



CLIENT RELATIONSHIP SUMMARY

August 9, 2024

Registered in the state of Florida, Howland and Associates, LLC, under the direction of D.S. Howland, CFA® and Robert C. Howland, CFP®, is an investment advisory firm serving friends, family, and individuals for over thirty years with the art and science of disciplined portfolio management to meet the individual needs for retirement, estate planning, family foundations, and trust accounts.

Brokerage and investment advisory services and fees differ, and it is important to understand these differences.

This document provides you with a summary of services we offer, the fees you may incur, our legal obligations, and potential conflicts of interest.

Free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

As a multi-generational family wealth management firm, Howland and Associates offers personalized investment portfolio advisory services.

Discretionary Asset Management:

Howland and Associates, LLC develops mutual understanding with every client. We *offer* discretionary investment management services and *specialize* in diverse equity portfolios. Our team of financial professionals make investment decisions in your portfolio on your behalf based on our proprietary investment models.

We *monitor* investments continuously and conduct regular portfolio reviews with you.

For additional information, please see our Form ADV Part 2A



Minimum Relationship Value:

Howland and Associates, LLC has specific account minimums. We generally impose an aggregate minimum value of \$500,000 per client relationship.

Conversation Starters – Ask Your Financial Professional:

Given my financial situation, should I choose investment advisory services? 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?

The fee structure at Howland and Associates, LLC is designed with growth in mind. For our investment advisory services, we charge a monthly management fee, calculated as a percentage of assets under management. This fee decreases as your assets grow.

We do not charge performance-based fees or commissions, reinforcing our commitment to your family's best interests.

Other Fees and Costs:

For brokerage services, custodians may charge transaction-based fees. Additional costs may include mutual fund expenses, exchange-traded fee expenses, and custodial expenses. A detailed fee schedule is provided during an initial meeting and can be found in our Form ADV Part 2A.

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.

Conversation Starters – 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?

As your investment adviser, Howland and Associates, LLC is obligated to act in your best interest. Howland is a fiduciary, unlike stockbrokers. We invest in the same securities recommended to our clients. To mitigate conflicts of interest, we use a Code of Ethics and compliance program outlined in our Form ADV Part 2A.

Conversation Starters – Ask Your Financial Professional:

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

How do your financial professionals make money?

Howland and Associates, LLC receives fee-only compensation for advice and services provided. This compensation generally does not vary based on the type of investments recommended.

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

Neither D.S. Howland, nor any of her financial professionals at Howland, has any legal or disciplinary history. You can verify our background through the free search tool at Investor.gov/CRS.

Conversation Starters – Ask Your Financial Professional:

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

We encourage you to seek out additional information about our investment advisory services in our Form ADV Brochure on Investor.gov or www.adviserinfo.sec.gov (CRD#106963).

Alternatively, please call the office of Howland and Associates, LLC at (813) 333-2900 to speak with us directly to request up-to-date information and request a copy of the relationship summary.

Conversation Starters – 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?