



## CLIENT RELATIONSHIP SUMMARY

Essex Investment Management, LLC is registered as an investment advisor with the Securities and Exchange Commission ("SEC"). Registration with the SEC does not imply a level of skill or training.

Brokerage and investment advisory services and fees differ. It is important for you to understand the 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 advisors and investing.

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

We primarily specialize in managing separately managed accounts in domestic (U.S.) growth equity strategies. We also manage private investment funds and a mutual fund. When we manage a private account, we confer with you to determine your objectives, risk tolerance and any restrictions, and we establish an investment policy that reflects your needs. Typically, we have discretionary authority to select the investments for your account, but we may also manage your account on a non-discretionary basis. You may impose reasonable restrictions on our discretionary authority. As part of our standard service, we continuously monitor the performance of your investment portfolio.

Generally, the minimum account size is \$1,000,000. However, we reserve the right in our sole discretion to waive this requirement in special circumstances. We may also set higher account minimums for certain strategies.

For additional information about our services, see Items 4 and 7 of Form ADV Part2a Brochure available at: <https://www.essexinvest.com/disclosures>

### **Ask our investment professionals:**

***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 relative experience, including your licenses, education and other qualifications?***

### **What fees will I pay?**

**Standard Investment Advisory Fees:** The annual fee for our "long only" equity strategies is 1%. For fixed income portfolios, our annual fee is .50%. Our standard annual fee for our long/short equity strategies is 1.5%. We charge a fee calculated as a percentage of the asset value of your investment portfolio. Fees are billed quarterly in arrears. We reserve the right, in our sole discretion, on a case-by-case basis, to negotiate fees.

**Performance Fees:** We may also charge an additional performance-based fee for certain specialized strategies. This performance fee is up to 20% of the net realized and unrealized gains and losses in the account at the end of each year. This fee may only be charged to certain qualified clients. Since accounts with performance-based fees offer us greater rewards for strong performance, this may create an incentive for us to take risks in managing those assets that we would not otherwise take. We may also have an incentive to favour these accounts over those that have only asset-based fees.

In connection with your account, you will also pay certain fees and expenses to third parties, including custodial fees, and brokerage and transactional expenses. Any investment in mutual funds and ETFs also reflects fund-level fees and expenses, including brokerage expenses. These fees are described in the funds' prospectuses.

Should we invest your separately managed account in an asset managed by Essex (i.e. private fund or mutual fund), we will waive the investment advisory fee on that portion of your separately managed account.

*Please note that 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 about our fees, see Item 5 of Form ADV Part2a Brochure available at: <https://www.essexinvest.com/disclosures>

**Ask our investment professionals:**

***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 that we provide you.

When we act as your investment adviser, we are acting in a fiduciary capacity. This means that 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 that we provide you. For example, because we charge an asset-based fee, the more assets that are in your account, the more you will pay to us in fees. Therefore, we have an incentive to encourage you to increase the assets in your account.

For additional information about conflicts of interest see Form ADV Part 2a Brochure available at:

<https://www.essexinvest.com/disclosures>

**Ask our investment professionals:**

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

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

We have a fiduciary duty to act in your best interest at all times. However, you should be aware that our compensation system may create conflicts of interest.

Our investment professionals are paid a salary and a bonus. The bonus is based primarily on the firm's profitability, portfolio investment performance, growth in assets and personal goals. Certain investment professionals also have an ownership stake in the firm. Therefore, our investment professionals have an incentive to encourage you to increase the size of your account and to use services that may generate higher fees.

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

No. Visit [Investor.gov/CRS](https://www.investor.gov/crs) for a free and simple search tool to research us and our financial professionals.

**Ask our investment professionals:**

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

**Additional Information**

Additional information about us is also available on the SEC's website at [www.adviserinfo.sec.gov](https://www.adviserinfo.sec.gov). The searchable IARD/CRD number for Essex Investments Management Company, LLC is 109962. You can find additional information about our services and request a copy of the relationship summary by visiting <https://www.essexinvest.com/disclosures> or by calling us at 617-342-3200.

**Ask our investment professionals:**

***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?***