

Altrius Capital Management is registered with the Securities and Exchange Commission (SEC) as an investment adviser. The Firm was founded in 1997 by the Firm's principal owner, James M. Russo, and is organized as a Subchapter S-corporation under the laws of the State of North Carolina. The Firm has been providing investment advisory services since 2004. Brokerage and investment advisory services and fees differ and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at <https://www.investor.gov/home/welcome-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 discretionary investment advisory services in accordance with your individual investment objectives. Account supervision is guided by your stated objectives (balanced, conservative balanced, and equity tilted balanced, etc...). We will assist you with identifying your investment objectives by assessing your risk tolerance, goals and time horizon.

If you participate in our discretionary portfolio management services, we require you to grant our firm discretionary authority to manage your account. This authorization includes deciding which securities to buy and sell, when to buy and sell, and in what amounts, in accordance with your investment program, without obtaining your prior consent or approval for each transaction. Discretionary authority is typically granted by the investment advisory agreement you sign with our firm, a power of attorney, and/or trading authorization forms. You may limit our discretionary authority by providing our firm with your restrictions and guidelines in writing.

We offer nondiscretionary services on a case-by-case basis. Assets held in a nondiscretionary account are not charged fees and all investment directions are made by you regarding the purchase and/or sale of investments. **For additional information**, please see Form ADV Part 2A Items 4 and 7 and the Advisory Services Agreement Sections 1, 7, 9, and 10.

**Conversation Starters.** Ask your financial professional:

*Given my financial situation, should I choose an investment advisory service? Why or why not?*

*How will you choose investments to purchase?*

*What is your relevant experience, including your licenses, education and other qualifications?*

*What do these qualifications mean?*

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

We charge asset based fees, therefore, the more assets there are in a retail investor's account, the more a retail investor will pay in fees, and the firm may therefore have an incentive to encourage the retail investor to increase the assets in his or her account. Our fee for investment management services is based on a percentage of your assets we manage and is set forth in the following annual fee schedule:

Account Asset Value	Company Fees (Annualized)
First \$500,000	1.40%
Next \$500,000	1.00%
Over \$1 million	0.80%

In special circumstances, and in our sole discretion, we may negotiate a lesser management fee based upon certain criteria (i.e., the amount of work involved, amount of assets placed under our management) For this fee, clients will receive asset allocation advice, money management, financial planning and custodial services. We may combine the account values of family members in the same household to calculate the applicable advisory fee. For example, we may combine account values for you and your minor children, spouse, and other types of related accounts. Combining account values may increase the asset total, which may result in you paying a reduced fee.

As part of our investment advisory services to you, we may invest, or recommend that you invest, in mutual funds and exchange traded funds (ETFs). The fees that you pay to our firm for investment advisory services are separate and distinct from the fees and expenses charged by mutual funds or ETFs (described in each fund's prospectus) to their shareholders. These fees will generally include a management fee and other fund

expenses. You may incur transaction charges and/or brokerage fees when purchasing or selling securities, these fees are paid to your account custodian. To fully understand the total cost you will incur, you should review all the fees charged by mutual funds, exchange traded funds, our firm, and others.

We may trade client accounts on margin. Fees for advice and execution on these securities are based on the total asset value of the account, which includes the value of the securities purchased on margin. This could create a conflict of interest where we may have an incentive to encourage the use of margin to create a higher market value and therefore receive a higher fee. The use of margin may also result in interest charges in addition to all other fees and expenses associated with the security involved. You are encouraged to contact our firm at the telephone number on the cover page of this brochure to discuss any questions you may have regarding your account statement. 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**, please see Form ADV Part 2A Items 5, 6, and 7 and the Advisory Services Agreement Section 2.

**Conversation Starter.** Ask your financial professional:

*Help me understand how these fees and costs might affect my investments. If I give you \$100,000 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 affect the recommendations we provide you.

The firm receive fees from investment advisory services provided to retail investors and uses TD Ameritrade as custodian. We may directly compensate non-employee (outside) consultants, individuals, and/or entities (“Solicitors”) for client referrals and currently participate in the TD Ameritrade Advisor Direct (the “referral program”). We pay TD Ameritrade an on-going fee for each successful client referral. This fee (“Solicitation Fee”) is usually a percentage (not to exceed 0.25%) of the assets you invest with our firm. **For additional information**, please see Form ADV, Part 2A Item 14, the TD Ameritrade Advisor Direct Disclosure Brochure, and the Advisory Services Agreement Sections 3, 4, 5.

**Conversation Starter.** 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?**

The firm’s financial professionals are compensated by salary, medical and dental benefits and are eligible to participate in the firm’s 401K/Profit Sharing Plan. All financial professionals may receive additional “bonus” compensation. The bonus incentive does not impact client fees and is not tied to investment performance.

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

No. Since registration in 2004 no employee of Altrius Capital Management has been subject to any disciplinary action. Visit <https://www.investor.gov> for a free and simple search tool to research us and our financial professionals.

**Conversation Starter.** Ask your financial professional:

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

**Additional Information**

**For additional, up-to-date information about our services**, or a copy of this disclosure, please contact the firm’s Chief Compliance Officer at (252) 638-7598.

**Conversation Starter.** 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?*