



## CLIENT RELATIONSHIP SUMMARY

As of June 2020

**Foster Dykema Cabot & Partners, LLC (FDC)** is registered with the SEC as an investment adviser. We are not a broker-dealer. Brokerage and investment advisory services and fees differ and it is important for the retail investor to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisors, and investing.

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

We offer investment advisory services to retail investors, as well as family office services, trust administration, and financial and estate planning advice. Our clients are primarily high-net-worth families and individuals and foundations.

We generally limit our investments to publicly traded equities, fixed income securities, mutual funds, exchange traded funds, and private equity. FDC serves as the manager for a series of private equity fund-of-funds made available to those of our clients who are financially qualified.

We manage investments for our clients on a discretionary basis, pursuant to a power of attorney contained in our client agreements, which gives us complete and sole authority over what securities or other investments to purchase or sell in their portfolios. Client portfolios are monitored continuously through the year, and are rebalanced periodically by dedicated portfolio managers. Additional reviews may be triggered by changes in a client's situation or changes in our model portfolios.

Clients receive a formal report on their investment holdings four times each year.

We require clients to have a minimum of \$5,000,000 of investable assets, but this minimum may be waived at FDC's sole discretion. **For further information please see our firm's [ADV Part 2A brochure](#) [Item 4](#), [Item 7](#), and [Item 13](#).**

### What fees will I pay?

We typically bill clients an annual fee that is based on a percentage of the client's assets under our management. Our fees are billed quarterly and are payable in advance based upon the market value of the client's account on the last day of the quarter. The more assets there are in your account, the more you will pay in fees, however, the percentage of your assets that those fees represent will decline as your assets exceed certain thresholds. In addition to our advisory fees, clients who receive additional services such as family office, trustee, estate administration and financial planning services will pay additional fees which are determined on a case by case basis. Examples of other common fees and costs applicable to our clients are custodian fees, fees related to mutual funds and exchange-traded funds, and transaction charges when purchasing or selling securities.

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 our fees, please see [Item 5](#) of our firm's [ADV Part 2A brochure](#).**

**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?** *When we act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you. Here are some examples to help you understand what this means.*

***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?***

***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?***



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Clients may utilize a broker-dealer or custodian of their choice; FDC does not require clients to utilize any particular broker-dealer or custodian. FDC generally recommends custodians and brokerage firms based on their reputation and proven integrity, quality of service, financial strength and conservatism, and the estimated cost and convenience to the client. We have institutional relationships with these custodian broker-dealers and they provide us and our clients with access to services that are not typically available to retail customer accounts. These include custody, reporting, and related services, as well as services to help us administer our clients' accounts and manage and grow our business. In connection with our recommendation that clients transition their account custodian from a bank to a broker-dealer, the broker-dealer we are recommending has agreed to provide us with certain benefits that include the payment of client account termination fees and payment of certain of our expenses. FDC endeavors at all times to put the interests of its clients first. Clients should be aware, however, that FDC's receipt of these benefits creates a conflict of interest since this may influence FDC's choice of custodian over another that does not furnish similar benefits, support, or services. We endeavor to recommend custodians and broker-dealers that we believe are in a position to offer our clients the best array of services appropriate for the client's situation at a reasonable and competitive cost.

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

As a fiduciary, FDC has an obligation to seek "best execution" of client transactions, taking into consideration the full range and quality of a broker-dealer's services including, among other things, the value of research provided as well as

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

***Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer?***

***Who can I contact if I have concerns about how this person is treating me?***

execution capability, commission rate, financial responsibility, and responsiveness. Trading commissions are comprised of the underlying cost of trade execution services, as well as credits ("soft dollars") that can be used to pay for research services from third-party providers. These include a broad variety of financial and related information and services, including economic and investment strategy research, and analytical services and tools that are used to assist the firm in its investment decision making processes. The research obtained is used to service all client accounts rather than solely those accounts whose trades were used to obtain the research. Soft dollars are a benefit to FDC because the firm does not have to pay for research obtained through soft dollars, creating a conflict of interest. To mitigate this conflict of interest, commission rates are standardized across broker-dealers, and credits can be used across third-party research providers eliminating an incentive to direct trades to a specific broker-dealer. We periodically and systematically review our trading practices to review/discuss, monitor, and eliminate/mitigate conflicts of interest and evaluate the research and services received for the benefits of all clients. We offer clients the option of obtaining credit and cash management solutions from unaffiliated third-party financial institutions with the assistance of Focus Client Solutions ("FCS"), a wholly owned subsidiary of our parent company, Focus Financial

Partners, LLC. FCS receives quarterly fees from these institutions but FDC does not share in that revenue. **For more information, please see Item 10, Item 11 and Item 12 of our firm's ADV Part 2A brochure.**

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

FDC financial professionals are compensated based on salary plus bonus, which may be based on firm revenue and profitability for a given year. Some of our financial professionals serve as trustee or executor for client's trust accounts and receive a trustee fee for that service. Compensation of our Firm's financial professionals is unrelated to the type of investments client assets are invested in. **For additional information, please refer to Item 5 of your financial professional's ADV Part 2B Brochure Supplement.**

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

No. Please visit [Investor.gov/CRS](http://Investor.gov/CRS) for a free and simple search tool to research FDC and our financial professionals. Visit [www.fdcpartners.com](http://www.fdcpartners.com), or contact us at 617-423-3900, to request a copy of this Client Relationship Summary, our Annual Firm Disclosure Document (Form ADV 2A) and Privacy Notice.