



Relationship Summary (Form CRS)

June 30, 2020

Birch Hill Investment Advisors, LLC is registered with the Securities and Exchange Commission as an investment adviser and, as such, we provide advisory services rather than brokerage services. Brokerage and investment advisory services and fees differ and it is important for you, our client, to understand the differences. Additionally, 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 the following investment advisory services to retail investors: Portfolio Management, Financial Planning, and Wealth Management Services. Detailed information regarding our services, fees and other disclosures can be found in our Form ADV Part 2A Brochure Items 4, 5, 7, 13, and 16 by clicking this link: <https://adviserinfo.sec.gov/firm/summary/143750>.

Account Monitoring: If you open an investment account with our firm, as part of our standard service we will monitor your investments on a regular basis.

Investment Authority: Birch Hill manages investment accounts on a *discretionary* basis whereby *we will decide* which investments to buy or sell for your account. In some circumstances, clients may limit our discretionary authority by providing our firm with your restrictions and guidelines. On a very limited basis, we also offer *non-discretionary* investment management services whereby we will provide advice, but *you will ultimately decide* which investments to buy and sell for your account.

Account Minimums and Requirements: Birch Hill does not have a stated minimum account size, however, we have a minimum annual fee of \$20,000 which implies a minimum account size of \$2 million based on our fee schedule. Birch Hill may from time to time, depending on individual circumstances, charge a fee less than the stated minimums.

Key Questions to 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 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?

The following summarizes the principal fees and costs associated with engaging Birch Hill for investment advisory services. For detailed information, refer to our Form ADV Part 2A Brochure, Items 5 and 6 by clicking this link <https://adviserinfo.sec.gov/firm/summary/143750>.

- **Asset Based Fees** - Payable quarterly in arrears. Since the fees we receive are asset-based (i.e. based on the value of your account), we have an incentive to increase your account value which may create a conflict.
- **Administrative Fee** - When Birch Hill is not charging its regular asset-based fee due to the small size of an account.
- **Trustee Fee** - When a Principal of Birch Hill is Trustee of your account(s).

Other fees you may pay include transaction fees charged by custodians or operating expenses charged by mutual funds. Birch Hill does not earn any revenue from these fees.

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.

Key Questions to Ask Your Financial Professional

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 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. Here is an example to help you understand what this means:

Birch Hill may recommend that clients establish brokerage accounts with Charles Schwab or Fidelity to maintain custody of client's assets and to effect trades for their accounts. These firms may provide Birch Hill with products and services that benefit Birch Hill but may not directly benefit you, our client.

Refer to our Form ADV Part 2A Brochure by clicking this link

<https://adviserinfo.sec.gov/firm/summary/143750> to help you understand what conflicts exist.

Key Questions to 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?

Our financial professionals are paid a salary, a discretionary bonus, and additional compensation related to the amount of fee revenue produced by the accounts they manage. In addition, our financial professionals may be compensated for new business brought to the firm.

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

Neither Birch Hill, nor our financial professionals have any legal or disciplinary history to disclose.

Visit Investor.gov/CRS for a free and simple tool to research our firm and our financial professionals.

Key Questions to Ask Your Financial Professional

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

You can find additional information about our investment advisory services and request a copy of the relationship summary by calling 617-502-8300 or click the following link:

<https://adviserinfo.sec.gov/firm/summary/143750>.

Key Questions to 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?