

# AVALON PRIVACY POLICY

Rev. March 2017

## FACTS

### WHAT DOES AVALON DO WITH YOUR PERSONAL INFORMATION?

Why?	Financial companies choose how they share your personal information. Federal law gives consumers the right to limit some but not all sharing. Federal law also requires us to tell you how we collect, share, and protect your personal information. Please read this notice carefully to understand what we do.
What?	<p>The types of personal information we collect and share depend on the product or service you have with us. This information can include:</p> <ul style="list-style-type: none"> <li>▪ Social Security number and assets</li> <li>▪ Investment experience and risk tolerance</li> <li>▪ Account transactions and wire transfer instructions</li> </ul> <p>When you are <i>no longer</i> our customer, we continue to share your information as described in this notice.</p>
How?	All financial companies need to share customers' personal information to run their everyday business. In the section below, we list the reasons financial companies can share their customers' personal information; the reasons Avalon chooses to share; and whether you can limit this sharing.

Reasons we can share your personal information	Does Avalon share?	Can you limit this sharing?
<b>For our everyday business purposes—</b> such as to process your transactions, maintain your account(s), respond to court orders and legal investigations, or report to credit bureaus	Yes	No
<b>For our marketing purposes—</b> to offer our products and services to you	Yes	No
<b>For joint marketing with other financial companies</b>	No	We don't share
<b>For our affiliates' everyday business purposes—</b> information about your transactions and experiences	No	We don't share
<b>For our affiliates' everyday business purposes—</b> information about your creditworthiness	No	We don't share
<b>For our nonaffiliates to market to you</b>	No	We don't share

Questions?	Call 713-238-2050 or go to <a href="http://www.avalonadvisors.com">www.avalonadvisors.com</a>
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## Who we are

### Who is providing this notice?

Avalon Advisors, LLC, an SEC-registered investment adviser and/or its wholly-owned broker-dealer, Avalon Wealth Management LLC (“Avalon”)

## What we do

### How does Avalon protect my personal information?

To protect your personal information from unauthorized access and use, we use security measures that comply with federal law. These measures include computer safeguards and secured files and buildings.

We restrict access to employees, representatives or selected third parties who have been trained to handle nonpublic personal information.

### How does Avalon collect my personal information?

We collect your personal information, for example, when you

- seek advice about your investments
- enter into an advisory contract
- show your government-issued ID
- buy securities from us
- make a wire transfer

### Why can't I limit all sharing?

Federal law gives you the right to limit only

- Sharing for affiliates' everyday business purposes—information about your creditworthiness
- Affiliates from using your information to market to you
- Sharing for nonaffiliates to market to you
- State laws and individual companies may give you additional rights to limit sharing.

## Definitions

### Affiliates

Companies related by common ownership or control. They can be financial and nonfinancial companies.

- *Avalon does not share with our affiliates.*

### Nonaffiliates

Companies not related by common ownership or control. They can be financial and nonfinancial companies.

- *Avalon does not share with nonaffiliates so they can market to you.*

### Joint marketing

A formal agreement between nonaffiliated financial companies that together market financial products or services to you.

- *Avalon doesn't jointly market.*

# AVALON

ADVISORS, LLC

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March 31, 2017

This brochure provides information about the qualifications and business practices of Avalon Advisors, LLC. If you have any questions about the contents of this brochure, please contact us at (713) 238-2050 and/or [compliance@avalonadvisors.com](mailto:compliance@avalonadvisors.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission ("SEC") or by any state securities authority.

Additional information about Avalon Advisors, LLC also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

Avalon Advisors, LLC is a "registered investment adviser." Registration with the SEC or any state securities authority does not imply a certain level of skill or training.

## **MATERIAL CHANGES**

Since the annual amendment filed March 30, 2016, the following material changes have occurred:

Beginning May 1, 2016, Avalon no longer offers the Avalon Tactical Equity Account. Beginning June 1, 2016, Avalon offers the Avalon Tactical ETF Account with the same investment objective but potentially lower portfolio turnover. This impacts the Sections "Advisory Business" and "Methods of Analysis, Investment Strategies and Risk of Loss."

Beginning March 31, 2016 through June 30, 2016, the fee on the Avalon Cash Account may be calculated on performance. The resulting fee will never be higher than the tiered Fixed Income fee schedule. Because the fee may be based on performance, this strategy may only be offered to "qualified clients." This impacts the Sections "Fees and Compensation" and "Performance-Based Fees and Side-by-Side Management."

Beginning July 1, 2016, Avalon may waive a portion of its fees on the Avalon Cash, Enhanced Liquidity Short Duration and Short Duration Fixed Income Accounts during unusually low yield environments. Avalon considers a variety of factors in determining the amount or percentage of such waivers and is not obligated to waive or continue to waive fees nor to do so based on any set formula. This impacts the Sections "Fees and Compensation" and "Performance-Based Fees and Side-by-Side Management."

Beginning August 1, 2016, the fee schedule for Avalon Total Market Fixed Income Account is increased. This impacts the Section "Fees and Compensation".

Beginning October 1, 2016, the first breakpoint in asset level for each of Cash, Fixed Income and Total Market Fixed Income Accounts is raised from \$10,000,000 to \$20,000,000. This change may result in higher assessed fees, depending on the level of assets being managed. The Avalon High Income Municipal Account no longer is offered below \$10,000,000 in assets; the annual fee percentage is raised at each level and new breakpoints are added. These changes result in higher assessed fees. All of these changes impact the Section "Fees and Compensation."

As of November 29, 2016, Avalon terminates the Solicitors Agreement with B & V Advisors, LLC. This impacts the Sections "Advisory Business" and "Client Referrals and Other Compensation."

As of December 16, 2016, a subsidiary of The Carlyle Group (NASDAQ:CG), Carlyle Financial Services Avalon, L.P., sells the remainder of its economic interests in Avalon to several Houston-based entities and individuals and raises the number of directors (called "elected managers") from seven to nine. This impacts the Section "Advisory Business."

As of December 20, 2016, Avalon acquires the advisory business of Matterhorn Capital Management, LLC which as of that date has withdrawn from registration as an SEC-registered investment adviser. This impacts the Section "Advisory Business."

As of December 20, 2016, Avalon offers the U.S. Value Equity Account, the International Core Equity and the Total Return Account and changes the name of the Avalon Tactical ETF Account to the Avalon Diversified ETF Account. This impacts the Sections "Advisory Business" and "Methods of Analysis, Investment Strategies and Risk of Loss."

As of January 16, 2017, the U.S. Value Equity Account was renamed “Avalon U.S. Value Equity Account” and the International Core Equity was renamed “Avalon International Value Equity Account.”

As of January 24, 2017, Avalon provides investment management services to the Avalon Private Energy Fund LP, a private fund. This change impacts the Sections “Advisory Business,” “Fees and Compensation,” “Methods of Analysis, Investment Strategies and Risk of Loss,” and “Other Financial Industry Activities and Affiliations.”

While the material changes to this brochure have been highlighted above, clients may request a copy of the Form ADV Part 2A at any time without charge by sending a written request to our Chief Compliance Officer at our Houston address or by email to [compliance@avalonadvisors.com](mailto:compliance@avalonadvisors.com).

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## ADVISORY BUSINESS

### Advisory Firm Description

Avalon Advisors, LLC (“Avalon” or the “Firm”) has been in business since 2001 with offices in Houston, Texas and since 2014, in San Antonio, Texas; a second, temporary location in San Antonio was added in 2016 with the purchase of Matterhorn Capital Management, LLC. An owner of the Firm since 2011, on September 11, 2015, Carlyle Financial Services Avalon, L.P., a subsidiary of The Carlyle Group (NASDAQ: CG), sold a portion of its economic interest in Avalon to Cynosure Avalon Holdings I, LLC and Cynosure Avalon Holdings II, LLC, together (“the Cynosure entities”). The Cynosure entities are part of The Cynosure Group, LLC, a Salt Lake City, Utah-based firm that works with family offices to make long-term equity investments in private companies. Carlyle Financial Services Avalon, LP, sold the remainder of its economic interest in Avalon to several Houston-based entities and individuals in December 2016. With the sale, Avalon raised the potential number of elected managers (also called “directors”) from seven to nine; no individual or entity owns 25% or more of Avalon.

### Types of Advisory Services

Avalon, a Delaware limited liability company, provides both discretionary and non-discretionary investment advice, asset allocation and related services to high net worth separate account clients and institutional investors (“Private Clients”). Avalon also acts as investment manager to three privately placed pooled investment funds, referred to herein as “Avalon Private Funds”: the Avalon Carlyle Private Equity Fund I, LP, the Avalon Global Real Assets Fund, LP, the Avalon High Income Municipal Fund, L.P. and the Avalon Private Energy Fund, LP. The Avalon Private Funds are exempt from registration under the Investment Company Act of 1940. Limited partner interests in the Avalon Private Funds are/were granted to those investors who satisfy the applicable eligibility and suitability requirements to invest in private placement transactions within the United States. Private Clients and Avalon Private Funds may be collectively referred to in this brochure as “Clients.”

### Tailored Advisory Services

Private Client assets advised by Avalon are divided into one or more separately managed portions (referred to herein as “Accounts”), with each Account serving a different purpose. These Accounts may include:

#### Fixed Income

- Avalon Cash Account
- Avalon Enhanced Liquidity Short Duration Account
- Avalon Short Duration Fixed Income Account
- Avalon High Grade Taxable Fixed Income Account
- Avalon High Grade Tax Exempt Fixed Income Account
- Avalon Taxable Fixed Income Account
- Avalon Tax Exempt Fixed Income Account

#### Equity

- Avalon Core Equity Account
- Avalon U.S. Value Equity Account
- Avalon Equity Income Account
- Avalon Equity Income (No MLPs) Account
- Avalon International Value Equity Account
- Avalon International Equity Account
- Avalon International Equity Income Account

*(Chart continued on next page.)*

### Fixed Income

- Avalon High Income Municipal Account
- Avalon Total Market Fixed Income Account
- Avalon Custom Fixed Income Account

### Equity

- Avalon Global Equity Account
- Avalon Global Equity Income Account
- Avalon SMID Cap Equity Account
- Avalon Global Energy Account
- Avalon MLP Account
- Avalon Balanced
- Avalon Diversified ETF Account
- Total Return Account

Separately, each Client may have the following “Specialty Accounts”, which are not actively managed by Avalon:

- Funding Account (Discretionary or Non-Discretionary)
- Permanent Cash Reserve
- Client Directed Portfolio Account
- Restricted or Control Stock Account
- Margin Account
- Alternative Investment Account

Each Specialty Account is described later in this section.

Avalon assesses the Client’s individual needs (e.g., tax situation, diversification needs, other assets held, social concerns, etc.) to determine the appropriate asset allocation among the Accounts. Not all Client allocations include each type of Account. A Client’s fees are determined, in part, by the Accounts selected, as discussed below. Additionally, as described below, Avalon will facilitate the ability of Clients with particular needs (e.g., positions in restricted or “control” stock, desire to use margin, desire to exercise discretionary authority over a portion of the Account) to establish certain Specialty Accounts, which may or may not be subject to additional fees charged by Avalon.

