

# Form ADV Part 3: *Relationship Summary*

Atwater Malick, LLC

## Introduction

Atwater Malick, LLC (“AM”) is an Investment Adviser registered with the U.S. Securities and Exchange Commission. We offer our clients investment advisory services. Clients should understand that the services we provide and fees we charge are different than those of a broker-dealer, and that it is important to understand the difference between the two. Free and simple tools are available to research firms and financial professional at <https://www.investor.gov/CRS>, which also provides educational materials about broker-dealers, investment advisers, and investing.

## **What Investment Services and Advice Can You Provide Me?**

**Description of Services:** We offer investment advisory services to retail investors. Our investment advisory services include Asset Management Services and Financial Planning and Consulting Services.

**Asset Management Services:** AM provides asset management services which involves us managing and trading your designated account(s). AM will discuss your investment goals and design a strategy to try and achieve your investment goals. AM will continuously monitor your account when providing asset management services. AM is available to discuss your investment portfolio throughout the year. To do so, contact Benjamin H. Atwater or Matthew C. Malick during regular business hours and expect a prompt response. For more information please see **Item 4** of our **Form ADV Part 2A**. When providing asset management services you can choose whether you would like us to provide services on a **discretionary** basis (we will have the authority to determine the type and amount of securities to be bought or sold in your account) or a **non- discretionary basis** (we will have to confirm any trades in your account with you before we place them). For more information please see **Item 16** of our **Form ADV Part 2A**.

**Financial Planning & Consulting Services:** We also provide financial planning and consulting services. Financial planning services involve us creating a written financial plan for you which covers mutually agreed upon topics. Financial consulting is used when a written financial plan is not needed. It involves one time and/on-going meetings, telephone calls and / or emails to discuss your financial situation. Please see **Item 4** of our **Form ADV Part 2A**.

**Limited Investment Offerings:** We primarily recommend portfolios of individual stock and bond securities to clients. However, we will recommend any product that may be suitable for each client relative to that client’s specific circumstances and needs using a broad range of investment selections limited in that we can only invest your account in securities which are available on your custodian/broker-dealer’s platform. When providing you services, we do not recommend or offer advice on any proprietary products.

**Account & Fee Minimums:** AM requires a minimum of \$500,000 in order to open an account. To reach this account minimum, clients can aggregate all household accounts. The minimum fee generally charged for financial planning services provided on an hourly basis is \$2,500.

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

## **What Fees Will I Pay?**

**Description of Principal Fees & Costs:** Fees charged for our asset management services are charged based on a percentage of assets under management and range between 0.50% and 1.00% annually. Annual fees are divided and billed in arrears on a quarterly calendar basis and calculated based on the fair market value of your account as of the last business day of the current billing period. Because our fee is based upon the value of your account(s) we have an incentive to recommend that you increase the level of assets in your account. When engaging us for asset management services you will also incur other fees and expenses. Certain broker-dealer/custodian on your account will charge you transaction fees for executing trades in your account depending on your household balances and / or whether you receive paper statements. The mutual funds and ETFs we select for your account will incur their own, internal fees and expenses.

Financial planning and consulting services are provided under an hourly fee arrangement. An hourly fee of \$250 per hour

is charged by AM for financial planning services with a minimum fee of \$2,500. Hourly fees are due upon completion and delivery of the financial plan. AM only collects fees in arrears.

The fees for the financial planning and consulting services may be waived by AM at our sole discretion. Any fees we charge for financial planning and consulting services will not cover the costs associated with implementing any recommendations we may make.

**Additional Information:** You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying. For more information about the fees we charge and the other fees and expenses you will incur please see **Item 5 of Form ADV Part 2A**.

**Conversation Starters:** *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 your firm make money and what conflicts of interest do you have?**

**Standard of Conduct:** 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 is an example to help you understand what this means. If you rollover an IRA account to our program, we will charge your account and make money. If you decide to not rollover the IRA to our program, we will not make money. Therefore, we have an incentive for you to move your IRA to our program even if it is not in your best interest. For more information about this conflict and our procedures to mitigate the conflict, see **Item 4.F.** of our **Form ADV Part 2A**.

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

**Additional Information:** For more information about our conflicts of interests and the ways we are compensated please see **Item 5** and **Item 10** of our **Form ADV Part 2A**.

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

Description of Salary/Payment of IARs: AM's IARs are limited to the firm's two partners. The partners are paid an equal annual salary. The partners also split the firm's profits equally. All other things being equal, the more assets the firm manages, the more profits the IARs earn. This creates a conflict of interest as it gives your representative an incentive to recommend you invest more in your account with us due to the potential for increased payments.

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

**No.** Neither us, nor our investment adviser representatives have a legal or disciplinary history to report. You can look up more information about us and our investment adviser representatives at <https://www.investor.gov/CRS>.

**Conversation Starters:** *As a financial professional, do you have any disciplinary history? For what type of conduct?*

## **Additional Information about AM**

Additional information about AM and copies of our Form ADV Part 2A disclosure brochure and this relationship summary are available on the Internet at <https://www.atwatermalick.com/ria>. You can find other information about us on the SEC's Investment Adviser Public Disclosure website at <https://adviserinfo.sec.gov/firm/summary/147972>. For up-to-date information and to request a copy of this relationship summary, we can be reached by phone at (717) 400-1505.

**Conversation Starters:** *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?*