

December 2020



## Relationship Summary

### Arbor Capital Management, Inc

Arbor Capital Management, Inc. is an investment adviser registered with the Securities and Exchange Commission. Investment advisory services and fees differ from brokerage services and fees and we feel it is important for you to understand the differences. [Investor.gov/CRS](http://Investor.gov/CRS) is a website providing free and simple tools to research firms and financial professionals, and which provides educational materials about investment advisers, broker-dealers, and investing.

We encourage you to ask us questions. We have provided some suggested starting questions throughout this Relationship Summary.

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

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

We offer investment advisory services to retail investors. We offer portfolio management and financial planning services. We first meet with you to gain an understanding of your current financial situation, your short- and long-term goals, and your risk tolerance. We use this information to recommend an investment portfolio specific to your investment objectives and needs.

“How will you choose investments to recommend to me?”

Our Investment Committee reviews and sets the firm’s overall investment philosophy and underlying mix of asset classes. We monitor client portfolios as

part of an ongoing process with regular account reviews conducted on at least a quarterly basis. Reviews are also triggered by material market, economic or political events, or by changes in your financial situation (such as retirement, termination of employment, physical move, or inheritance).

We manage portfolios on both a discretionary and non-discretionary basis. When you grant us discretionary authority, this means we don’t need to call you before buying or selling securities in your account. We obtain discretionary authorization

through our signed advisory agreement with you. For non-discretionary portfolio management, we will obtain your consent before each securities transaction, which means you make the ultimate decision regarding all buys and sells of investments. We do not impose a minimum account size.

“What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?”

**For more detailed information about our services, please request a copy of the firm’s disclosure Form ADV, Part 2A brochure. This brochure can also be found here: [Form ADV, Part 2A](#).**

### What fees will I pay?

Arbor provides comprehensive financial planning and portfolio management for a single, combined fee. Our fee is based on your total assets under management with us. Annual fees for pure equity portfolios range from 1.00% to 1.75%. The percentage amount we charge goes down as your assets grow. Fees for ETF/ Mutual Fund/Digital Asset portfolios are a flat annual fee of 1.00% and fees for Fixed Income/Cash portfolios are a flat annual

**“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?”**

fee of .50%. We bill our fee quarterly in advance, usually deducted automatically from your account. We also offer financial consulting services for an hourly fee for clients who are seeking additional consulting services or who request a



more complex financial planning service. Our maximum hourly rate is \$250. For certain qualified clients, we offer a performance fee billing arrangement. Performance fee accounts are charged an annual fee of .25% with an additional performance fee equal to 25% of all investment gains above a 1% total investment rate of return.

Our fees are negotiable. When we charge an asset-based fee, the more assets we manage results in a lower rate paid to us by you, yet a higher total in management fees to us, thus creating a potential conflict because we have an incentive to encourage you to increase the assets we manage for you. When clients choose a performance fee arrangement, we have a potential conflict because we have incentive to manage the account more aggressively with riskier investments than would be the case absent a performance fee.

In addition to our advisory fees, you will pay fees charged by third parties for other services provided to you, including fees charged by your custodian and broker-dealer. Examples of costs you might pay include brokerage commissions, transaction fees, custodial fees, transfer taxes, wire transfer and electronic fund fees. Mutual funds and exchange traded funds also charge internal management fees, which reduce the value of your investment over time. We do not receive any portion of these costs or fees, and as your fiduciary, we pay close attention to them and seek to drive them down over time.

***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 click on the following link to review our [Form ADV, Part 2A](#) and scroll to (Item 5, Item 6, and Item 12) for more detailed information about fees and costs.***

### **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 we provide you. Some examples of actual or potential conflicts of interest include how we are paid, non-cash benefits we receive from third parties, other business activities, and the personal trading activities of our individual advisory professionals. Our firm's Form ADV, Part 2A and the Part 2B supplement for your advisory professional provide

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

details about applicable conflicts.

The only revenue we receive is directly from the advisory fees you pay to us. However, we have an incentive to recommend our clients

utilize Charles Schwab because we receive other benefits, such as access to research, technology services, and seminars through our relationship with Charles Schwab. If a client were to ask us for a recommendation regarding paying down outstanding debt or adding to your investment accounts we manage, we have an incentive to recommend adding to your investments, as that would likely increase our advisory fee.

***Arbor's [Form ADV, Part 2A](#) contains detailed information about our conflicts of interest.***

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

Our financial professionals receive variable compensation related to the number of clients served and total advisory fees generated. This creates a financial incentive to solicit and retain clients.

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

Yes. Visit [Investor.gov/CRS](https://www.investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.



***For more detailed information about our firm, you can visit the SEC’s public disclosure***

***“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***

***website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You may also contact us at (907) 222-7581 and speak to your advisory professional or our Chief Compliance Officer.***

**Exhibit of Material Changes to Customer Relationship Summary (ADV Part 3)**

Arbor Capital Management,  
Inc. December 12, 2020

Material Changes

We are required to highlight any material changes we make to this Customer Relationship Summary (ADV Part 3) and publish those changes within 30 days of the effective date of the change.

Arbor is now offering digital assets as appropriate and suitable as part of an ETF/Mutual Fund portfolio.