Under certain circumstances, Avalon may establish additional Accounts for a Client.

Except as otherwise described herein, investments for Private Clients are managed in accordance with the Client’s investment objectives, strategies, restrictions and guidelines, as communicated to Avalon by the Client or the Client’s primary advisor.

### Private Funds:

Private Clients may invest in certain privately placed pooled investment vehicles managed by other investment advisors (“Private Funds”), organized as domestic limited partnerships or limited liability companies or as non-U.S. entities. Avalon provides investment advice and other services related to these investments to such Clients (“Client Advisory Services”) for a fee ranging from 0.50% to 1.00% (depending on the private fund); or, an entity that is related to Avalon as a general partner or via joint venture agreement may receive a portion of the Private Fund fees. Currently, Avalon maintains such arrangements with BlackGold® Capital Management, LP; f/64 Capital Management, LLC; Hawkins Capital, L.P.; JVL Advisors, LLC; and, Wallace Capital Management, Inc. Clients choosing to participate in these funds may be eligible for a reduction in the management fee charged by the Private Fund or its advisor.



If a Private Client invests in an Avalon Private Fund or Private Fund, the value of such interests is not included as part of the Client's Account when calculating Avalon's advisory fees. However, the Client Advisory Fee or the fees paid to Avalon or a related entity concerning Private Funds may be based, in whole or in part, on such assets.

Additionally, an affiliate of Avalon, Avalon Wealth Management, LLC ("AWM"), places Private Funds for compensation. AWM is a member of the Financial Industry Regulatory Authority ("FINRA") and is registered with the Securities and Exchange Commission ("SEC") as a broker-dealer. Please see the Section "Other Financial Industry Affiliations and Activities" for more detailed information. If AWM receives compensation in connection with these private placements, no Client Advisory Fee will be charged.

Each Avalon Private Fund or Private Fund which may be offered to certain Clients is managed in accordance with its investment objective, strategies and guidelines and is not tailored to the individualized needs of any particular investor in the fund (each an "Investor"). Therefore, Investors must consider whether the Avalon Private Fund or Private Fund meets their investment objectives and risk tolerance before investing. Information about each Avalon Private Fund or Private Fund can be found in its offering documents, including its private placement memorandum ("PPM").

Each Private Fund offered by Avalon will be organized as a limited partnership or limited liability company under the laws of the State of Delaware or another appropriate jurisdiction, for which an Avalon affiliate will usually serve as general partner or managing member, as applicable, but is not the investment advisor to the fund. Avalon expects each Private Fund to qualify for an exemption from the definition of "investment company" under the Investment Company Act of 1940, as amended ("1940 Act") under 1940 Act Section 3(c)(7) and to offer interests to Investors pursuant to Regulation D or Regulation S under the Securities Act of 1933, as amended ("1933 Act"). As a result, this disclosure brochure ("Brochure") may discuss information relevant to such investors, as necessary or appropriate. **Nonetheless, this Brochure is designed solely to provide information about Avalon and should not be considered to be an offer of interests in any Private Fund. It is also not an offer of, or agreement to provide, advisory services directly to any recipient.** Rather, this Brochure is designed solely to provide information about Avalon for the purpose of compliance with certain obligations under the Advisers Act and, as such, responds to relevant regulatory requirements under the Advisers Act. This information may differ from the information provided in a PPM. The PPM shall govern any conflict between discussions herein and similar or related discussions in any PPM.

Avalon Private Funds:

Avalon Carlyle Private Equity Fund I, LP

The Avalon Carlyle Private Equity Fund I, LP ("Avalon Carlyle") is a fund-of-funds that seeks attractive returns through exposure to a portfolio of underlying private equity funds (the "**Carlyle Funds**") sponsored by a third-party manager, Carlyle Investment Management L.L.C. or its affiliates (collectively, "**Carlyle**"). The fund is closed to new investors.

Avalon Global Real Assets Fund, LP

The Avalon Global Real Assets Fund, LP ("AGRA") is a fund-of-funds that seeks attractive returns through investing in a portfolio of underlying private equity funds (the "**Targeted Funds**"), each of which are sponsored or advised by Carlyle Investment

Management L.L.C. and its affiliates (collectively, “**Carlyle**”), or other third party investment managers (together with Carlyle, the “**Portfolio Managers**”). The fund is closed to new investors.

#### Avalon High Income Municipal Fund, L.P.

The Avalon High Income Municipal Fund, L.P. (“High Income Municipal Fund”) was launched in August 2012. Its primary investment objective is to provide investors with income that is exempt from federal income tax by investing in municipal debt securities. Secondly, the High Income Municipal Fund may also seek to achieve capital appreciation by selling municipal debt securities on the over-the-counter (OTC) market. The High Income Municipal Fund may also invest in or hold other assets.

#### Avalon Private Energy Fund, LP

The Avalon Private Energy Fund, LP (“APEF”) is a fund-of-funds that seeks attractive returns through investing all, or substantially all, of its assets in Bayou City Energy II, L.P. (the “**Bayou City Fund**”), and Co-Investment Opportunities, each of which are sponsored or advised by a third party investment manager, Bayou City Energy Management LLC (“**Bayou City**” or “**Portfolio Manager**”). The fund is closed to new investors.

#### Specialty Accounts:

##### Funding Account (Non-Discretionary or Discretionary)

Clients who transfer securities portfolios for Avalon’s management are advised to establish a funding account to facilitate a “keep/sell” analysis. This analysis of securities identifies which should be sold by Avalon or kept as part of an Avalon Account and enables the client to direct the timing of investments into various Avalon Accounts. Assets in these accounts may be sold entirely at the client’s direction (non-discretionary) or the timing may be left to the discretion of the Client Advisor (discretionary); in either case, Avalon has trading authority over the Funding Account. Avalon does not charge a fee for this Account.

##### Permanent Cash Reserve Account

A cash reserve account maintains a reserve of cash for client checking or funding commitments.. Avalon assists in establishing a brokerage account with preferred, unrelated custodial broker-dealers where cash is invested in a money-market “sweep” product, which has its own fees and expenses, as described in the prospectus for the product. Avalon does not charge an additional fee for this Account. At the client’s written direction, Avalon may assist with money-movements to and from this Account.

##### Client Directed Account

Clients who wish to make certain investment decisions on their own may establish a Client Directed Account to facilitate these trades. Avalon will assist the client in establishing a brokerage account with preferred, unrelated custodial broker-dealers to benefit the client in obtaining transaction costs at Avalon’s negotiated, institutional rates. Avalon may also assume the Client Directed Account’s custodial fees. Avalon does not have trading authority on Client Directed Accounts.

Client Picks Account (Client Directed Account with Non-Discretionary Trading Authority)

Under certain legacy arrangements, clients who wish to make specific investment decisions on their own have established an account known as a “Client Picks Account.” The Client informs Avalon as to the desired transactions and Avalon executes the trades on the Client’s behalf. Although Avalon will not review any Client Picks trade as to the merits of such trade or for consistency with the Client’s investment objectives, Avalon may combine these trades with other Client trades to seek best execution or for other reasons. Additionally, Avalon may hold or take action on securities traded by a Client through a Client Picks Account in Avalon employee-related, proprietary or other Client accounts. Avalon has no obligation to inform a Client requesting a Client Picks trade of any such holdings or actions.

Avalon will not act as a broker or dealer with respect to Client Picks trades. Rather, Avalon offers Client Picks Accounts the use of its trading desk in these circumstances as a courtesy and convenience to Clients and not for any transaction-based compensation. Avalon may refuse any trade or discontinue access to its trading desk at any time.

Restricted or Control Stock Account

Avalon Clients may hold restricted stock, or be an “Insider” or “Control Person” under federal securities laws. Avalon requests that Clients who hold securities subject to such restrictions inform Avalon of any affected positions, which will be segregated in a “Restricted or Control Stock Account.” Avalon will sell such shares only upon receipt of such instructions from the Client.

Margin Account:

Avalon Clients may trade on a margin basis through a separate Margin Account

Alternative Investment Account

Avalon Clients may have an account holding one or more of the Avalon Private Funds or Private funds described above. Such an account will be made on separate written instructions. The terms of an individual Alternative Investment will be governed by the agreement relating to such investment.

**Additional Services Available to Private Clients**

Consolidated Reporting Services:

Upon client’s request, Avalon reports on assets not held in an Avalon Account. Avalon provides manual tracking of such assets for informational purposes only and is not responsible for investment decisions related to such assets. Avalon will manually enter information about these assets from statements provided by the Client on a periodic basis (generally quarterly or annually), as agreed with the Client. Avalon meets with Clients to review these investments at the Client’s request.

Avalon Family Office:

At Client request, Avalon provides additional investment advisory advice and services on investment accounts, including those accounts not managed by Avalon. These services include providing the following for such Clients:

- Advise and assist Client in the development of an investment policy statement including the determination of short and long-term investment goals, downside risk tolerance, target returns and asset allocation ranges.
- Provide multi-manager advice based solely on information that is readily accessible through public sources or provided to Avalon by the Client for this purpose. The Client will make the final decision whether to engage any investment manager.
- Provide advice regarding timing of investment in various asset classes, including the transition of the portfolio to be in line with the long-term investment goals and asset allocation as outlined in the investment policy statement.
- Provide advice regarding rebalancing strategy and tactical shifts in the asset allocation.
- Provide consolidated reports of investments and performance measurement based on information supplied by the Client.

*Subadvisory Services and Managed Account Programs:*

Avalon may also act as a subadvisor to other asset managers. Avalon currently provides subadvisory services for several different firms (Amegy Bank; Cynosure Advisors; Financial Management Professionals, Inc.; FreeGulliver, LLC; Houston Trust Company; Jefferson Bank; Morgan Stanley Smith Barney LLC through its Private Wealth Management Manager Assessment Program; Republic Wealth Advisors (f/k/a Kenjol Capital Management, LLC); Springwater Advisors, LLC; and, UBS, the latter through its Managed Accounts Consulting (“MAC”) and Institutional Consulting (“IC”) programs). When serving as subadvisor, Avalon often does not have a direct relationship with the other manager’s clients and does not generally have contact with those clients; however, in some cases, Avalon’s level of contact may be significant and Avalon may have a direct relationship with the client. Where Avalon does not have a significant, direct relationship with the subadvised clients, the primary advisor is responsible for establishing the financial circumstances, investment objectives and investment restrictions of each subadvised client through an engagement agreement, client profile, questionnaire, investment policy statement or similar means as well as consultations with clients. Each client may enter into an advisory agreement with the primary advisor which dictates the terms and conditions of the relationship, including the fees paid to and services provided by or through the primary advisor.

**Client Assets Under Advisement**

At December 31, 2016, the Firm had \$6.314 billion under advisement. This includes: (1) \$5.110 billion of discretionary assets; (2) \$0.449 billion of other non-discretionary assets; and (3) \$0.755 billion of assets invested in Private Funds or Separately Managed Accounts which are not under Avalon’s direct management. For this latter category, the Firm’s Client Advisors have recommended that qualified Clients invest in these Private Funds or Separately Managed Accounts and such Clients have followed the Firm’s advice.

