide clients with diversification benefits help to smooth returns, reduce volatility and decrease asset-class and single-strategy risks. Risks specific to using model portfolios include the possibility that the model portfolio will underperform the market and the possibility that the model will not be able to take advantage of opportunities that a non-model portfolio management approach might capture. Model portfolios entail inflation (purchasing power) risk, interest rate risk, economic risk, market risk, political/regulatory risk, and asset allocation risk – meaning that any given asset allocation strategy does not guarantee any specific result or profit nor protect against a loss.

## **Invest in companies with competitive advantages**

We want to invest in the best companies. We think the best businesses have certain enduring competitive strengths. We have identified several competitive business traits that make some companies better than others.

- ✓ Financial strength
- ✓ Brand name recognition
- ✓ Vast distribution systems
- ✓ Low-cost provider
- ✓ Superior management team
- ✓ Barriers to entry
- ✓ Network effect

We try to invest in companies with proven and enduring competitive advantages. Typically, companies with long-term competitive advantages have several characteristics in common, e.g., they have low operating costs, a strong management team, high returns on equity, low levels of debt, industry best profit margins, and strong, free cash flow generation.

## **Invest with companies that have managers who act like owners**

One of the most important characteristics of a strong management team is how they allocate capital. Great businesses generally have substantial free cash flow. What does management do with this excess cash flow? Do they pay a dividend, buy back stock, or make investments to



grow the business in the future? The following are some traits we have identified in quality management teams:

- ✓ Managers who act like owners will allocate capital wisely,
- ✓ Management team members should be shareholders which can align management with shareholders,
- ✓ Good managers often have industry best returns on equity while employing low levels of debt,
- ✓ Industry best profit margins,
- ✓ Grow profits at a faster pace than the industry,
- ✓ Fair compensation systems with incentives to motivate and reward performance.

### **Invest in companies at attractive price**

Part of our research and analysis is devoted to determining a fair value per share for the business. We attempt to purchase at a significant discount to this price. By purchasing a business below its fair value, we believe we have lowered our risk and likely have increased our potential for satisfactory returns. We acknowledge that determining a fair value for a business is not an exact science. Because of this, we determine a range of what we think the company is worth and try to purchase at a significant price below this range of fair value. To determine a company's fair value, we:

- ✓ Research the company and industry that it operates in,
- ✓ Read research, annual and quarterly reports, financial publications,
- ✓ Listen to company presentations, and earnings calls,
- ✓ Compare the investment to other opportunities available to us,
- ✓ Analyze its balance sheet, income statement, statement of cash flows,
- ✓ Evaluate certain valuation metrics like price/sales, price/earnings, price/free cash flow, historical and projected profit growth, revenue growth, return on equity, debt to equity, profit margins, and dividends,
- ✓ Try to understand the competition and evaluate the company's prospect to grow earning and the ability to pay a dividend.

We believe this process helps us determine a fair value for the business. When we are able to purchase a business at a significant discount below our fair value price, we believe this creates a "margin of safety". This means that during inevitable tough times, the long-term investment results will be satisfactory. Sometimes the "margin of safety" is simply the price at which you purchased an investment, while other times it's the stability, competitive strength, and quality of the business. We are not of the opinion that even a great business is attractive at any price. We recognize that creating a margin of safety is a key factor to our investment success. When choosing between buying an average company at a great price or a great company at an average price, we would choose the latter.

### **When do we sell an investment?**

In addition to a change in your needs, we may suggest a change in your investments based on several other factors. This could include:

- ✓ We find a more appropriate investment for your objectives,
- ✓ We were wrong in our initial assessment of a company's management skill or competitive advantage,
- ✓ We misjudged the long-term value of a company's product or service offerings,
- ✓ We realize our investment was not really in our circle of competence after all,
- ✓ Deterioration in the fundamentals of the business or investment.

After we design your portfolio, we continue to monitor and reevaluate its contents to make sure your goals and objectives are being met. We regularly monitor your portfolio to determine if your current investment objectives match our previous investment decisions.

### **Partnership**

Your portfolio will be managed individually, but our intent is to form a working partnership with you. As investors ourselves, we are “eating our own cooking”. We don’t recommend investments that we aren’t willing to own ourselves. In a situation where client’s objectives are similar to ours, portfolios may be very similar.

