

Form CRS Relationship Summary
March 31, 2020

PRENTISS SMITH AND COMPANY, INC.
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(800)223-7851

Item 1: Introduction

Prentiss Smith and Company is a registered investment adviser.

Free and simple tools are available to research firms and financial professionals at [Investor.gov/CRS](https://www.investor.gov/crs), which also provides educational materials about broker-dealers, investment advisers and investing.

This document gives you a summary of the types of services we provide and how you pay. Please ask us for more information. There are some suggested questions and conversation starters throughout this document.

Item 2: Relationships and Services

What investment services and advice can you provide me?

- We provide investment management services to retail investors and maintain full discretion over the buying and selling of your assets. You may place restrictions on our buying or selling specific securities or industries.
- Our investments are screened for social responsibility criteria, taking into consideration the societal impact of corporate operations.
- Your account will be reviewed on an ongoing basis, and decisions to buy or sell securities may result from this review.
- Although we only buy securities that pass our rigorous tests of corporate responsibility, we may offer advice on other types of investments if asked by a client.
- The minimum beginning account value is \$400,000.00, but this may be waived on new accounts referred by current clients.
- As of 12/31/2019 we managed \$416.64 million on a discretionary basis.

Conversation Starters:

- Given my financial situation, should I choose an investment advisory service? Why or why not?
- How will you choose investments that you buy for my account?
- What is your relevant experience, licenses, education and other qualifications? What do these qualifications mean?

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

What fees will I pay?

- The fee charged for our investment advisory services is a percentage of the assets under management.
- Our standard fee schedule is 0.75% per year on assets up to \$5million, 0.65% on the next \$5million, 0.55% on the next \$10million. Fees are negotiable.
- The fee is payable in advance, assessed quarterly based on the account value at the end of the calendar quarter.
- In addition to our management fees, clients may also be charged a brokerage commission on trades executed, and may also be charged a custodial fee by their non-broker custodian. We do not buy mutual funds for our clients, but you may already pay a fee to a mutual fund company that you own, and our fee may result in your paying two fees on the mutual fund holdings.
- We may manage accounts that are part of a wrap fee program, but we do not receive any part of the wrap fee for our services. Wrap account participants are managed the same as our other accounts.
- 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:

- 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 advisor? How else does your firm make money and what conflicts of interest to 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 may create some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you.*
- We are required to abide by a standard of conduct that respects the fiduciary obligation that we have to our clients and complies with all federal securities laws.
- Employees, spouses and children of our firm may from time to time buy, sell or hold positions which we also buy, sell or hold for clients' accounts. Trading in these securities will always be done after all client trading in that security has been completed.
- We will not condone any behavior that is, or could be construed to be, unethical, dishonest or illegal.
- We have no personal incentive to invest your funds in certain investments.
- We do not buy investments from you, nor sell investments to you, from our own accounts.
- Our Code of Ethics is available to you upon request.

Conversation starter:

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

How do your financial professionals make money?

- All employees of Prentiss Smith and Company are compensated by salary only. There are no commission arrangements, nor non-cash compensation.

Item 4: Disciplinary History

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

- No, none of our financial professionals has any legal or disciplinary history to disclose.
- Please visit Investor.gov/CRS for a free and simple search tool to research all our financial professionals.

Conversation starter:

- As a financial professional, do you have any disciplinary history that I would consider important? For what type of conduct?

Item 5: Additional Firm Information:

- You can find our latest Relationship Summary on our website at www.socialinvesting.com
- Additional information about our investment advisory services can be found on our website at www.socialinvesting.com
- Information is also available on the SEC website at www.adviserinfo.sec.gov.
- Or please contact us at (800)223-7851

Additional conversation starters:

- How much will I pay per year for an advisory account? What services will I receive for those fees?
- What additional costs should I expect in connection with my account?
- How often will you monitor my account's performance?
- Who is the primary contact person for my account? If I have concerns about how this person is treating me, who can I talk to?