**FEES AND COMPENSATION**

Avalon’s fees are described generally below and are detailed in each Client’s investment advisory agreement and/or in the governing documents and PPM of each Private Fund or Avalon Private Fund. Except as otherwise negotiated with the Client, or described below, fees

are generally calculated based upon the aggregate market value of all assets under management within the Client's Account(s), including allocations to cash and accrued interest. Avalon may group multiple Accounts of a Client (or group of Clients, such as a family) together for fee calculation and billing purposes, and may, but is not required to, negotiate fee types, rates or breakpoints that apply based on relationship assets.

Fees may change over time and different fee schedules may apply if Avalon accepts Clients other than Private Clients. As discussed below, fees for Separately Managed Accounts may be negotiable. Fees for Private Funds and Avalon Private Funds are generally not negotiable. Nevertheless, Avalon reserves the right to waive or reduce the fees charged to Investors in an Avalon Private Fund, in its sole and absolute discretion; Avalon also may have negotiated with the advisor of a Private Fund to waive or reduce the fees charged to investors in the Private Fund. Specifically, fees may be waived or reduced with respect to investments made by, or on behalf of, Avalon and its employees, principals, partners or affiliates. Thus, some Clients or Investors may pay more or less than other Clients or Investors for the same or similar management services depending, for example, on the Account inception date, the number (or value) of related Accounts, the total assets under management by Avalon, and fee negotiation or fee waivers, if any.

Fees will be assessed and paid by deduction from an account quarterly in arrears or on such other basis as Avalon and the Client may subsequently agree in writing. Fees for Private Funds and Avalon Private Funds are assessed and paid as described in the governing documents and PPM of the applicable fund.

### **Fee Schedules**

As noted above, fees for Private Clients depend, in part, on the Accounts selected for that Client's asset allocation, unless otherwise negotiated. Similarly, unless otherwise negotiated, breakpoints and minimums, if any, generally apply only to assets within the type of Account and do not depend on the Client's total assets in all Accounts managed by Avalon. Clients may be responsible for certain other fees and expenses (e.g., custodial fees, brokerage commissions and similar charges) associated with each of the Account types. Please see "Brokerage Practices" below for information about brokerage commissions and other transaction costs. If Client assets are invested in a pooled vehicle such as a mutual fund, Exchange Traded Fund ("ETF") or private fund (including money market funds for cash management purposes), the Client will also bear the additional fees and expenses assessed by such funds with respect to the Client's investment. Such fees compensate the manager and other service providers of the fund and are separate and in addition to the fees paid to Avalon for selecting and monitoring those investments. These fees are fully disclosed in each fund prospectus or private placement memorandum which is sent to each Client by the general partner or other authorized party of the Private Fund.

No management fee or performance-based fee is charged by Avalon for a Margin Account; however, the Client will be subject to any related fees charged by its custodian (or prime broker). Avalon does not charge fees for Restricted or Control Stock Accounts. Please see "Client Advisory Services" above under "Advisory Services" for details on definitions of these Account types.

Fee schedules and minimum investments for the various accounts are described below:

Cash:

Fees for cash accounts are as follows; for fee purposes cash accounts are combined when computing breakpoints.

<u>Asset Level</u>	<u>Annual Fee</u>
First \$20,000,000	0.35%
\$20,000,001 to \$50,000,000	0.25%
\$50,000,001 to \$100,000,000	0.20%
Above \$100,000,000	0.15%

Fees for these accounts are charged quarterly in arrears.

Avalon may waive a portion of its fees on clients' cash accounts during unusually low yield environments. Avalon considers a variety of factors in determining the amount or percentage of such waivers and is not obligated to waive or continue to waive fees nor to do so based on any set formula. When the yield environment returns to ordinary levels, Avalon will resume charging fees in accordance with normal stated rates.

Fixed Income:

Fees for taxable and tax-exempt fixed income accounts are shown below; for fee purposes taxable and tax-exempt accounts, (*excluding* Total Market Fixed Income and High Income Municipal Accounts) are combined when computing breakpoints:

<u>Asset Level</u>	<u>Annual Fee</u>
First \$20,000,000	0.35%
\$20,000,001 to \$50,000,000	0.25%
\$50,000,001 to \$100,000,000	0.20%
Above \$100,000,000	0.15%

Fees for these accounts are charged quarterly in arrears.

Avalon may waive a portion of its fees on clients' short duration fixed income accounts during unusually low yield environments. Avalon considers a variety of factors in determining the amount or percentage of such waivers and is not obligated to waive or continue to waive fees nor to do so based on any set formula. When the yield environment returns to ordinary levels, Avalon will resume charging fees in accordance with normal stated rates.

Total Market Fixed Income:

Fees for Total Market Fixed Income Accounts are as follows; Total Market Fixed Income Account assets are not included in the asset size determination or fee calculation for the cash and fixed income accounts:

<u>Asset Level</u>	<u>Annual Fee</u>
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First \$20,000,000	0.45%
\$20,000,001 to \$50,000,000	0.35%
\$50,000,001 to \$100,000,000	0.30%
Above \$100,000,000	0.25%

Fees for these Accounts are charged quarterly in arrears.

High Income Municipal:

Fees for High Income Municipal Accounts are as follows; High Income Municipal Account assets are not included in the asset size determination or fee calculation for the cash and fixed income accounts:

<u>Asset Level</u>	<u>Annual Fee</u>
Under \$10,000,000*	Not available
\$10,000,001 to \$20,000,000	0.75%
\$20,000,001 to \$50,000,000	0.65%
\$50,000,001 to \$100,000,000	0.50%
Above \$100,000,000	0.40%

Fees for these Accounts are charged quarterly in arrears. The High Income Municipal Account minimum asset size is \$10,000,000.

Avalon Equity:

Fees for equity accounts are as follows; for fee purposes equity accounts, (*excluding* Avalon SMID Cap Equity Accounts) are combined when computing breakpoints:

<u>Asset Level</u>	<u>Annual Fee</u>
First \$7,500,000	1.00%
\$7,500,001 to \$25,000,000	0.75%
\$25,000,001 to \$50,000,000	0.60%
Above \$50,000,000	0.40%

Fees for these accounts are charged quarterly in arrears.

Avalon SMID Cap Equity:

Fees for Avalon SMID Cap Equity Accounts are as follows:

<u>Asset Level</u>	<u>Annual Fee</u>
First \$7,500,000	1.00%
Above \$7,500,000	0.75%

Fees for these Accounts are charged quarterly in arrears.

Avalon Balanced Portfolio:

Fees for Balanced Portfolio assets are as follows:

<u>Asset Level</u>	<u>Annual Fee</u>
First \$7,500,000	0.85%
\$7,500,001 to \$25,000,000	0.70%
\$25,000,001 to \$50,000,000	0.55%
Above \$50,000,000	0.35%

Balanced Portfolio assets are *not* included in the asset size determination or fee calculation for the Cash and Fixed Income or Avalon Equity Accounts. Also note that the Avalon SMID Cap Equity Account and the High Income Municipal Account offerings are excluded from the Balanced Portfolio. Fees for Balanced Portfolios are charged quarterly in arrears.

Fees for Client Picks Accounts:

Fees for Client Picks Accounts are 0.25% annually, charged quarterly in arrears.

Avalon Family Office Fees:

Avalon charges 0.20% per year on Client's investment assets, charging quarterly in arrears with an annual minimum fee of \$450,000. Fees that Avalon receives on the Accounts Avalon manages for a Client including Avalon management or advisory fees for the Client's portion of Private Funds or Avalon Private Funds are credited against the Avalon Family Office Fee.

Subadvisory Services and Managed Account Programs Fees:

The total amount of fees paid by Clients receiving subadvisory services from Avalon through these programs varies. Where an asset-based fee is paid to the primary advisor, the total fee (including both the advisor's and Avalon's fee) will not be less than the advisory fee which that Client would have paid to Avalon for its advisory services absent the subadvisory relationship. In these cases, Avalon generally is paid a fee by the primary advisor in accordance with the fee schedules above. Avalon may offer a discounted fee schedules when the primary advisor assumes certain administrative functions that would otherwise be provided by Avalon. These fees may be paid either in advance or arrears. If an arrangement is terminated during a payment period, a *pro rata* adjustment will be made to ensure that fees are paid only for the period in which assets were actually under Avalon's management. The fee paid to a primary advisor may qualify the Client for a reduced or waived commission rate for transactions executed through the primary advisor or an affiliate of the advisor (the "preferred broker"). In these circumstances, the Client typically directs Avalon to execute transactions through the preferred broker, subject to Avalon's duty to seek best execution. In the latter circumstance, Avalon will consider the costs that would be associated with executing away from the preferred broker, in addition to the factors described in the "Brokerage Practices" section.

Solicitation and Client Servicing Arrangements:



Avalon may enter into a written agreement with another registered investment advisor (the “other advisor”) who Avalon believes offers beneficial investment management services and expertise to an Avalon Client. In such case, Avalon and the other advisor agree to the solicitation activities of Avalon. These activities may include consultations about potential and actual introductions of Clients to the other advisor. In most cases, Avalon will continue to provide “Client Servicing.” Client Servicing includes providing the Client with periodic reports, communicating with the Client regarding the other advisor’s investment manager services, and providing such other assistance that serves to promote the continual mutual servicing of the Client. In consideration of the solicitation and servicing, Avalon shares in a portion of the investment management and/or performance fees paid by the client to that manager. Avalon provides a disclosure statement clarifying the fees and relationship between the two advisors.

*Special Fee Arrangements:*

Avalon reserves the right, in its sole discretion, to negotiate and to charge different fees for certain Accounts based on the Client’s particular needs or requirements as well as overall financial condition, goals, risk tolerance and other factors unique to the Client or for new or additional services not described herein. In particular, fees for certain foreign (non-U.S.) Clients may be higher due to increased administrative costs and requirements. The maximum fee charged by Avalon is 2%.

**Private Funds**

As indicated above, Avalon may offer certain Clients the investment services provided by other investment managers, either through: 1) a defined series of that manager’s fund; or, 2) through a limited partnership where Avalon is an affiliate of the General Partner; 3) through a separate account; or, 4) through direct participation in the Fund as arranged through AWM. Fees and expenses of those Private Funds are described to Investors, in detail, in each Private Fund’s PPM. Private Fund fees may vary depending on the nature of the services provided and investment strategy used. Items included in a Private Fund calculation:

(1) *management fees* (based on a percentage of assets under management (usually 1.50% *per annum*) ;

(2) *administrative fees*, (based on a percentage of assets under management (usually 0 to 0.10% *per annum*); and,

(3) *incentive or performance compensation* (may be an allocation of additional units of interest in the Private Fund, equal to a percentage of capital appreciation (usually 15% to 20% *per annum*).

(4) Additional sales compensation (paid to AWM as a broker-dealer for placing Clients in specific Private Funds.)