### **Risk of Loss**

**In spite of our best efforts, investors must understand that investing in securities involves risk of loss that clients should be prepared to bear.** Investing involves risk. The world is constantly changing and financial markets are unpredictable. We invest for the long term. We generally believe that investing in the financial markets and securities is meant for investors who have long term goals of 5 years or longer. If your financial goals are shorter than this, stock and equity types of investments may not be appropriate. It is the customer’s responsibility to inform us when investment goals or objectives change.

## **Item 9: Disciplinary Information**

Not applicable.

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

Iron Gate is an independent advisory business. We have no permanent affiliations with any brokerage firm.

Iron Gate and its management persons are not registered with (nor do they have an application as) a futures commission merchant, commodity pool operator, commodity trading advisor, or an associated person of the foregoing entities.

Iron Gate does not recommend or select other investment advisers for clients or receive compensation (directly or indirectly) from those advisers that would create a material conflict of interest. We do not have other business relationships with advisers that create a material conflict of interest.

Some employees who are not investment advisor representatives are licensed insurance agents. From time to time, they will offer clients advice or products from those activities. Clients should be aware that these services pay a commission or other compensation and involve a conflict of interest, as commissionable products conflict with the fiduciary duties of a registered investment adviser. Iron Gate always acts in the best interest of the client; including the sale of commissionable products to advisory clients. Clients always have the right to decide whether or not to utilize the services of any Iron Gate representative in such individual’s outside capacities. Advisors Brett Pattison and Brian Hunsaker are owners and members of an LLC that owns Iron Gate Global Insurance.

Franz Amussen is a member of SLC Angels. SLC Angels is an association of accredited angel investors based in Salt Lake City. Franz does not solicit clients to invest in these businesses. Any investments in these startup companies are solely done with Franz's private money. No client money is invested in these companies. Iron Gate does not believe Franz's involvement in these outside businesses creates a conflict of interest because of the limited time he spends managing these businesses and no involvement by Iron Gate or its customers.

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

Iron Gate has adopted a Code of Ethics for all persons of the firm describing its high standard of business conduct and fiduciary duty to its clients or prospective clients. You may request a copy of the entire Code of Ethics by contacting Brian W. Hunsaker, President at 801-575-6427.

The Code of Ethics articulates the high importance of trust in the relationship between the firm and its clients. It includes provisions relating to the confidentiality of your information. It places a prohibition on insider trading. It requires the firm and its advisers to adhere to all applicable security laws and regulations. It clarifies the firm's duty to follow industry "best practices." The "best practices" include but are not limited to determining the suitability of particular investments for the client. It governs firm employees' personal investing. The Code of Ethics regulates and directs firm employees' outside business interests. It also requires the full disclosure to clients of any potential material or real conflict of interest. All potential and material conflicts have been disclosed in this brochure.

Iron Gate employees (access persons) are permitted to have personal securities transactions but are required to follow the Code when affecting such transactions. Personal securities transactions of access personnel may raise potential conflicts of interest when such persons trade in a security that is owned by, or considered for purchase or sale by, an advisory client. In most cases, Iron Gate believes that the personal trading by its employees and principals would not have a material effect on the trading price of the majority of investments that we recommend to our advisory clients. The Code is designed to assure that the personal securities transactions, activities, and interests of access persons will not interfere with (1) making decisions in the best interest of clients, and (2) implementing such decisions while at the same time allowing access persons to invest for their own accounts. (3) The Code requires pre-clearance of transactions, involving securities where trading volumes are limited, and buys or sells of a security will materially move the price of the security.

Iron Gate and its employees will adhere to the following procedures regarding their personal trading:

- ✓ The Chief Compliance officer will review all trades to insure Iron Gate and its employees are not financially benefitting at the expense of advisory clients.
- ✓ Principal transactions where Iron Gate's principals and employees would buy or sell securities directly from advisory clients are prohibited.
- ✓ Access personnel are prohibited from acquiring any securities in an initial public offering, without pre-clearance from the Chief Compliance Officer, in order to preclude any possibility of their profiting improperly from their positions as an advisor.

- ✓ Access personnel must obtain express prior approval of any acquisition of securities in a limited offering.
- ✓ Investment personnel who have been authorized to purchase securities in a private placement are required to disclose that investment when they play a part in any client's subsequent consideration of an investment in the issuer.

