

Okabena Investment Services, Inc. (“OIS”) is an investment adviser registered with the U.S. Securities & Exchange Commission. Brokerage and investment advisory services and fees differ from firm to firm and it is important for clients and prospective clients to understand the differences. Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://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 offer investment advisory services to retail investors.* Our investment program for high-net worth families and individuals involves asset allocation models implemented through pooled investment vehicles (including the OIS Private Funds, other private funds, mutual funds and/or ETFs) and/or separately managed accounts. We work with you to examine your current investments and financial situation, to understand your risk tolerance, investment time horizon and spending and financial goals and to develop your overall investment strategy, which is then reflected in a written Investment Policy Statement (“IPS”). Our program offers three models: Stable Growth, Growth, and Aggressive Growth, all of which have pre-established, long-term asset allocation targets and ranges and feature portfolios diversified across and within asset classes. We can also customize allocations. We also offer a separate account equity strategy both within the program and as a stand-alone strategy. As part of our standard services, we provide ongoing monitoring of client investments, including monthly Investment Committee reviews as well regular client portfolio review meetings. We accept the power to buy and sell investments without your specific approval (known as investment discretion) as reflected in the Investment Advisory Agreements you sign. Any specific limitations on this discretion or your investments are reflected in the IPS. On a limited basis, we agree to provide services where we need your approval before buying or selling investments (known as non-discretionary services). We also provide limited non-discretionary investment services that do not involve portfolio construction or overall portfolio management services. Rather, such services involve specific recommendations as requested by a client. We generally target clients with \$25 million in investments to participate in our investment program and \$1 million to participate in our separate account equity strategy. We have the ability to waive these minimums in our sole discretion.

*Additional Information is available in our [Form ADV Part 2A](#) Items 4 and 7 (click on hyperlink and then click “Part 2 Brochures” for document).*

**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?

We charge an advisory fee in quarterly installments in advance based on a percentage of the value of your account (known as an “asset-based fee”) as agreed in your Investment Advisory Agreement with us. OIS offers two approaches to fees. The standard annual fee schedule is: 0.50% on the first \$50 million, 0.40% on the next \$50 million and 0.30% over \$100 million. The second approach is used for founding family clients and their related accounts and involves a non-negotiable agreement to pay the fee OIS determines in conjunction with its owner each year based on its financials. For 2022, the annual fee is 0.50% on all assets. To the extent your assets are invested in the OIS Private Funds, you will also pay your pro rata share of each applicable OIS Private Fund’s direct expenses, including transaction, custody, legal, audit and other expenses. You will also bear your pro rata share of a Fund’s indirect expenses, which are those fees and expenses related to a Fund’s investment in a third-party fund or a third-party manager’s separate account (such fees and expenses are generally described below). If you do not use the OIS Funds and we invest your assets directly in a third-party fund or in a third-party manager’s separate account, you will also pay the fees and expenses related to such investments, such as advisory fees, performance fees (if applicable), custody fees, transaction fees and any other applicable fees or expenses charged or incurred by the fund or manager. If you invest only in OIS’ separate account equity strategy, in addition to an advisory fee of 0.50% you will pay the fees and expenses of your custodian as well as any applicable commissions.

The limited non-discretionary advisory service discussed above has no standard fee and is negotiated on a case by case basis based on the services to be provided, but the fee is generally lower than the investment program fee. An asset-based fee can create conflicts of interest. For example, to increase the value of your account (and our advisory fee), we could take investment risks that might not match your needs or risk tolerance. We are similarly incented to have you add as many assets as possible to your account with us.

*Additional Information about fees and costs is available in our [Form ADV Part 2A](#) Items 5.A., B., C., and D (click on hyperlink and then click “Part 2 Brochures” for document). 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.*

**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 our conflicts because they can affect the investment advice we provide you. In addition to the conflicts related to fees in the previous section, here are some examples to help you understand what this means. Our investment program may be offered using the OIS Private Funds, which we sponsor and manage. This could create an incentive for us to “double dip” on advisory fees and collect them both from you and from the OIS Private Funds, which are also considered our clients. We have a conflict with the limited non-discretionary advisory service because we charge a higher fee on assets invested in the OIS Private Funds and the equity strategy, which creates the incentive to recommend such investments to make more money. Also, because we determine the value the investments in your account and in the OIS Private Funds, we have a conflict because a higher account value can create a higher fee for us. Please ask us the question below to find out how we address these conflicts.*

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

*Additional Information regarding conflicts is available in our [Form ADV Part 2A](#) Items 5 and 10-12 (click on hyperlink and then click “Part 2 Brochures” for document).*

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

Our employees receive a base salary and have the potential for an annual bonus based on certain firm-wide and individual metrics. For investment team members, the metrics include investment performance measured against certain benchmarks.

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

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

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

**Additional Information**

**You can get up to date information about our services, our Relationship Summary and our Form ADV Part 2A which contains additional information about our services by calling (612) 339-7151 or emailing [info@okabena.com](mailto:info@okabena.com).**

**Ask us:** Who is my primary contact person? Who can I talk to if I have concerns about how this person is treating me?