See also: “Other Financial Industry Affiliations and Activities” section. Fees are generally paid in arrears and on a monthly, quarterly or annual basis, depending upon the specific contractual arrangements with each Private Fund. Asset values are based on market prices (as determined by the Private Fund’s custodian or independent pricing service) on the relevant valuation date (usually the close of market on the last business day of the month, quarter or year). Fees for a partial period are assessed *pro rata*. Fee structures may vary in Private Funds. Not all Private Funds include each type of fee or compensation.

Avalon's Private Client contracts allow for termination without penalty upon 30 days written notice, or as otherwise stated in the contract.

### **Avalon Private Funds**

As an Avalon client, each Avalon Private Fund pays a management fee (in each case, the "Management Fee") to Avalon or its designated affiliate which Avalon believes is at a level consistent with industry standards.

*Avalon Carlyle PE Fund I, LP* ("Avalon Carlyle") will pay the Management Fee quarterly in advance commencing on April 1, 2013 and continuing through March 31, 2019 as follows: (i) 1.00% of the Commitments made by Limited Partners holding Class A Interests; (ii) 0.75% of the Commitments made by Limited Partners holding Class B Interests; and (iii) 0.50% of the Commitments made by Limited Partners holding Class C Interests. Limited Partners holding Class D Interests will not be charged a Management Fee. All operating costs of Avalon Carlyle, other than legal, audit, tax preparation expenses and third party expenses directly related to the administration of Avalon Carlyle, as reasonably determined by the General Partner, and costs and expenses related to the investment activities of Avalon Carlyle, will be borne by the General Partner and are intended to be covered in part by the Management Fee. Avalon Carlyle will pay all costs and expenses incurred in connection with its organization and establishment and the costs incurred in connection with the initial offering of Interests of Avalon Carlyle ("Organizational Expenses"). Organizational Expenses of Avalon Carlyle will be amortized over a period up to 36 months from the date Avalon Carlyle commences operations; provided, that, if such amortization would result in a qualification to the Partnership's audit opinion, the General Partner may, in consultation with the Partnership's auditors, select an alternative manner of treating such expense. Please refer to Avalon Carlyle's documents for details concerning the partnership's payment of fees and expenses.

*Avalon Global Real Assets Fund, LP* ("AGRA") will pay the Management Fee quarterly in advance commencing on May 1, 2014 and continuing through April 30, 2020 as follows: (i) 1.00% of the Commitments made by Limited Partners holding Class A Interests; (ii) 0.75% of the Commitments made by Limited Partners holding Class B Interests; (iii) 0.50% of the Commitments made by Limited Partners holding Class C Interests; and (iv) 0.35% of the Commitments made by Limited Partners holding Class D Interests. Limited Partners holding Class E Interests will not be charged a Management Fee. All operating costs of AGRA, other than legal, audit, tax preparation expenses and third party expenses directly related to the administration of AGRA, as reasonably determined by the General Partner, and costs and expenses related to the investment activities of AGRA, will be borne by the General Partner and are intended to be covered in part by the Management Fee. AGRA will pay all costs and expenses incurred in connection with its organization and establishment and the costs incurred in connection with the initial offering of Interests of AGRA ("Organizational Expenses"). Organizational Expenses of AGRA will be amortized over a period up to 36 months from the date AGRA commences operations; provided, that, if such amortization would result in a qualification to the Partnership's audit opinion, the General Partner may, in consultation with the Partnership's auditors, select an alternative manner of treating such expense. Please refer to AGRA's documents for details concerning the partnership's payment of fees and expenses.

The Management Fee paid by *Avalon High Income Municipal Fund, L.P.* ("High Income Municipal Fund") will accrue monthly in an amount equal to 0.0625% of the total market value of the High Income Municipal Fund's net assets as of the end of each month (i.e., 0.75% per annum) before giving effect to any withdrawals, and will be paid quarterly in arrears on or before five days after the end of such quarter. At any time, the High Income Municipal Fund

may reimburse Avalon or an affiliated entity for the organizational expenses advanced. The High Income Municipal Fund will pay all costs incurred in connection with the continuing offering of LP Interests. All operating costs of the High Income Municipal Fund, other than legal, audit, tax preparation expenses and third party expenses directly related to the administration of the High Income Municipal Fund, as reasonably determined by the General Partner, and costs and expenses related to the investment activities of the High Income Municipal Fund, will be borne by the General Partner and are intended to be covered in part by the Management Fee. The High Income Municipal Fund will pay for all of its extraordinary expenses. Please refer to the High Income Municipal Fund documents for details concerning the partnership's payment of fees and expenses.

*Avalon Private Energy Fund, LP* ("APEF") will pay the Management Fee quarterly in arrears on the last day of March, June, September and December each year, and shall be calculated as of the last day of each such calendar quarter, commencing on April 1, 2017 and continuing through March 31, 2027 as follows:

- (i) Class A Limited Partners: The Management Fee shall be equal to the sum of (a) 0.65% of the portion of the Commitments made by Class A Limited Partners that is attributable to the Partnership's underlying commitment to the Bayou City Fund, and (b) 0.65% of the aggregate capital contributions made by Class A Limited Partners that are attributable to funding Co-Investments (i.e., charged at the time of investment).
- (ii) Class B Limited Partners: The Management Fee shall be equal to the sum of (a) 0.50% of the portion of the Commitments made by Class B Limited Partners that is attributable to the Partnership's underlying commitment to the Bayou City Fund, and (b) 0.50% of the aggregate capital contributions made by Class B Limited Partners that is attributable to funding Co-Investments (i.e., charged at the time of investment)
- (iii) Class C Limited Partners: Class C Limited Partners shall not be charged a Management Fee. (Class C Interests are issued to each Limited Partner that is a principal, member, director or employee of the General Partner, the Investment Manager, or their respective affiliates.)

All operating costs of APEF, other than legal, audit, tax preparation expenses and third party expenses directly related to the administration of APEF, as reasonably determined by the General Partner, and costs and expenses related to the investment activities of APEF, will be borne by the General Partner and are intended to be covered in part by the Management Fee. APEF will pay all costs and expenses incurred in connection with its organization and establishment and the costs incurred in connection with the initial offering of Interests of APEF ("Organizational Expenses"). Organizational Expenses of APEF will be amortized over a period up to 36 months from the date APEF commences operations; provided, that, if such amortization would result in a qualification to the Partnership's audit opinion, the General Partner may, in consultation with the Partnership's auditors, select an alternative manner of treating such expense. Please refer to APEF's documents for details concerning the partnership's payment of fees and expenses.

## **Valuation**

Avalon is compensated based on the market value of Accounts and the High Income Municipal Fund. (A related entity may also be compensated based on performance for some Private Funds not managed by Avalon.) Avalon (or a related or affiliated entity) may benefit from an increase in securities valuations over market value (or fair value where market values are

unreliable). Additionally, where an Investor purchases or redeems interests in a Private Fund, or the High Income Municipal Fund at a net asset value (“NAV”) that is impacted by a discrepancy in valuation, such Investor may receive a greater or lesser interest in (or increased or decreased redemption proceeds from) such Private Fund than would have been the case absent the discrepancy. Similarly, existing and continuing investors may suffer dilution or enjoy accretion as a result of such purchases or redemptions.

Typically, values for listed investments represent the last reported sales price, on the relevant trading market, on the day of valuation. If no sales occurred on such day, the valuation will typically be the “bid” price for long holdings and the “ask” price for short holdings. Avalon generally invests in assets with readily ascertainable market values or reliable valuations. In most cases, valuations determined from published market closing prices and/or provided by custodians or independent pricing services are used in calculating advisory fees and for reporting purposes. Rarely, Avalon may be unable to obtain pricing from these sources.

Where such pricing sources are unavailable, Avalon seeks relevant asset values are obtained using methods determined by Avalon to elicit “fair value” for the investment. This process mitigates the conflicts and potential for material pricing discrepancies for Account assets and ensures that such assets are valued in good faith and are as accurate as is reasonably practicable. Absent reliable valuations from market sources, a custodian or independent pricing service, (e.g., where securities are illiquid, thinly traded or otherwise difficult to value due to market disruptions, loss of pricing coverage or market making activities by broker-dealers or pricing services, distressed asset sales, extreme market volatility or other factors Avalon determines may diminish accuracy, timeliness or reliability of pricing information), Avalon will generally attempt, to ascertain a price by obtaining quotes from one or more brokers or dealers.

While this method (and others employed by Avalon where Avalon is unable to obtain sufficient, reliable broker quotes) is intended to yield a good faith approximation of the value of an asset, no fair valuation method can, before the event (“ex ante”), be guaranteed to have reflected the actual or empirical value of any asset, as might be determined with the benefit of hindsight (particularly in periods of market distress). Thus, the fair value assigned to an asset may not match the next available and reliable market price or, in retrospect, have been the price at which that asset could have been sold during the period in which the particular fair values were being used in determining an Account’s value for performance or fee calculation. Avalon’s goal when assigning “fair value” is to determine the price that a Client might reasonably expect to receive from the current sale of that asset in an arm’s length transaction.

Positions in the High Income Municipal Fund that are illiquid and do not actively trade will be marked to market by the General Partner. If not feasible, the investment will be carried at fair value, as reasonably determined by the General Partner. Positions in Avalon Carlyle will be valued by each of the underlying fund investment managers. Each Investor’s capital account in Avalon High Income Municipal Fund, Avalon Carlyle, AGRA and APEF will be calculated by the administrator.

## **PERFORMANCE-BASED FEES AND SIDE-BY-SIDE MANAGEMENT**

Advisers Act Section 205 generally prohibits a registered investment adviser from receiving compensation that is based on a share of capital gains on or appreciation of funds of an advisory client. Advisers Act Rule 205-3 provides an exemption from this prohibition for advisory agreements with “qualified clients.” Under the current Rule 205-3, a “qualified client”

includes a client that, immediately after entering into the contract, has at least \$1 million under the management of the adviser or a net worth of more than \$2.1 million, excluding the value of a client's primary residence and certain property-related debts from the net worth calculation. Avalon generally does not charge performance based fees on its Client Accounts but may charge such fees on Private Funds and Avalon Private Funds as outlined in each fund's documents. On an exception basis, a performance based fee may be negotiated with terms dependent upon the particular investment requirements of the Client. The Firm occasionally recommends investments in Private Funds and Avalon Private Funds which may charge performance based fees.

Because Avalon recommends both accounts which pay performance-based fees and those that do not, the Firm may be incentivized to favor its performance paying accounts over those that do not. This conflict is mitigated through a) Avalon's policy and practice of treating all Client Accounts fairly and equitably and b) through attention to each Account and Avalon Private Fund's investment objective.