## **Item 12: Brokerage Practices**

### **Broker/Dealers/Custodians**

As a client doing business with Iron Gate, you will receive suggestions on choosing a broker/dealer/custodian. We will suggest you choose a firm that charges minimal commissions and executes trades efficiently. Yet, you will be given the opportunity to select the broker/dealer/custodian that you wish. If you choose other brokers/dealers/custodians than we suggest, you may forgo certain benefits, including lower commissions, greater reliability, and efficiency in executing trade orders.

We may batch transactions for multiple clients in an effort to obtain the best price on a security. However, such transactions may result in unequal commissions being charged. These commissions depend on the commission rate being charged by each client's broker/dealers/custodians.

In selecting a broker/dealer/custodian for any transaction, we will talk with you about a number of factors. These factors include price, reputation, financial strength, stability, efficiency of execution, error resolution, and block trading capability. Yet, we have no obligation to use the advisory services of any broker/dealer/custodian unless it is determined to be in your best interest. These benefits include market and technical research reports, the use of a dedicated service group, the ability to block client trades for cost savings on trades, electronic download of trades, access to electronic interface which provides customer account information, duplicate and batched statements, trade confirmations, and year-end summaries.

We deduct the advisory fees directly from your accounts, as agreed in your investment advisory agreement. This is done through certain broker/dealer/custodian advisory programs in accordance with federal and state requirements.

Iron Gate clients may pay a brokerage commission in excess of that which another broker/dealer might charge for affecting the same transaction in recognition of the value of the brokerage, research, and other services and soft dollar relationships. In such a case, however, Iron Gate will determine in good faith that such commission is 1) reasonable in relation to the value of the brokerage, research, and other services and soft-dollar benefits provided, and 2) viewed in terms of either the specific transaction or applicant's overall responsibilities to the portfolios over which applicant exercises investment authority. It should be noted, however, that one account may pay higher brokerage commissions than are otherwise available, while the research and other benefits resulting from the brokerage relationship would benefit all of Iron Gate's accounts or operations as a whole. Iron Gate's relationships with brokerage firms that provide soft dollar benefits to Iron Gate may influence applicant's judgment in allocating brokerage business and may create a conflict of interest in using those firms to execute brokerage transactions for applicant's clients.

## **Item 13: Review of Accounts**

### **Frequency of Client Account Reviews**

We review your individual portfolio at least quarterly, but actual investments are monitored weekly or more frequently. More frequent reviews will be given if requested. We will suggest a review if market conditions warrant it. Some of the activities requiring more frequent reviews are material, political, economic, or market events, but most importantly by changes in your circumstances. Additionally, you are encouraged to meet with your advisor at least annually to review the entire portfolio. Another purpose of the annual meeting is to ensure the portfolio is aligned with your current financial goals and objectives. Upon your request, you can receive special written portfolio reports. We will send you quarterly statements that include account performance details, and will also periodically send you other reports or market commentary.

### **Reviewers**

All underlying securities in your portfolio will be reviewed by Mr. Brian W. Hunsaker, Mr. Franz S. Amussen, or Mr. Brett M. Pattison, investment advisor representatives, for their respective clients. You will receive monthly statements from your broker/dealer/custodian. You will also receive confirmation whenever there is activity in the account from the broker/dealer/custodian.

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

Other than soft dollar benefits as described in Item 12 above, Iron Gate does not receive any economic benefit, directly or indirectly, from any third party for advice rendered to Iron Gate clients.

Iron Gate may, via written arrangement, retain third parties to act as solicitors for Iron Gate's investment management services. All compensation with respect to the foregoing will be fully disclosed to each client to the extent required by applicable law. Iron Gate will ensure each solicitor is properly registered in all appropriate jurisdictions. All such referral activities will be conducted in accordance with Rule 206(4)-3 under the Advisers Act, where applicable.

## **Item 15: Custody**

When it deducts fees directly from client accounts at a selected custodian, Iron Gate will be deemed to have limited custody of client's assets and must have written authorization from the client to do so. Clients will receive all account statements and billing invoices that are required in each jurisdiction, and they should carefully review those statements for accuracy. Custody is also disclosed in Form ADV because Iron Gate has authority to transfer money from client account(s), which constitutes a standing letter of authorization (SLOA). Accordingly, Iron Gate will follow the safeguards specified by the SEC rather than undergo an annual audit.

You will receive official accounting statements from the broker/dealer/custodian, bank, or other qualified custodian which holds and maintains your investment assets. These accounting statements will be sent at least quarterly but usually monthly. We urge you to carefully review such accounting statements and compare the official custodial accounting records to your records. We would suggest you also compare the official statements with any notices and other communications that we may provide you. Our notices and other communications may vary from the official custodial accounting statements based on accounting procedures, reporting

dates, or valuation methodologies of certain securities. We will be pleased to review your custodian's official accounting statement with you upon request.

