

Form ADV, Part 3 (Form CRS) – Relationship Summary

May 28, 2020

Sachem Investment Counsel, LLC

Sachem Investment Counsel is registered as an investment advisor with the Securities and Exchange Commission.

Sachem Investment Counsel provides investment advisory services to a variety of clients, including retail investors. Sachem Investment Counsel arranges brokerage services through unaffiliated third parties. Free and simple tools are available to research firms and investment professionals at investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisors and investing.

What investment services and advice can you provide me?

Sachem Investment provides continuous investment/portfolio management services to high net worth individuals, retirement plans, charitable trust and businesses on a discretionary basis. Sachem Investment Counsel actively monitors client accounts on a daily basis through its investment reporting system. Sachem Investment Counsel can and does take discretion for accounts held at one of its preferred custodians. Existing and prospective clients must execute two agreements to open and maintain an account. One agreement is with Sachem Investment Counsel which outlines the terms of the relationship including fees that will be charged and acknowledging that Sachem Investment Counsel will exercise investment discretion over the assets within the parameters outlined by the client. The second agreement is with an approved custodian bank or other financial institution who will hold the clients assets.

A minimum of \$500,000 in investable assets is needed to open an account.

Question you should ask a Sachem Investment Counsel representative:

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

What fees will I pay?

Sachem Investment Counsel's compensation for investment advisory services is based on the assets under management. Fees are based on the fair market value of the assets under management on the last business day of each quarterly billing period. Fees are payable at the end of each quarterly billing period. For accounts with assets under management of up to \$2,000,000.00, Sachem Investment Counsel's advisory fee is 1% annually. Advisory fees for clients having assets under management greater than \$2,000,000.00 are negotiable on a client-by-client basis with Sachem Investment Counsel.

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.

Question to ask a Sachem Investment Counsel representative:

- *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 may sometimes conflict with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you. An example of a possible conflict of interest is our fee model, which is based on assets under management. This could give us an incentive to try to increase

investment returns with risky investments to increase the investment pool from which our fees draw. We will always follow the risk guidelines given to us by each client.

For detailed information on conflicts of interest (and other detailed information), please review Sachem Investment Counsel's Form ADV Part 2A filing [here](#).

Question to ask a Sachem Investment Counsel representative:

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

How do your financial professionals make money?

Sachem Investment Counsel investment advisor representatives receive a base salary as well as a salary supplement for clients brought into the firm, depending on the assets under management brought into the firm on aggregate from new clients. Sachem Investment Counsel financial advisors receive a base salary with a potential discretionary bonus depending on performance, and a potential discretionary bonus if the financial planner brought new clients into the firm the previous year.

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

No Sachem Investment Counsel representative has ever been subject to any disciplinary action of judgement.

Question to ask a Sachem Investment Counsel representative:

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

Additional Information

Additional information about Sachem Investment Counsel can be found at the Securities and Exchange Commission's Investment Advisor Public Disclosure Website [here](#). This site contains up-to-date required filings and disclosures by Sachem Investment Counsel.

For further information on Sachem Investment Counsel, including an updated relationship summary, Sachem Investment Counsel can be contacted at:

(440)725-2807 Main

Question to ask a Sachem Investment Counsel representative:

- *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?*