## **TYPES OF CLIENTS**

Avalon provides investment advisory services to:

- Individuals
- High net worth individuals, trusts and estates
- Banking or thrift institutions
- Pooled investment vehicles (other than investment companies)
- Pension and profit sharing plans
- Charitable organizations
- Corporations and other businesses
- Other investment advisors
- Insurance companies

Avalon prefers to establish relationships of at least \$10,000,000 in order to act as investment manager for a Client. This preference is in addition to any minimum account sizes described above. Additionally, the Private Funds may require a minimum initial investment. The minimum initial investment requirement for High Income Municipal Fund is \$250,000. Each of Avalon Carlyle, AGRA and APEF required a minimum aggregate commitment of \$500,000. Investors must meet the requirements for "accredited investors" under the 1933 Act and in some cases "qualified clients" under the Advisers Act and will also be required to be "qualified purchasers" under the 1940 Act and/or "qualified eligible persons" under regulations of the Commodity Futures Trading Commission. Avalon may waive any such minimums. Lower minimums may apply where Avalon's services are provided through a subadvisory relationship or managed account program.

## **METHODS OF ANALYSIS, INVESTMENT STRATEGIES AND RISK OF LOSS**

In managing Client Accounts and providing recommendations to non-discretionary Clients, Avalon uses various investment strategies and methods of analysis, as described below. This section also contains a discussion of the primary risks associated with these investment strategies. However, it is not possible to identify all of the risks associated with investing. The particular risks applicable to an Account will depend on the nature of the Account, its investment strategy or strategies and the types of securities held by the Account.

While Avalon seeks to manage Accounts so that risks are appropriate to the return potential for the strategy, it is often not possible or desirable to fully mitigate risks. Any investment includes the risk of loss and there can be no guarantee that a particular level of return will be achieved. Clients and Investors should understand that they could lose some or all of their investment and should be prepared to bear the risk of such potential losses, including through diversification.

Clients and Investors should be aware that while Avalon does not limit its advice to particular types of investments, mandates may be limited to certain types of securities (e.g., equity securities) and may not be diversified. The Accounts are generally not intended to provide a complete investment program. Avalon expects that the assets it manages do not represent all of the Client's or Investor's assets. Clients and Investors are responsible for appropriately diversifying their assets to guard against the risk of loss.

### **Methods of Analysis**

Avalon uses a combination analysis types to evaluate investments for client accounts:

- Fundamental -- Analysis of financial attributes of a company, such as revenue growth, earnings growth, industry dynamics and product or service evaluation
- Technical – Price, volume and chart analysis which assumes past performance may be a predictor of future performance
- Valuation – Price/earnings ratios, price/book ratios, debt-to-equity, debt coverage, and value relative to industry peers

Avalon sources of information in its analysis:

- Financial newspapers and magazines
- Research materials prepared by others
- Corporate rating services
- Annual reports, prospectuses, filings with the Securities and Exchange Commission
- Company press releases

Avalon investment strategies used to implement investment advice:

:

- Long-term purchases (securities held at least a year)
- Short-term purchases (securities sold within a year)
- Trading (securities sold within 30 days)
- Short sales
- Margin transactions
- Option writing, including covered options, uncovered options or spreading strategies

### **Investment Strategies**

Avalon employs a fundamental, long-term approach in evaluating securities, seeks a return reflective of the underlying asset class for each account, and (where possible) aims to maintain lower volatility. Avalon raises cash reserves during periods of perceived higher market risk, but will generally seek to maintain fully invested accounts over a typical market cycle. Securities selected are generally expected to be held for long-term capital gains, with the aim of providing higher after-tax returns.

Avalon may suggest that Clients invest in private funds, some of which are managed by Avalon. Avalon may also use hedging, options or derivatives and leverage to achieve investment objectives. For temporary defensive purposes, the Firm may hold a significant portion of an Account's assets in cash or cash equivalents if warranted.

Investment strategies of each of the discretionary Accounts follow:

- **Avalon Cash Account** will be invested in short term securities with a maximum maturity of 18 months. From time to time, at the firm's discretion, a significant portion of the funds will be invested in par-reset securities with, at most, monthly liquidity. All securities will be investment grade or the short-term equivalent of investment grade at the time of purchase. In addition, the firm may utilize a combination of short term funds limited to a two-year duration target or less. Funds inherently contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged.
- **Avalon Enhanced Liquidity Short Duration Account** will be invested in tax-exempt or taxable bonds, as market conditions warrant. The Account will invest at least 80% of its value in high grade securities and at all times will invest 100% of its value in investment grade securities. An investment is considered high grade if, at the time of purchase, it is rated at least AA- or its equivalent investment grade by at least one nationally recognized statistical rating organization (NRSRO) and is considered investment grade if, at the time of purchase, it is rated at least BBB- or its equivalent investment grade by at least one nationally recognized statistical rating organization (NRSRO). The account will invest 80% of its value in securities with a maximum maturity of 18 months and the maximum maturity of any security in the account will not exceed 5 years.
- **Avalon Short Duration Fixed Income Account** will be invested in tax-exempt or taxable bonds, as market conditions warrant. The Account will invest 100% of its value in investment grade securities. An investment is considered investment grade if, at the time of purchase, it is rated at least BBB- or its equivalent investment grade by at least one nationally recognized statistical rating organization (NRSRO) or, if unrated, reasonably believed by the manager to be of equivalent credit quality. The account will invest 80% of its value in securities with a maximum maturity of 3 years and the maximum maturity of any security in the account will not exceed 7 years.
- **Avalon High Grade Taxable Fixed Income Account** will be invested in high grade fixed income securities, whose interest payments are subject to United States federal income tax. The Account will invest in high grade securities at time of purchase and will generally maintain an average life between three years and fifteen years. An investment is considered high grade if, at the time of purchase, it is rated at least AA- or its equivalent by at least one nationally recognized statistical rating organization (NRSRO). Notwithstanding the foregoing, subject to certain minimums and upon the discretion of the Avalon investment team, the Account may also be invested in one or more investment grade diversified mutual funds and/or exchange traded funds. Index funds and exchange traded funds inherently contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged.
- **Avalon High Grade Tax Exempt Fixed Income Account** will be invested in high grade municipal bonds, whose interest payments are free from United States federal income tax. The Account will invest in high grade securities at time of purchase and

will generally maintain an average life between three years and fifteen years. An investment is considered high grade if, at the time of purchase, it is rated at least AA- or its equivalent by at least one nationally recognized statistical rating organization (NRSRO). Notwithstanding the foregoing, subject to certain minimums and upon the discretion of the Avalon investment team, the Account may also be invested in one or more investment grade diversified mutual funds and/or exchange traded funds. Index funds and exchange traded funds inherently contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged.

- **Avalon Taxable Fixed Income Account** will be invested in investment grade fixed income securities, whose interest payments are subject to United States federal income tax. Investment grade municipal bonds, whose interest payments are free from United States federal income tax may be held, but are generally excluded as long term holdings. The Account will invest in investment grade securities at time of purchase and will generally maintain an average life between three years and fifteen years. An investment is considered investment grade if, at the time of purchase, it is rated at least BBB- or its equivalent by at least one nationally recognized statistical rating organization (NRSRO) or, if unrated, reasonably believed by the manager to be of equivalent credit quality. Notwithstanding the foregoing, subject to certain minimums and upon the discretion of the Avalon investment team, the Account may also be invested in one or more investment grade diversified mutual funds and/or exchange traded funds. Index funds and exchange traded funds inherently contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged.
- **Avalon Tax Exempt Fixed Income Account** will be invested in investment grade municipal bonds, whose interest payments are free from United States federal income tax. The Account will invest in investment grade securities and will generally maintain an average life between three years and fifteen years. An investment is considered investment grade if, at the time of purchase, it is rated at least BBB- or its equivalent by at least one nationally recognized statistical rating organization (NRSRO) or, if unrated, reasonably believed by the manager to be of equivalent credit quality. Notwithstanding the foregoing, subject to certain minimums and upon the discretion of the Avalon investment team, the Account may also be invested in one or more investment grade diversified mutual funds and/or exchange traded funds. Index funds and exchange traded funds inherently contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged.
- **Avalon High Income Municipal Account** will invest primarily in tax-exempt bonds. The Account's investment objective is to provide income free from federal taxation and potential taxable capital appreciation. The Account will invest in debt securities rated below investment grade or non-rated debt securities whose underlying fundamentals are deemed by the portfolio managers to be creditworthy. Upon the discretion of the portfolio managers, the Account may also be invested in one or more diversified funds, the diversified nature of which may result in the Account holding non-rated securities, below investment grade rated or investment grade rated securities. Funds inherently contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged. When deemed appropriate, the portfolio managers may use leverage and/or derivatives to offset or establish positions in the Account, but in no event shall leverage exceed 10%.



- **Avalon Total Market Fixed Income Account** will be invested in USD denominated non-equity securities, commonly referred to as “fixed income.” The Account will generally invest at least 60% of its value in investment grade securities, although market conditions may warrant lower levels of investment grade exposure from time to time, and maintain an average life between three years and twenty years. An investment is considered investment grade if, at the time of purchase, it is rated at least BBB- or its equivalent investment grade by at least one nationally recognized statistical rating organization (NRSRO) or, if unrated, reasonably believed by the manager to be of equivalent credit quality. Upon the discretion of the manager, the account may also be invested in one or more diversified mutual funds and/or exchange traded funds, which contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged.
- **Avalon Custom Fixed Income Account** will be invested within client mandated guidelines which draw on the capabilities of the Avalon Fixed Income Investment Team and may share characteristics with one or more of the aforementioned strategies. In addition to the strategies currently being managed, market conditions may warrant the purchase of securities that are opportunistic in nature and may or may not exist in any Avalon managed strategies. In all cases of a custom account, the Fixed Income Team requires bespoke investment guidelines, updated on an annual basis that will govern the precise characteristics of the account. Failure to provide investment guidelines or to update guidelines on the anniversary date of account opening will result in a buy/sell restriction being placed on the account until such guidelines are received and/or updated. Appropriate guidelines are to be determined by the Fixed Income Investment team and the team may reject guidelines that do not meet the standard required for appropriate management of the individual client account. Upon the discretion of the Avalon investment team, the account may also be invested in one or more investment grade diversified index funds and/or exchange traded funds. Index funds and exchange traded funds inherently contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged.
- **Avalon Core Equity Account** will be managed in accordance with a master equity portfolio whose investment objective is long term capital appreciation. This discretion does not include the use of derivatives or margin. From time to time we may invest in a non-U.S. security, but in those instances those securities will generally (but not always) be limited to international securities that trade in the United States through the use of American Depositary Receipts.
- **Avalon U.S. Value Equity Account** will be managed in accordance with a master equity portfolio. The value portfolio seeks to hold 15 to 20 securities. The manager uses a rigorous and disciplined process to identify and invest in undervalued U.S. securities that are believed to maximize downside protection and upside appreciation. Emphasis is placed on relative valuation, capital efficiency, balance sheet health, earnings quality, and margins. The underlying companies are domiciled in the U.S.
- **Avalon Equity Income Account** will be managed in accordance with a master equity income portfolio whose investment objective is to generate current yield and long term capital appreciation. This discretion does not include the use of derivatives or margin. The income component can come from common stock dividends (including REITS), MLP (Master Limited Partnership) distributions, and ETF dividends. From time to time we may invest in a non-U.S. security, but in those instances those securities will

generally (but not always) be limited to international securities that trade in the United States through the use of American Depositary Receipts.