### **Item 16: Investment Discretion**

We have discretionary power over the accounts that we manage on an ongoing basis, and do not obtain specific approval for each trade. Our discretionary authority is limited to placing trades and accessing account information. Clients authorize this in the advisory contract with our firm. The account applications of the custodian provide a separate written power of attorney.

### **Item 17: Voting Client Securities**

We will use our best effort to vote proxies as you desire them to be voted. This is part of our authority and responsibility as you requested. We will use our best judgment to vote proxies as we understand your interests. Unless otherwise directed by you, we will vote proxies in a manner that we believe is most beneficial to you as a shareholder. You may provide us with your proxy voting policy. We will then fully comply with your policy unless to do so would be inconsistent with applicable laws or regulations or with our fiduciary responsibility.

You may obtain a copy of Iron Gate's complete proxy voting policies and procedures upon request. You may also obtain information from us about how we voted proxies on behalf of you. We will not vote proxies if you have reserved the authority for yourself.

### **Item 18: Financial Information**

Iron Gate does not require or solicit the prepayment of \$500 or greater, per client, six months or more in advance. We do not have any financial conditions that are likely to limit or impair our ability to meet the contractual commitments to our clients. We have never been subject to a bankruptcy petition.

### **Item 19: Requirement for State-Registered Advisors**

Iron Gate has three management persons: Brian W. Hunsaker, Franz S. Amussen, and Brett M. Pattison. Their biographical information is given in the attached *Brochure Supplement*, which is also available upon request. None of the management persons are licensed insurance agents and do not receive "Other Compensation," but Iron Gate does employ a licensed insurance agent, Samuel Nelson, as discussed in Item 5.

Franz owns three outside businesses that he conducts in his spare time. These businesses are not related in any way to Iron Gate. He estimates that he spends less than 10% of his time working on these projects. The three companies are Sydermount LLC, a startup company designing small camera mounts, Series7Podcast.com, which helps people pass the series 7 exam, and AudioGEDPrep.com, which helps students pass the GED. Franz is also a member of SLC Angels. SLC Angels is an association of accredited angel investors based in Salt Lake City. Franz does not solicit clients to invest in these businesses. Any investments in these startup companies are solely done with Franz's private money. No client money is invested in these companies. Iron Gate does not believe Franz involvement in these outside businesses creates a



conflict of interest because of the limited time he spends managing these businesses and because there is no involvement of other Iron Gate employees or customers.

We do not charge performance-based fees; nor have we any financial relationship with issuers of securities; or were we ever found liable in either: 1. arbitration, or 2. a civil, self-regulatory organization, or administrative proceeding. As none of these apply to Iron Gate Global Advisors, its management persons, or advisors, we have no information to disclose.

**Brochure Supplement**  
**Iron Gate Global Advisors**  
**Form ADV Part 2B – Individual Disclosure Brochure**  
for  
**Franz S. Amussen**  
**275 East South Temple**  
**Suite 204**  
**Salt Lake City, Utah 84111**  
**Phone: (801)575-6427**

*This brochure supplement provides information about **Franz S. Amussen** that supplements the Iron Gate Global Advisors brochure. You should have received a copy of that brochure. Please contact **Brian W. Hunsaker**, President if you did not receive Iron Gate Global Advisors' brochure or if you have any questions about the contents of this supplement.*

*Additional information about **Franz S. Amussen** is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).*



## **Educational and Business Experience**

Franz S. Amussen

Year of Birth: 1953

### **Education:**

University of Utah, M.S. degree in Geography

Utah State University, B. S. degree in Economics and Accounting

### **Business Background:**

Franz S. Amussen

Co-founder of Amussen, Hunsaker & Associates, LLC, d/b/a Iron Gate Global Advisors, Chief Executive Officer and an investment advisor representative, providing investment advisory services. Salt Lake City, Utah 1999-Present

US Bancorp Piper Jaffray, Amussen served as a broker-dealer registered representative managing client investment accounts. Salt Lake City, UT 1993-1999

Boettcher & Company/ Everen Securities, Amussen served as a broker-dealer registered representative managing client investment accounts. Salt Lake City, UT 1990-1993

Shearson Lehman Hutton: Amussen served as a broker-dealer registered representative managing client investment accounts. Salt Lake City, UT 1985-1990

## **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 Iron Gate Global Advisors or the integrity of Iron Gate Global Advisors' registered investment advisers. Neither the firm of Iron Gate Global Advisors nor its registered investment advisers have had any legal or disciplinary actions or claims against them and therefore there is nothing to disclose.

