



## Client Relationship Summary

June 30, 2020

### Introduction

Fort Point Capital Partners LLC is an investment adviser registered with the Securities and Exchange Commission. This document gives you a summary of the types of services and fees we offer. It is important for you to understand how advisory and brokerage services and fees differ in order to determine which type of account is right for you. 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 advisers, and investing.

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

We provide portfolio management and financial planning for individuals and families. Before opening an account with us, we'll meet with you to understand your current financial situation, existing resources, goals, and risk tolerance. Based on what we learn, we will recommend a portfolio of investments that is regularly monitored, and if necessary, rebalanced to meet your changing needs, stated goals and objectives. At times, we may select other investment advisers to supervise all or a portion your account. We also generally recommend a portion of your assets be invested in private placements offered through our series of private funds or unaffiliated private fund managers.

Our accounts are managed on a discretionary basis which means we may buy or sell an investment in your account without your prior approval. However, whenever we recommend you invest in a private fund it will be on a non-discretionary basis. That means you will make the ultimate decision regarding the purchase or sale of a private fund.

We do not limit the types of investments that we recommend, however our minimum account size is \$1,000,000. Please also see our Form ADV Part 2A ("[Brochure](#)"), specifically Items 4 & 7.

***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?*

### What fees will I pay?

Your account will be charged the asset-based fee stated in the investment management agreement we enter into with you. Paying asset-based fees means that the amount you pay will depend on the amount of assets in your account so the more assets you have under management, the more you will pay us. Therefore, we may have an incentive to encourage you to increase account assets in order to increase our fees. Some of the private funds we sponsor and recommend may have an incentive fee. For these investments, we make more money the better your investment returns are, so we have an incentive to recommend investments with the potential for higher returns which may also have a higher level of risk.

Advisory fees are charged quarterly in advance. Investment management fees related to our private funds are charged monthly in advance whereas incentive fees, if any, are charged annually in arrears. You pay our 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.

Some investments (e.g., mutual funds, ETFs, private funds, etc.) impose additional transactional, management and/or administrative fees that reduce the value of your investment over time. The same goes for any additional



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fee you pay to a custodian. Additionally, you will typically pay transaction fees when we buy and 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 Items 5 and 6 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?*

### **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 is an example to help you understand what this means. From time to time, we recommend investments in private funds in which we have a proprietary interest. We are incentivized to have you invest in those investments since we may receive added compensation in the form of investment management and/or incentive fees from certain of those investments. Please also see Item 10 of our [Brochure](#) for additional details.

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

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

Our financial professionals are compensated based on a percentage of the revenue generated by the assets they are advising. Some of our financial professionals are also registered representatives of an unaffiliated broker-dealer and have the ability to receive commissions when clients execute trades through that broker-dealer. Those financial professionals therefore have an incentive to recommend products that provide them additional compensation over those that do not.

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

No, we do not have legal or disciplinary history. 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?*

### **Additional Information**

Visit <https://adviserinfo.sec.gov/firm/summary/146759> for more information about us. To request up-to-date information or a copy of this relationship summary, please contact us at (415) 449-0570.

***Questions to ask us:*** *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?*