- **Avalon Equity Income (No MLPs) Account** will be managed in accordance with a master equity income portfolio whose investment objective is to generate current yield and long term capital appreciation. This discretion does not include the use of derivatives or margin. The income component can come from common stock dividends (including REITS) and ETF dividends. From time to time we may invest in a non-U.S. security, but in those instances those securities will generally (but not always) be limited to international securities that trade in the United States through the use of American Depositary Receipts.
- **Avalon International Value Equity Account** will be managed in accordance with a master equity portfolio. The international value portfolio seeks to hold 25 securities. The manager uses a rigorous and disciplined process to identify and invest in undervalued securities that are believed to maximize downside protection and upside appreciation. Emphasis is placed on relative valuation, capital efficiency, balance sheet health, earnings quality, and margins. The underlying companies are domiciled outside the U.S.
- **Avalon International Equity Account** will be focused on long-term capital appreciation, investing in international equities, including those in emerging markets. This discretion does not include the use of derivative instruments or currency hedging, but will include the use of American Depositary Receipts, Global Depositary Receipts, equities listed on foreign exchanges, and Exchange Traded Funds. Exchange traded funds inherently contain additional expenses. The portfolio position sizes will generally range from 1% to 5% for developed markets and 0.5% to 2.5% for emerging markets. The portfolio sector weights will generally not exceed two times the index sector weights or 25% of the portfolio and the minimum market capitalization is a function of liquidity. Index funds and exchange traded funds inherently contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged.
- **Avalon International Equity Income Account** will be focused on both income and long-term capital appreciation, investing in international equities, including those in emerging markets. The Account will be constructed to generate a diversified and growing stream of income. This discretion does not include the use of derivative instruments or currency hedging, but can include writing covered calls if allowed by the client. This discretion will include the use of American Depositary Receipts, Global Depositary Receipts, equities listed on foreign exchanges, and Exchange Traded Funds. Exchange traded funds inherently contain additional expenses. A minimum of 75% of the portfolio will be invested in common stock, while the remainder can be invested in convertible bonds, preferred stock or investment grade corporate bonds. The portfolio position sizes will generally range from 1% to 5% for developed markets and 0.5% to 2.5% for emerging markets. The portfolio sector weights will generally not exceed two times the index sector weights or 25% of the portfolio. Index funds and exchange traded funds inherently contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged.
- **Avalon Global Equity Account** will be focused on long-term capital appreciation, investing in both U.S. and international equities, including those in emerging markets. This discretion does not include the use of derivative instruments or currency hedging,

but will include the use of American Depositary Receipts, Global Depositary Receipts, equities listed on foreign exchanges, and Exchange Traded Funds. The portfolio position sizes will generally range from 1% to 5% for developed markets and 0.5% to 2.5% for emerging markets. The portfolio sector weights will generally not exceed two times the index sector weights or 25% of the portfolio and the minimum market capitalization is a function of liquidity. Index funds and exchange traded funds inherently contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged.

- **Avalon Global Equity Income Account** is a long-only Account focused on both income and long-term capital appreciation, investing in both U.S. and international equities, including those in emerging markets. The Account will be constructed to generate a diversified and growing stream of income. This discretion does not include the use of derivative instruments or currency hedging, but can include writing covered calls if allowed by the client. This discretion will include the use of American Depositary Receipts, Global Depositary Receipts, equities listed on foreign exchanges, and Exchange Traded Funds. A minimum of 75% of the portfolio will be invested in common stock, while the remainder can be invested in convertible bonds, preferred stock or investment grade corporate bonds. The portfolio position sizes will generally range from 1% to 5% for developed markets and 0.5% to 2.5% for emerging markets. The portfolio sector weights will generally not exceed two times the index sector weights or 25% of the portfolio. Index funds and exchange traded funds inherently contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged.
- **Avalon SMID Cap Equity Account** will be managed in accordance with a master equity portfolio whose investment objective is long term capital appreciation through investment in small and mid-capitalization companies. This discretion does not include the use of derivatives or margin. From time to time we may invest in a non-U.S. security, but in those instances those securities will generally (but not always) be limited to international securities that trade in the United States through the use of American Depositary Receipts.
- **Avalon Global Energy Account** will be managed in accordance with a master equity portfolio whose investment objective is long term capital appreciation. The portfolio invests primarily in the stocks of companies who operate in the energy and natural resources sectors of the global economy. The portfolio will primarily invest in the common stock of U.S. and non-U.S. companies, and may include Master Limited Partnerships (MLPs) and exchange traded funds (ETFs). Index funds and exchange traded funds inherently contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged.
- **Avalon Global Energy (No MLPs) Account** will be managed in accordance with a master equity portfolio whose investment objective is long term capital appreciation. The portfolio invests primarily in the stocks of companies who operate in the energy and natural resources sectors of the global economy. The portfolio will primarily invest in the common stock of U.S. and non-U.S. companies, and may include exchange traded funds (ETFs). Index funds and exchange traded funds inherently contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged.

- **Avalon MLP Account** will be managed as a long-only portfolio focused on the production, transportation, refining and marketing of North American natural resources utilizing exposure to the securities of Master Limited Partnerships (MLPs). The primary objective of the account is total return with a heavy emphasis on income generation. The account is structured to invest primarily in the securities of energy based MLPs, but does maintain the flexibility to invest in other energy-related securities at the manager's discretion. Partnerships that produce any income and/or gains derived from the exploration, development, mining or production, processing, refining, or transportation (including pipelines transporting gas, oil, or products thereof) of any mineral or natural resource may qualify under Section 7704 (d)(1)(e) of the Internal Revenue Code as an MLP.
- **Avalon Balanced Portfolio** blends the Client's Avalon Equity Account or Equity Income Account and the Client's Municipal Bond or other Fixed Income Account using Client's selected equity band. The Client establishes the equity allocation range (using a 30% band) at the account inception. Once established, Avalon assumes the responsibility for allocating within that range. Please note that the Avalon SMID Cap Equity Account and the Avalon High Income Municipal Account offerings are *excluded* from the Balanced Portfolio.
- **Avalon Diversified ETF Account** will be managed in accordance with a master portfolio whose investment objective is long term capital appreciation. The portfolio tactically allocates investments in U.S. and non-U.S. equities, fixed income investments and other classes of assets based on its assessment of the investment environment, and the relative attractiveness of various asset classes in its universe. The portfolio invests primarily in exchange traded funds (ETFs) in order to achieve its objectives. Index funds and exchange traded funds inherently contain additional expenses. These additional expenses are not deducted from the Avalon management fees charged.
- **Total Return Account** will be managed in accordance with a master equity portfolio. The Total Return Portfolios contain ten securities or fewer and are comprised of ordinary or derivative securities found within the firm's domestic and international equity portfolios. The underlying companies are domiciled inside and outside the U.S.

## Risk of Loss

**Issuer Risk** – A portfolio's performance depends on the individual securities in which the portfolio invests. Changes to the financial condition or credit rating of an issuer of those securities may cause the value of the securities to decline.

**Interest Rate and Credit Risk** – The two main risks related to fixed income investing are interest rate risk and credit risk. Typically, when interest rates rise, a corresponding decline in market value of bonds follows. . Credit risk refers to the possibility that the issuer of the bond will not be able to make principal and interest payments. The principal on mortgage-backed or asset-backed securities may normally be prepaid at any time, which will reduce the yield and market value of these securities. Obligations of U.S. Government agencies and authorities are supported by varying degrees of credit but generally are not backed by the full faith and credit of the U.S. Government.

**Municipal Security Risk** – Municipal securities are subject to interest rate, credit, default and valuation risks. There may be less information available on the financial condition of issuers of municipal securities than for public corporations. The market for municipal bonds may be less

liquid than for taxable bonds. A portion of the income may be taxable. Some investors may be subject to Alternative Minimum Tax (AMT). Capital gains distributions, if any, are taxable.

**Equity Securities Risk** – Equity securities are subject to changes in value. Their values may be more volatile than other asset classes. The price of equity securities fluctuates based on changes in a company's financial condition and overall market and economic conditions.

**Derivatives Risk** – Investments in derivatives, such as futures, options, swaps or tender-option bonds, to hedge a portfolio's investments or to seek to enhance returns, entails specific risks relating to liquidity, leverage and credit that may reduce returns and/or increase volatility. Leverage may involve the use of various financial instruments or borrowed capital in an attempt to increase the return of an investment. The use of leverage involves risk and may entail a loss greater than the amount originally invested.

In addition to the risks identified above, Investors in a Private Fund, which is a speculative investment and involves a high degree of risk, may be subject to additional risks. These include the lack of liquidity for interests of the Private Fund. Please see applicable PPM for a discussion of such additional risks.

*Avalon Private Funds:*

**Avalon Carlyle Private Equity Fund I, LP (“Avalon Carlyle”)**

Through investing all or substantially all of its assets in four Carlyle Funds, Avalon Carlyle's investment objective is to provide investors with attractive exposure to private equity investment opportunities across multiple geographies, including the U.S. and Asia, as well as to seek to take advantage of specific market dislocations across the globe, including Europe. Avalon Private Clients and non-clients were solicited to invest in this Avalon Private Fund. Risks to investing in this fund include risks inherent in private equity investments and the Carlyle Funds' expected use of leverage. Additional structural risks include, but are not limited to, the higher fees and expenses incurred by a fund-of-funds and the limited liquidity of investments in private investment vehicles. **Please refer to the Avalon Carlyle documents for detailed discussion regarding its risks beyond those listed previously.**

**Avalon Global Real Assets Fund, LP (“AGRA”)**

AGRA's investment objective is to provide investors with attractive returns through investing all, or substantially all, of its assets in Targeted Funds sponsored by Carlyle and third-party managers. The Targeted Funds, in turn, seek to invest in real asset related investments across multiple geographies, and seek to take advantage of specific market dislocations across the globe. The Targeted Funds are expected to invest in real asset opportunities that benefit from inflation and that may provide diversification to traditional asset classes through reduced correlation and volatility. Avalon Private Clients and non-clients were solicited to invest in this Avalon Private Fund. Risks to investing in this fund include risks inherent in private equity investments and the Targeted Funds' expected use of leverage. Additional structural risks include, but are not limited to, the higher fees and expenses incurred by a fund-of-funds and the limited liquidity of investments in private investment vehicles. **Please refer to the AGRA documents for detailed discussion regarding its risks beyond those listed previously.**

**Avalon High Income Municipal Fund, LP (“High Income Municipal Fund”)**

Under normal circumstances, and after an initial investment period of up to 180 days following the commencement of the High Income Municipal Fund's operations, the High Income Municipal Fund will invest at least 80% of its net assets in municipal debt securities that (i) pay

interest that is excluded from gross income for federal income tax purposes, and (ii) do not produce income that will be considered to be an item of preference for purposes of the alternative minimum tax by investing in revenue and general obligation bonds. The High Income Municipal Fund may invest up to 10% of its net assets in defaulted municipal debt securities. At least 40% of the High Income Municipal Fund's net assets will be invested in municipal debt securities that are rated BBB/Baa or lower. The High Income Municipal Fund may invest up to 20% of its net assets in securities that produce income that is subject to federal income tax. The High Income Municipal Fund may invest up to 25% of its net assets in municipal debt securities issued by entities deemed to have similar characteristics. **Please refer to the High Income Municipal Fund documents for detailed discussion regarding its risks beyond those listed above under Municipal Security Risk.**

#### **Avalon Private Energy Fund, LP (“APEF”)**

APEF's investment objective is to provide investors with attractive returns through investing all, or substantially all, of its assets in assets in Bayou City Energy II, L.P. (the “Bayou City Fund”), and Co-Investment Opportunities, (together, “Portfolio Funds”) each of which are sponsored or advised by a third party investment manager, Bayou City Energy Management LLC (“Bayou City” or “Portfolio Manager”). The Portfolio Manager, in turn, seeks to primarily make direct private equity investments in assets or portfolio companies in the oil and gas sectors.

