

Form ADV Part 3 – Client Relationship Summary

Date: 06/10/2021

Item 1: Introduction

Long Street Capital Management is an investment adviser offering advisory services. This document gives you a summary of the types of services and fees we offer. Please visit www.investor.gov/CRS for free, simple tools to research firms and for educational materials about broker-dealers, investment advisers, and investing.

Item 2: Relationships and Services

Long Street offers the following investment advisory services to private retail clients: portfolio management (we review your portfolio, investment strategy, and investments); full-service financial planning (we assess your financial situation, including insurance, estate and trust planning, asset protection planning, taxes, capital loss harvesting and other tax-driven investment advice, retirement income and planning, and general financial advice to meet your goals). As part of our standard services, we typically monitor client accounts on an ongoing basis. Our firm has discretionary management without any material limitations, and uses customized, written Investment Policy Statements developed for each client. We limit the types of investments that are recommended since not every type of investment vehicle is needed to create an appropriate portfolio. Our firm does *not* have a minimum account size, but does have revenue minimums and different, more limited service offerings depending on client wishes and needs. Please also see our Form ADV Part 2A ("[Brochure](#)").

Long Street offers the following services to institutional and family office clients on a contractual consultancy arrangement: Economic Landscape Optimization™, comprehensive Economic Frontier, Stress Test and Monte Carlo Modeling, portfolio analysis and reporting, portfolio construction, asset allocation, portfolio modeling, portfolio risk analysis, asset aggregation and reporting, investment due diligence, global macro analysis in relation to aggregate assets.

Long Street utilizes an internally developed Machine Intelligence platform to assist in making asset allocation decisions. These systems are purposefully designed such that we don't rely on a single model or set of assumptions.

Long Street utilizes an Economic Landscape Optimization software powered by Machine Data Intelligence to thoroughly analyze the current economic environment for the global economy, regions, asset classes and industries. With this analysis complete, we weight portfolios according to the highest risk to reward outlook incorporating the optimal investments for each asset class for each geographic region.

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Item 3: Fees, Costs, Conflicts, and Standard of Conduct

Long Street fees vary depending on the services rendered. Investment Management Only is less costly than Full Service Financial Planning. Larger asset relationships tend to pay a lower fee percentage, though total dollar amounts may be higher. The more assets in an advisory account, the higher the expense and thus we have an incentive to increase those assets in order to increase our fee. This also means we both benefit from better investment performance. For hourly fee arrangements, each additional hour (or portion therefore) we spend would increase the advisory fee. Our fixed fee arrangements are based on the amount of work we expect to perform, so material changes in that amount of work will affect the advisory fee. Asset management fees are charged as a percentage of assets under management and will be charged one quarter in advance. The initial quarter's fee will be pro-rated, based on the value of your account at inception. Each calendar quarter thereafter, fees will be based on the market value of the accounts as of the end of the prior quarter. Our fees are for oversight, management, and financial planning, as applicable, even if there are no transactions in a given period. The advisory fee paid to us generally does not vary based on the type of investments selected. Please also see our [Brochure](#).

Third Party Costs: Some investments (e.g., ETFs, mutual funds, variable annuities, etc.) impose additional fees (e.g., transactional fees and product-level fees) that reduce the value of investment over time. Fees may also be paid to a custodian that will hold your assets. Additionally, in some cases, a transaction fee may be paid 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 our [Brochure](#) for additional details.

Conflicts of Interest: *When we act as your investment adviser, we have to act in your best interest and not put our interests ahead of yours. We believe that by acting as fee-only advisors whose only compensation is fully-disclosed advisory fees, we are able to minimize conflicts of interest as much as possible. You should understand and ask us about these conflicts because they can affect the investment advice we provide you.*

Long Street receives professional fees for advice and services rendered. We do not accept commissions or other incentives to promote specific products or investments. We believe this can result in a more objective and profitable relationship for you. Of course, our firm and our financial professionals benefit from the advisory services we provide to you because of the advisory fees we receive from you. This compensation may vary based on different factors, such as those listed above in this Item. Please also see our [Brochure](#) for additional details.

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Item 4: Disciplinary History

Neither Long Street nor its representatives have a disciplinary history. Visit <https://www.investor.gov/> for a free, simple search tool to research us and our financial professionals.

Item 5: Additional Information

Long Street uses a team approach where a variety of professionals will serve your needs. For Full Service Financial Planning clients, a primary advisor – which we call a Personal Wealth Advisor (PWA) – is assigned to your relationship and is your primary point of contact. This PWA will manage other resources and financial specialists on your behalf as needed.

For additional information on our advisory services, **see our [Brochure](#) available at <https://adviserinfo.sec.gov/firm/summary/315437> and any individual brochure supplement** your representative provides. If you have any questions, need additional up-to-date, or want another copy of this Client Relationship Summary, then please contact us at 678-341-0114.

Exhibit A – Material Changes to Client Relationship Summary

There have been no material changes since the prior Client Relationship Summary. Wording has been revised to improve conciseness.