

South Lakeview LLC dba Tompkins & Co.

October 21, 2020

Customer Relationship Summary

South Lakeview LLC, dba Tompkins & Co. (Registrant) is registered with the U.S. Securities and Exchange Commission (SEC) as an investment adviser.

(Registrant is not licensed as a broker dealer).

Brokerage and investment advisory services and fees differ, and that it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](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?

Registrant offers investment advisory services to retail investors. Registrant offers investment advisory services on separately managed accounts primarily investing in publicly traded stocks, bonds, real estate investment trusts, mutual funds and other publicly traded securities. The Registrant does not offer financial planning services. (i) **Monitoring:** As part of its standard services Registrant monitors accounts on a monthly basis or more often if market conditions call for a higher frequency of review. (ii) **Investment Authority:** Registrant manages accounts on a full discretionary, limited discretion or non-discretionary basis. Discretionary authority means Registrant may buy and sell securities in managed accounts within parameters agreed to by the client. Non-Discretionary means the client must pre-approve transactions. Client may give partial discretionary authority limiting trading authorization on specific securities or types of investments. (iii) **Limited Investment Offerings:** Registrant's investment advisory services are limited to publicly traded equity, fixed income, mutual funds and publicly traded alternative investments including real estate investment trusts and limited partnerships. In addition, Registrant's advisory services may include derivative securities - listed options - when used to "hedge" or reduce risk in your

portfolio. (iv) **Account Minimums and Other Requirements:** Registrant does not have a minimum account size for new clients.

For additional information, please see Registrant's Form ADV filed with the U.S. Securities and Exchange Commission.

In deciding whether or not to hire an investment adviser you should ask your financial professional:

- ***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?***

Fees, Costs, Conflicts, and Standard of Conduct

What fees will I pay?

Registrant charges a fee based on the market value of assets in the managed account. The Registrant's standard fee is .60% of assets although fees are negotiable and can be fixed. Fees are charged quarterly (.15% per quarter). Registrant's fee, if not fixed, will go up as the value of the client's account goes up. Registrant is thus incentivized to increase the value of client accounts either through the appreciation of assets in the account or having the client make additional deposits to the account.

Registrant is not registered as a broker dealer and does not accept fees on a "per transaction" basis. Client accounts will be charged a transaction fee by the broker used to execute trades. Registrant does not have a financial relationship with any broker that would represent a conflict of interest in choosing a broker to execute transactions. The client may choose a broker for executing transactions.

Registrant will charge fees as described above. Other fees you may pay service providers include custodial fees, account management fees, mutual funds fees, if purchased for your account, and transaction fees charged by a broker. Registrant has no relationship with any financial services company providing the above

services and thus does not have a financial incentive to recommend one provider over another.

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 additional information, please see Registrant's Form ADV filed with the U.S. Securities and Exchange Commission.

With regard to fees, you should ask your financial professional:

- *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?

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:

- Our fee reduces your net return
- Our fees go up when the value of your account goes up. We have a financial incentive to increase the value of your account through appreciation in the value of the assets as well as having you make additional deposits to your account
- Registrant will often personally own some of the same securities as held in client accounts. Registrant will not purchase securities issued by an entity

“controlled” by Registrant and will not trade directly between Registrant and client accounts.

CONVERSATION STARTER: *Ask your financial professional:*

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

For additional information, please see our Form ADV file with the U.S. Securities and Exchange Commission.⁵

How do your financial professionals make money?

Registrant is a sole proprietor. Registrant makes money by charging fees as described above.

Disciplinary History

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

No

CONVERSATION STARTER: *You should ask your financial professional:*

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

Additional Information

For additional information about our services please review our Form ADV filed with the U.S. Securities and Exchange Commission. If you would like additional, up-to-date information or a copy of this disclosure, please call 303 804 0339. Your primary contact person at Registrant is James B. Tompkins.

CONVERSATION STARTER: *Ask your financial professional:*

- *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?*