Risks to investing in this fund include risks inherent in private equity investments and the Portfolio Funds' expected use of leverage. Since a substantial portion of the Partnership's assets will be allocated to Portfolio Funds sponsored and/or managed by Bayou Energy, the Partnership's investments will be concentrated so that the performance of one or more of the Portfolio Funds may substantially impact, potentially negatively, the return of the Partnership's investments as a whole.

The Portfolio Funds' respective investment programs are speculative and entail substantial risks. Market risks are inherent in all investments to varying degrees. Accordingly, no assurance can be given that the strategy or strategies utilized by the Portfolio Manager with respect to the Portfolio Funds will be successful under all or any future market conditions, or that the Portfolio Funds will be able to implement their investment strategies, achieve their investment objectives or avoid substantial losses.

Additional structural risks include, but are not limited to, the higher fees and expenses incurred by a fund-of-funds and the limited liquidity of investments in private investment vehicles. **Please refer to the APEF documents for detailed discussion regarding its risks beyond those listed previously.**

### **DISCIPLINARY INFORMATION**

Neither Avalon nor any of Avalon's supervised persons have been involved in any legal or disciplinary events (i.e., criminal or civil action in a domestic, foreign or military court, administrative proceeding before the SEC, any other federal regulatory agency, any state regulatory agency or self-regulatory organization) that are material to evaluating Avalon's advisory business or the integrity of Avalon management.

### **OTHER FINANCIAL INDUSTRY ACTIVITIES AND AFFILIATIONS**

Avalon has a number of related entities:

Avalon Wealth Management LLC (“AWM”) is an entity formed to engage in private placements of investment funds. AWM is a member of FINRA as a broker-dealer, which allows AWM to receive sales commissions on assets placed in Private Funds. AWM is also registered as a broker-dealer with the SEC. This compensation creates a conflict of interest with Avalon Clients, as the Firm may recommend to Clients they invest in a Private Fund for which AWM (and its personnel who may be making the recommendation) will receive compensation. This conflict is mitigated through disclosure to Clients and through the fact that Avalon will not include these assets on which AWM has been paid a sales compensation in the base for Avalon’s management fee calculation.

Avalon Carlyle Private Equity Fund I GP, LLC is the general partner of Avalon Carlyle PE Fund I, L.P. Recommending Clients invest in Avalon Carlyle creates a conflict of interest between Avalon and these Clients. This conflict exists due to Avalon’s receipt of the investment management fee and later receipt of distributions from Avalon Carlyle. This conflict is mitigated through a continual disciplined approach to assessing the Client’s investment objectives and risk tolerance, and ensuring the Client has reviewed Avalon Carlyle documents before investing.

Avalon Global Real Assets Fund GP, LLC is the general partner of Avalon Global Real Assets Fund, LP. Recommending Clients invest in AGRA creates a conflict of interest between Avalon and these Clients. This conflict exists due to Avalon’s receipt of the investment management fee. This conflict is mitigated through a continual disciplined approach to assessing the Client’s investment objectives and risk tolerance, and ensuring the Client has reviewed the AGRA documents before investing.

Avalon High Income Municipal GP, LLC is the general partner of Avalon High Income Municipal Fund, LP. Recommending Clients invest in the High Income Municipal Fund creates a conflict of interest between Avalon and these Clients. This conflict exists due to Avalon’s receipt of the investment management fee from the High Income Municipal Fund. This conflict is mitigated through a continual disciplined approach to assessing the Client’s investment objectives and risk tolerance, and ensuring the Client has reviewed the High Income Municipal Fund documents before investing.

Avalon Private Energy Fund GP, LLC is the general partner of Avalon Private Energy Fund, LP. Recommending Clients invest in APEF creates a conflict of interest between Avalon and these Clients. This conflict exists due to Avalon’s receipt of the investment management fee. This conflict is mitigated through a continual disciplined approach to assessing the Client’s investment objectives and risk tolerance, and ensuring the Client has reviewed the APRF documents before investing.

Avalon Wallace Investment Management, LLC is the general partner of a Private Fund, Avalon Wallace Investment Fund, LP, managed by an advisor unaffiliated with Avalon, Wallace Capital Management, LP. Avalon may recommend to Clients they invest in this Private Fund, creating a conflict of interest between Avalon and these Clients. This conflict exists due to Avalon’s ownership share of the general partner, which receives a share of the management and performance fees from the Private Fund. This conflict is mitigated through a disciplined approach to assessing the Client’s investment objectives and risk tolerance and ensuring that the Client has reviewed and understands the Private Fund documents.

Avalon may recommend for certain other Clients an investment in a separately managed account for which Wallace Capital Management, LP (“Wallace”) serves as investment manager and for which Wallace shares its fees with Avalon under a solicitation and client servicing

arrangement. This conflict is fully disclosed in the required Solicitor's Written Disclosure Document and is mitigated through a disciplined approach to assessing the Client's investment objectives and risk tolerance and ensuring that the Client has received the solicitation documents and has been apprised of the financial arrangements between Wallace and Avalon.

Avalon has entered into a Joint Venture Agreement ("JV Agreement") with BlackGold Capital Management LP in which Clients of Avalon and BlackGold may invest in the Avalon-BlackGold Share Class of the BlackGold Partnership or may invest in separately managed accounts with BlackGold. The JV Agreement also permits clients of an unrelated broker-dealer to invest in the BlackGold Investment Opportunity Fund, LP as an exception to the exclusivity provisions of the JV agreement. Although AWM will receive from BlackGold a portion of the management and incentive fees paid by clients of the unrelated broker-dealer, no fiduciary duty is owed by Avalon to their clients.

Avalon may recommend to Clients that they invest in the Avalon-BlackGold Share Class, creating a conflict of interest between Avalon and these Clients. This conflict exists due to Avalon's joint venture agreement with BlackGold, in which Avalon receives a share of the management and performance fees from the Private Fund via a placement agreement with AWM. This conflict is mitigated through a disciplined approach to assessing the Client's investment objectives and risk tolerance and ensuring that the Client has reviewed and understands the Private Fund documents.

Avalon may recommend for certain other Clients an investment in a BlackGold separately managed account, for which BlackGold shares its fees with Avalon under a solicitation and client servicing arrangement. This conflict is fully disclosed in the required Solicitor's Written Disclosure Document and is mitigated through a disciplined approach to assessing the Client's investment objectives and risk tolerance and ensuring that the Client has received the solicitation documents and has been apprised of the financial arrangements between BlackGold and Avalon.

## **CODE OF ETHICS, PARTICIPATION OR INTEREST IN CLIENT TRANSACTIONS AND PERSONAL TRADING**

Avalon may act as investment manager to numerous Client Accounts and may give advice and take action with respect to Accounts they manage or for their own Accounts or the Account of their access persons that may differ from action taken by Avalon on behalf of other Accounts. Avalon is not obligated to recommend, buy or sell, or to refrain from recommending, buying or selling any security that Avalon or its access persons may buy or sell for its or their own accounts or for any other Account Avalon manages. Additionally, Avalon's personnel may invest or otherwise have an interest, either directly or indirectly, in private funds which, in turn, may invest in securities held in other managed Accounts. Avalon is not obligated to refrain from investing in securities held in the Accounts it manages except to the extent that such investments violate Avalon's Code of Ethics (the "Code"), adopted pursuant to Rule 204A-1 under the Advisers Act.

Avalon's buy or sell programs may extend over a period of months and securities are often held for several years. Occasionally, Avalon officers and employees have interests in securities owned by or recommended to Avalon's Clients. As these situations may represent a potential conflict of interest, Avalon has implemented procedures relating to personal securities transactions and insider trading that are designed to identify potential conflicts of interest and prevent or mitigate actual conflicts of interest. These policies and procedures, including



Avalon's Code, are intended to avoid conflicts of interest with Clients, and resolve such conflicts appropriately if they do occur. Any supervised person of Avalon who fails to observe Avalon's Code and related policies risks serious sanctions, including dismissal and personal liability. Upon request, a copy of the Code is available to any Client or Investor, or prospective Client or Investor.

*Misuse of Nonpublic Information:*

Avalon and its related persons may, from time to time, come into possession of material nonpublic and other confidential information which, if disclosed, might affect an investor's decision to buy, sell or hold a security. Under applicable law, Avalon may be prohibited from improperly disclosing or using such information for their personal benefit or for the benefit of any other person, regardless of whether such other person is an advisory Client. Accordingly, should Avalon come into possession of material nonpublic or other confidential information with respect to any company, it may be prohibited from communicating such information to, or using such information for the benefit of, its Clients, and have no obligation or responsibility to disclose such information to, nor responsibility to use such information for the benefit of, its Clients or Avalon personnel when following policies and procedures designed to comply with law.

Avalon has adopted a "Policy Statement on Insider Trading" in accordance with Advisers Act Section 204A which establishes procedures to prevent the misuse of material nonpublic information by Avalon's supervised persons. Among other things, all personnel must read, sign and adhere to Avalon's policy on insider trading which reflects current securities law, including, but not limited to, the Insider Trading and Securities Fraud Enforcement Act of 1988.

*Personal Securities Trading:*

Avalon or individuals associated with the Firm are restricted from the purchase and sale for their own Accounts of any covered security on the same business day as a transaction in any such security is effected for a Client Account unless all of the transactions contemplated for Avalon Clients in that security have been completed before such transactions. Access persons also may not engage in a personal transaction in a security for which any order for a Client is pending until such order is executed or withdrawn. Avalon's trading policies allow access persons to trade simultaneously with trades being placed for Clients when their funds are being managed by Avalon in a similar manner to Avalon's Clients. All access persons are required to notify the Chief Compliance Officer ("CCO") or designee in order to pre-clear personal securities transactions in initial public offerings ("IPOs") and limited offerings.