## **Other Business Activities**

Franz owns three outside businesses that he conducts in his spare time. These businesses are not related in any way to Iron Gate Global Advisors. He estimates that he spends less than 10% of his time working on these projects. The three companies are Sydermount LLC, a startup company designing small camera mounts, Series7Podcast.com, which helps people pass the series 7 exam, and AudioGEDPrep.com, which helps students pass the GED. Franz is also a member of SLC Angels. SLC Angels is an association of accredited angel investors based in Salt Lake City. Franz does not solicit clients to invest in these businesses. Any investments in these startup companies are solely done with Franz's private money. No client money is invested in these companies. Iron Gate Global Advisors does not believe Franz's involvement in these outside businesses creates a conflict of interest because of the limited time he spends managing these businesses and because there is no involvement of other Iron Gate employees or customers.

## **Additional Compensation**

Amussen does not receive any additional compensation from non-clients for providing advisory services. All advisory compensation is paid by clients directly.

Franz Amussen does receive compensation from his series 7 podcast and expects to receive future income from Sydermount LLC and Audio GED Prep Podcast.

## **Supervision**

As the CEO and a representative of Iron Gate Global Advisors, Franz S. Amussen works closely with the supervisor, Brian W. Hunsaker, and all advice provided to clients is reviewed by the supervisor prior to implementation. Franz S. Amussen adheres to applicable regulations regarding the activities of an Investment Adviser Representative, together with all policies and procedures outlined in the firm's code of ethics and compliance manual. Brian W. Hunsaker's phone number is (801)575-6427.

## **Requirement for State-Registered Advisers**

Iron Gate Global Advisors would be required to disclose additional information for Franz S. Amussen if he had been the subject of bankruptcy petition or ever been found liable in either: (a) an arbitration, or (b) a civil, self-regulatory organization, or (c) administrative proceeding. As none of these apply to Iron Gate Global Advisors, its management persons and advisors have no information to disclose in this regard.

**Brochure Supplement**  
**Iron Gate Global Advisors**  
**Form ADV Part 2B – Individual Disclosure Brochure**  
for  
**Brian W. Hunsaker**  
**275 East South Temple**  
**Suite 204**  
**Salt Lake City, Utah 84111**  
**Phone: (801)575-6427**

*This brochure supplement provides information about **Brian W. Hunsaker** that supplements the Iron Gate Global Advisors brochure. You should have received a copy of that brochure. Please contact **Brian W. Hunsaker**, President if you did not receive Iron Gate Global Advisors' brochure or if you have any questions about the contents of this supplement.*

*Additional information about **Brian W. Hunsaker** is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).*

## **Educational and Business Experience**

Brian W. Hunsaker

Year of Birth: 1964

### **Education:**

Post-graduate Coursework, University of Utah, 1992

BS Finance, Utah State University, 1989

### **Business Background:**

#### Brian W. Hunsaker

Amussen, Hunsaker & Associates, LLC d/b/a Iron Gate Global Advisors: Hunsaker is President, Chief Compliance Officer and an Investment Advisor Representative, providing investment advisory services. Salt Lake City, UT 1999-Present

US Bancorp Piper Jaffray: Hunsaker served as a broker-dealer Registered Representative and investment advisor representative managing client investment accounts. Salt Lake City, UT 1994-1999

First Security Investor Services: Hunsaker served as a broker-dealer registered representative managing client investment accounts. Salt Lake City, UT 1993-1994

Boettcher & Company/ Kemper Securities Group, Inc.: Hunsaker served as a broker-dealer registered representative managing client investment accounts. Salt Lake City, UT 1990-1992

## **Disciplinary Information**

There are no legal or disciplinary events that are material to a client's or prospective client's evaluation of this advisory business.

## **Other Business Activities**

Brian W. Hunsaker is a member and owner of Iron Gate Global Insurance but is not a licensed insurance agent. From time to time, he may refer clients to a licensed insurance agent employed by Iron Gate Global Insurance. Clients should be aware that these services pay a commission and involve a conflict of interest, as commissionable products conflict with the fiduciary duties of a registered investment adviser. Iron Gate Global Advisors always acts in the best interest of the client; including the sale of commissionable products to advisory clients. Clients always have the right to decide whether or not to utilize the services of any representative of Iron Gate in such individual's outside capacities.

