

## Form ADV Part 3 – Client Relationship Summary

Date: 12/15/2021

### Item 1: Introduction

MARK GILLAM ENTERPRISES is an investment adviser registered with the Securities and Exchange Commission offering advisory accounts and services. Brokerage and investment advisory services and fees differ, and it is important that you understand the differences. This document gives you a summary of the types of services and fees we offer. Please visit [www.investor.gov/CRS](http://www.investor.gov/CRS) for free, simple tools to research firms and for educational materials about broker-dealers, investment advisers, and investing.

### Item 2: Relationships and Services

What investment services and advice can you provide me? Our firm primarily offers the following investment advisory services to retail clients: portfolio management (we review your portfolio, investment strategy, and investments); financial planning (we assess your financial situation and provide advice to meet your goals); pension plan and other consulting; solicitor/selection of other advisers (we select a third party adviser for you to use). As part of our standard investment services, we typically monitor client accounts on a monthly basis and will issue a report on status of your investments no less than once, annually. Our firm offers differing levels of service, and based upon the services selected, the frequency of such reports may increase. Our firm typically offers non-discretionary services (where the retail investor makes the ultimate decision). Under certain circumstances, we may offer discretionary advisory services (where our firm makes the decision regarding the purchase or sale of investments) to corporate trustees of trusts, under signed agreement. We limit the types of investments that are recommended since not every type of investment vehicle is needed to create an appropriate portfolio. Our minimum account size is \$250,000, however MGE may choose to waive this minimum on a case-by-case basis. Please also see our Form ADV Part 2A ("[Brochure](#)"), specifically Items 4 & 7 for investment and other services offered.

*Questions to ask us: 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?*

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

What fees will I pay? Our fees vary depending on the services you receive. Additionally, in certain instances, the amount of assets in your account could affect our advisory fee (the more assets you have in your advisory account, the more you will pay us), thus we have an incentive to increase those assets in order to increase our fee. This fee structure (with breakpoints), is offered only on a case-by-case basis. MGE and client will mutually agree to any fee payment structure, whether that be a tiered fee structure with breakpoints, flat rate percentage, or other arrangement. Although uncommon, for hourly fee arrangements, each additional hour (or portion therefore) we spend working for you would increase the advisory fee. Our fixed fee arrangements are based on the amount of work we expect to perform for you, so material changes in that amount of work will affect the advisory fee we quote you. Portfolio management fees are charged quarterly in arrears. We also have other compensation structures such as a negotiated percentage of athlete's (or other professional's) annual compensation received based on employment contract; please ask us whether this compensation structure applies to your accounts. When coupled with business management services, the fee for services is charged in arrears, biannually. Consulting and other portfolio management arrangements are determined on a case-by case basis, including fixed or hourly fees for services and are typically charged in arrears. We do not charge commissions on the purchase or sale of investments. You pay our advisory fees even if you do not have any transactions and the advisory fee paid to us generally does not vary based on the type of investments selected. MGE reserves the right to postpone collection of fees. Please also see Items 4, 5, 6, 7 & 8 of our [Brochure](#).

Some investments (e.g., mutual funds, annuities, etc.) impose additional fees, that are not payable to our Firm (e.g., transactional fees and product-level fees) that reduce the value of your investment over time. The same goes for any additional fees you pay to a custodian. Additionally, you will pay transaction fees, if applicable, when we buy or sell an investment for your account. **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.** Please also see our [Brochure](#) for additional details.

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 (see heading immediately below).

How do your financial professionals make money? Primarily, we and our financial professionals receive cash compensation from the advisory fees we receive from you and/or the services you have asked us to provide that may be associated with the sale of a product that generates a commission. This compensation may vary based on different factors, such as those listed above in this Item. Our financial professionals also have the ability to receive commissions from clients through the sale of other products, including, but not limited to life and/or health insurance products and annuities and therefore have an incentive to recommend products that provide them or us additional compensation over those that do not. As our duty is to put our client's interests first, we will only recommend such products if we believe the products are suitable and in their best interest. Please also see Item 10 of our [Brochure](#) for additional details.

***Questions to ask us:** 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? How might your conflicts of interest affect me, and how will you address them?*

#### **Item 4: Disciplinary History**

Do you or your financial professionals have legal or disciplinary history? We do not have legal and disciplinary events. Visit <https://www.investor.gov/> for a free, simple search tool to research us and our financial professionals.

***Questions to ask us:** As a financial professional, do you have any disciplinary history? For what type of conduct?*

#### **Item 5: Additional Information**

For additional information on our advisory services, see our [Brochure](#) available at <https://adviserinfo.sec.gov/firm/summary/108632> and any individual brochure supplement your representative provides. If you have any questions, need additional up-to-date, or want another copy of this Client Relationship Summary, then please contact us at 916-961-2200.

***Questions to ask us:** Who is my primary contact person? Is he or she a representative of the investment adviser firm and what is their role? Who can I talk to if I have concerns about how this person is treating me?*

### **Exhibit A – Material Changes to Client Relationship Summary**

There are no material changes.