

## CGC FINANCIAL SERVICES, LLC

CLIENT RELATIONSHIP SUMMARY - DATED: December 21, 2023

### Item 1. Introduction

CGC Financial Services, LLC ("CGC" "we" "us" and "Advisor") is an Oregon Limited Liability Company registered as an investment advisor under the laws of the Securities and Exchange Commission. 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 research CGCs and financial professionals at [Investor.gov/CRS](https://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

### Item 2. Relationships and Services

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

Since 2006, CGC has striven to help its clients develop a comprehensive, cohesive financial strategy that fits their unique needs and enables them to meet both short- and long-term objectives. CGC advisory personnel assist clients to take advantage of investment opportunities by providing them with three key tools: (1) A clear understanding of their financial goals; (2) a well-defined roadmap for achieving those goals; and (3) ongoing advice to help adjust their roadmap when their needs change.

We provide investment advisory services to you for a fee based on the value of your account. We review investments across all individual retirement accounts, taxable accounts, and employee retirement accounts. After assets are invested, we help our clients monitor their investments and provide advice related to ongoing financial and investment needs. Our investment recommendations generally include mutual funds, exchange-traded funds, and exchange-listed equity securities. We also recommend certificates of deposit, municipal securities, U.S. government securities and money market funds. If Clients hold other types of investments, we will advise them on those investments also. Clients may impose restrictions on investing in certain securities or types of securities. CGC may also provide financial planning, estate planning, and/or retirement planning.

We will offer you advice on a regular basis and tailor our services to the individual needs of clients through initial consultation and regular, ongoing communications. We will discuss your investment goals, design with you a strategy to achieve your investment goals, and regularly monitor your account. We will contact you (by phone or e-mail) at least annually to discuss your portfolio.

Most of our clients choose a management format that allows us to buy and sell investments in your account without asking you in advance (a "discretionary relationship"), and some only require advice, where the client decides what investments to buy and sell (a "non-discretionary relationship").

The minimum account size is generally \$250,000. CGC, at its sole discretion, may accept clients with smaller accounts based on criteria such as the client's potential to increase future earnings and/or assets, the composition of the client's portfolio, if the client has any related accounts, and if the client and the Advisor have a pre-existing relationship. CGC may combine the portfolios of family members to meet the minimum account size.

**Conversation Starter:** We encourage you to ask our financial professionals these key questions about our investment services and accounts:

- (i) *Given my financial situation, should I choose an investment advisory service? Why or why not?*
- (ii) *How will you choose investments to recommend to me?*
- (iii) *What is your relevant experience, including your licenses, education, and other qualifications? What do these qualifications mean?*

### Item 3. Fees, Costs, Conflicts, and Standard of Conduct

#### What fees will I pay?

We provide investment advisory services for a fee based on a percentage of assets under management. Our fee is provided in your Investment Advisory Agreement based upon a tiered schedule from 1.15% to 0.25%. The fee is calculated quarterly, in advance, and will be equal to the respective percentage per annum based on the market value of your account(s) on the last trading day of the previous quarter. Our minimum fee is \$400. Our hourly fees for financial planning range from \$100-\$350 per hour, with a minimum fee of \$500.

Some CGC financial professionals are also registered representatives with Osaic Wealth Inc. and may receive compensation based on transactions through Osaic Wealth Inc. Certain financial professionals of CGC are also licensed to sell insurance. Insurance related business is transacted with advisory clients, and individuals may receive commissions from products sold to clients. Clients are instructed that the fees paid to CGC for investment advisory services are separate and distinct from the commissions earned by any individual for selling a client an insurance product.

The more assets you have in the advisory account, including cash, the more you will pay us. We therefore have an incentive to increase the assets in your account to increase our fees. You pay our fee quarterly regardless of whether we buy or sell securities within that quarter. In addition to CGC's annual management fee, investment management clients may also have to pay other costs that unaffiliated third parties charge for their services. These costs include, but are not limited to: custodial fees; brokerage commissions; transaction fees; charges imposed directly by a mutual fund, index fund, or

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exchange traded fund; wire transfer fees; and other fees and taxes on brokerage accounts and securities transactions. CGC does not share in any portion of the brokerage fees/transaction charges imposed by the unaffiliated third party. However, in their capacities as registered representatives of Osaic Wealth Inc., CGC advisory representatives may receive transaction-based compensation.

***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.***

***Conversation Starter:*** We encourage you to ask us any questions you may have regarding our fees or how costs from third parties such as custodians or mutual funds affect your account. For example, start a conversation by asking, *“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 else does CGC make money and what conflicts of interest do you have?**

*When we act as your investment adviser, we must 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:*

Example 1: Your account value goes up, and while the management fee percentage may stay the same, the total compensation you pay us goes up proportionately. Example 2: Your account value goes down, but you still must pay a management fee proportional to your assets under management.

The receipt of commissions by any individuals associated with the firm presents a conflict of interest. As fiduciaries we must act primarily for the benefit of investment advisory clients. As such, we will only transact insurance services with clients when fully disclosed, suitable, and appropriate. Further, we must determine in good faith that any commissions paid to us are appropriate. Clients are informed that they are under no obligation to use any individual associated with CGC for insurance or brokerage services. Clients may use any insurance brokerage firm, agent, or broker-dealer they choose.

***Conversation Starter:*** If you have any questions regarding conflicts of interests, please feel free to ask us. You can begin a conversation by asking, *“How might your conflicts of interest affect me, and how will you address them?”*

### **How do your financial professionals make money?**

CGC is “fee-based” meaning that our dually licensed financial professionals receive income from advisory fees we charge to our clients and also receive commissions from third parties for insurance product sales and/or securities products sold through an unaffiliated broker-dealer.

Our financial professionals are paid a flat salary and discretionary bonuses.

More detailed information, including fee schedules and conflicts and disclosures are available in our ADV Part 2A Firm Brochure, which is available at: <https://adviserinfo.sec.gov/>.

### **Item 4. Disciplinary History**

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

No. We have no legal or disciplinary actions in our history as a registered investment advisor. Regardless, we encourage you to visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple search tool to research any of our financial professionals.

***Conversation Starter:*** In addition, feel free to ask: *“As a financial professional, do you have any disciplinary history? For what type of conduct?”*

### **Item 5. Additional Information**

***You can find additional information regarding CGC and receive a copy of this relationship summary by visiting our website at [www.cgcfinaancialservices.com](http://www.cgcfinaancialservices.com) or by contacting 503-670-1958.***

We are always available to answer any of your questions.

***Conversation Starter:*** If you do have any concerns, please let us know by asking the following questions: *“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?”*