## **Additional Compensation**

Other than salary, annual bonuses, or regular bonuses, Brian W. Hunsaker does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through Iron Gate Global Advisors.

## **Supervision**

As the Chief Compliance Officer of Iron Gate Global Advisors, Brian W. Hunsaker supervises all duties and activities of the firm. Brian W. Hunsaker's contact information is on the cover page of this disclosure document. Brian W. Hunsaker adheres to applicable regulatory requirements, together with all policies and procedures outlined in the firm's code of ethics and compliance manual.

## **Requirement for State-Registered Advisers**

Iron Gate Global Advisors would be required to disclose additional information for Brian Hunsaker if he had been the subject of bankruptcy petition or ever been found liable in either: (a) an arbitration, or (b) a civil, self-regulatory organization, or (c) administrative proceeding. As none of these apply to Iron Gate Global Advisors, its management persons and advisors have no information to disclose in this regard.

**Brochure Supplement**  
**Iron Gate Global Advisors**  
**Form ADV Part 2B – Individual Disclosure Brochure**  
for  
**Brett M. Pattison**  
**275 East South Temple**  
**Suite 204**  
**Salt Lake City, Utah 84111**  
**Phone: (801)575-6427**

*This brochure supplement provides information about **Brett M. Pattison** that supplements the Iron Gate Global Advisors brochure. You should have received a copy of that brochure. Please contact **Brett M. Pattison**, President if you did not receive Iron Gate Global Advisors' brochure or if you have any questions about the contents of this supplement.*

*Additional information about **Brett M. Pattison** is also available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).*

## **Educational and Business Experience**

Brett M. Pattison

Year of Birth: 1977

### **Education:**

BS Business Management, University of Utah, 2005

### **Business Background:**

#### Brett M. Pattison

Amussen, Hunsaker & Associates, LLC d/b/a Iron Gate Global Advisors: Pattison is a Member and Investment Advisor Representative, providing investment advisory services. Salt Lake City, UT 2015-Present

Amussen, Hunsaker & Associates Incorporated: Pattison is an Investment Advisor Representative, providing investment advisory services. Salt Lake City, UT 2014-Present

Amussen, Hunsaker & Associates: Pattison is a Partner and Portfolio Manager, managing client investment accounts. Salt Lake City, UT 2014-Present

Investools from TD Ameritrade: Pattison served as an Educational Resource Manager. Draper, UT 2005-2014

FranklinCovey: Pattison served as a Business Developer. West Valley, UT 1998-2005

## **Disciplinary Information**

There are no legal or disciplinary events that are material to a client's or prospective client's evaluation of this advisory business.

## **Other Business Activities**

Brett M. Pattison is a member and owner of Iron Gate Global Insurance but is not a licensed insurance agent. From time to time, he may refer clients to a licensed insurance agent employed by Iron Gate Global Insurance. Clients should be aware that these services pay a commission and involve a conflict of interest, as commissionable products conflict with the fiduciary duties of a registered investment adviser. Iron Gate Global Advisors always acts in the best interest of the client; including the sale of commissionable products to advisory clients. Clients always have the right to decide whether or not to utilize the services of any representative of Iron Gate in such individual's outside capacities.

## **Additional Compensation**

Other than salary, annual bonuses, or regular bonuses, Brett M. Pattison does not receive any economic benefit from any person, company, or organization, in exchange for providing clients advisory services through Iron Gate Global Advisors.

## **Supervision**

As a Member and a representative of Iron Gate Global Advisors, Brett M. Pattison works closely with the supervisor, Brian W. Hunsaker, and all advice provided to clients is reviewed by the supervisor prior to implementation. Brett M. Pattison adheres to applicable regulations regarding the activities of an Investment Adviser Representative, together with all policies and procedures outlined in the firm's code of ethics and compliance manual. Brian W. Hunsaker's phone number is (801)575-6427.

## **Requirement for State-Registered Advisers**

Iron Gate Global Advisors would be required to disclose additional information for Brian Hunsaker if he had been the subject of bankruptcy petition or ever been found liable in either: (a) an arbitration, or (b) a civil, self-regulatory organization, or (c) administrative proceeding. As none of these apply to Iron Gate Global Advisors, its management persons and advisors have no information to disclose in this regard.