Employees are required to submit quarterly reports of their personal transactions within 30 days of the end of each calendar quarter to the CCO or designee. These reports may consist of monthly brokerage statements for all Accounts in which they have a beneficial interest. Alternately, access persons may direct their brokers to send copies of all brokerage confirmations relating to all personal securities transactions in which they have a beneficial ownership interest for reporting purposes. Employees also must report all securities holdings to the CCO or designee annually if statements are not provided. These are reviewed by the CCO to ensure compliance with the Firm's policies.

*Investments in Private Funds:*

Avalon may offer its Clients the opportunity to invest in private funds managed by unaffiliated investment advisors, but Avalon will not make such investments on a discretionary basis.

Avalon may also offer appropriate Clients the opportunity to invest in Avalon Private Funds, but Avalon will also not make such investments on a discretionary basis. As these may not be appropriate investments for all Clients, not all Clients will be offered the opportunity to invest and not all Clients who are offered that opportunity choose to invest.

Avalon Clients who invest in certain Private Funds managed by unaffiliated investment advisors with whom Avalon has entered into appropriate arrangements may be charged a Client Advisory Fee, as described above, or may be offered the opportunity to participate in a discounted class of interests in the relevant Private Fund. Avalon Clients who invest in Avalon Private Funds will not be charged a Client Advisory Fee on those assets. For further information, please see the Private Fund's PPM. The PPM is provided to Avalon and the relevant Client prior to investment. Avalon and/or its personnel may also have interests in these or other Private Funds.

## **BROKERAGE PRACTICES**

### **Selection of Custodians**

Avalon may recommend one or more firms to serve as custodian ("Custodian") to hold the funds and securities of a Private Client Account. The identity of and relevant information about the Custodian for each Private Client Account is provided to the Private Client. The Custodian may also serve as the prime broker and may execute transactions on behalf of the Account, consistent with best execution. Avalon also may choose which broker effects a particular transaction and, on occasion, the amount of commission the Private Fund pays for such trade. Avalon may "trade away" for specific trades, executing trades through brokers other than the Custodian in order to gain access to greater inventory or better price or execution. Avalon may recommend Custodians to provide specific services to the Account, allowing the Account to operate effectively and efficiently. For example, Avalon may gain electronic access to Account information and trade confirmations, bulk mailing of statements to Investors or Clients, provision internet Account access to Investors or Clients, and access to specialized customer service personnel.

### **Selection of Brokers**

Avalon places orders for the purchase or sale of securities with the primary objective of obtaining prompt execution of orders at the most favorable price and execution readily obtainable from responsible broker-dealers at competitive commission rates. Avalon insists on a high standard of quality regarding execution services and deals only with brokers that can meet that standard. Avalon may also place value on brokers and dealers who are able to provide useful brokerage and research assistance.

Avalon's objective in selecting brokers and dealers and in effecting portfolio transactions is to seek to obtain the best combination of price and execution with respect to its Accounts' portfolio transactions. The best net results, giving effect to brokerage commissions (which may not be the lowest available but which ordinarily will not be higher than the prevailing competitive rate for similar types of trades), spreads and other costs, is normally an important factor in this decision, but a number of other judgmental factors are considered as deemed relevant. In applying these factors, Avalon recognizes that different broker-dealers may have different execution capabilities for different types of securities and transactions. The factors include:

- Avalon's knowledge of negotiated commission rates and spreads currently available;

- the nature of the security being traded;
- the size and type of the transaction;
- the nature and character of the markets for the security to be purchased or sold;
- the desired timing of the trade and speed of execution;
- the activity existing and expected in the market for the particular security;
- the broker-dealer's access to primary markets and quotation sources;
- the ability to effect transactions at all where a large block is involved or where liquidity is limited;
- confidentiality;
- the execution, clearance and settlement capabilities as well as the reputation and perceived soundness of the broker-dealer selected and others which are considered;
- Avalon's knowledge of actual or apparent operational problems of any broker-dealer;
- the broker-dealer's execution services rendered on a continuing basis and in other transactions;
- the broker-dealer's reliability in executing trades, keeping records and accounting for and correcting its trade errors;
- the broker-dealer's ability to accommodate Avalon's needs with respect to one or more trades, including willingness and ability to maintain quality execution in unusual or volatile market conditions and, if necessary, to commit capital by taking positions in order to complete trades;
- the availability of the broker to stand ready to execute possible difficult transactions in the future;
- the quality of the communication links between Avalon's trading desk and the broker-dealer's;
- the quality of brokerage and research services provided by the broker-dealer; and,
- the reasonableness of spreads or commissions.

When buying or selling securities in dealer markets, Avalon may, subject to best execution, deal directly with market makers either on a commission basis or on a "net" basis, without paying the market maker any commission, commission equivalent or markup/markdown other than the "spread." Net trades mean that the market maker profits from the "spread," that is, the difference between the price paid (or received) by Avalon and the price received (or paid) by the market maker in trades with other broker-dealers or other customers. Most NASDAQ Stock Market securities are now traded on a commission basis as more and more market makers shift from principal to agency trading.

Occasionally, Avalon may execute over-the-counter trades on an agency basis rather than directly through a market maker. In these situations, the broker used by Avalon then acquires

or disposes of a security through a market maker. The transaction may be subject to a mark-up or mark-down. Avalon uses a broker in such instances only when consistent with its duty to seek best execution for Client transactions. The use of a broker in this manner may benefit Clients by providing anonymity in connection with a transaction or because the broker may have greater expertise or capability in connection with market access and transaction execution. Avalon has found that it may not receive the same level of service through a market maker as through a broker-dealer trading on an agency basis.

Avalon may cause its Clients to engage in “step out” transactions in which the Client pays commissions in respect of a transaction to one broker, but the transaction is executed by a second broker. Avalon will only cause its Clients to engage in such transactions if doing so is consistent with Avalon’s duty to seek best execution.

Avalon may use an Electronic Communications Network (“ECN”) or Alternative Trading System (“ATS”) to effect such over-the-counter trades when, in Avalon’s judgment, the use of an ECN or ATS may result in equal or more favorable overall executions for the transactions. Avalon pays a commission to an ECN or ATS that, when added to the price, is still better than the overall execution price that might have been attained trading “net” with a market maker.

At least annually, and as appropriate depending upon trading volume, Avalon’s trading committee (“the Committee”) and other appropriate members of Avalon’s staff meet to review trading practices and activities. These meetings include evaluating the quality of executions received and commission rates paid by discretionary accounts, in order to determine if any changes should be made in their brokerage arrangements. The goal of this process is to promote reasonable, good faith judgment to select broker-dealers or other trading venues that will consistently provide quality execution at acceptable cost.

In allocating transactions to broker-dealers and consistent with Avalon’s policies and procedures, Avalon considers the value of brokerage and research services provided by a broker-dealer, as long as such consideration does not jeopardize the objective of seeking best price and execution for Client transactions. Broker-dealers typically provide a bundle of services including research and execution of transactions. Under its discretionary authority and consistent with the duty to seek best execution, Avalon may direct brokerage transactions for Client Accounts to broker-dealers who provide Avalon with useful research and brokerage products and services.

### **Research and Other Soft-Dollar Benefits**

Research services provided by a broker-dealer can be either proprietary (*i.e.*, created and provided by the broker-dealer, including tangible research as well as access to analysts and traders) or third-party (*i.e.*, created by a third-party but provided by the broker-dealer). The brokerage commissions used to acquire research in these arrangements are known as “soft dollars.” Avalon uses soft-dollars to acquire either or both types of research; however, Avalon will not enter into any agreement or understanding with a broker-dealer that would obligate Avalon to direct a specific amount of brokerage transactions or commissions for such research (or brokerage) services. Certain broker-dealers may state in advance the amount of brokerage commissions they require for some services and the applicable cash equivalent. Research or brokerage services that acquired by Avalon with soft dollars include, without limitation and to the extent permitted by applicable law:

- (i) research reports on companies, industries and securities;
- (ii) economic and financial data;

- (iii) financial publications;
- (iv) broker-sponsored industry conferences; and,
- (v) market data related software and services.

Section 28(e) of the Securities Exchange Act of 1934, as amended, provides a “safe harbor” that allows an investment advisor to pay for research and brokerage services with the commission dollars generated by Client Account transactions. Under SEC interpretations, client commissions may be used for certain research and brokerage-related products and services that assist Avalon in meeting its Clients’ investment objectives or in managing the Clients’ accounts. The receipt of these services in exchange for soft dollars benefits Avalon. Specifically, at no cost to the firm, Avalon may:

- (i) supplement or assist Avalon’s own research and analysis activities, by, for example, arranging or conducting meetings between Avalon and managements of individual companies to allow Avalon to converse with company officials;
- (ii) receive the views of and information from individuals and research staffs of other securities firms; and,
- (iii) gain access to persons having special expertise on certain companies, industries, areas of economy and market facts.

Therefore, Avalon has an incentive to direct Client Account transactions to broker-dealers that provide research or other products or services. Avalon may allocate brokerage commissions for brokerage and research services that are also available for cash, when appropriate and permitted by law. While the receipt of research in exchange for soft dollars is not expected to reduce Avalon’s normal research activities, Avalon’s expenses could increase materially if it attempted to generate such additional information and services through its own staff. Avalon may also pay cash for certain services.

Avalon’s policies on the use of soft dollars are consistent with the safe harbor except where otherwise disclosed to Clients or Investors. In determining whether to “pay up” for a particular execution, Avalon evaluates whether the related product(s) or service(s) provided by the broker:

- (i) with respect to research items, consist of advice, analyses or reports containing substantive content with respect to appropriate subject matter(s) or (ii) with respect to brokerage items, are sufficiently related to the trading, clearance or settlement of securities transactions and are provided and/or used during the time period beginning when Avalon communicates with the relevant broker-dealer for the purpose of transmitting an order for execution and concluding when the funds or securities are delivered to the advised account or the agent of the accountholder;
- provide lawful and appropriate assistance to Avalon in carrying out its relevant responsibilities to Client Accounts; and,
- are acquired for an amount of commissions which is reasonable in relation to the value of the product or service.

These determinations are made by and based primarily on the professional opinions of the persons responsible for the placement and review of such transactions. Such opinions are formed on the experience of these individuals in the securities industry and information available to them concerning the level of commissions being paid by other investors of comparable size and type. Avalon may select broker-dealers based on its assessment of each

broker-dealer's ability to provide quality executions and its belief that the research, information and other services provided by such broker-dealer may benefit Client Accounts. It is not possible to place a dollar value on the quality executions or on the brokerage and/or research services Avalon receives from broker-dealers effecting transactions in account securities. Accordingly, broker-dealers selected by Avalon may be paid commissions for effecting account transactions for Client Accounts in excess of amounts other broker-dealers would have charged for effecting similar transactions if Avalon determines in good faith that such amounts are reasonable in relation to the value of the brokerage and/or research services provided by those broker-dealers, viewed either in terms of a particular transaction or Avalon's overall duty to its discretionary Accounts.

Research obtained with soft dollars will not always be used by Avalon for the specific Account that generated the soft dollars. The value of research and brokerage services often cannot be measured with precision. Commissions paid for such services cannot always be allocated to Clients in direct proportion to the value of the services to each Client. Because Avalon routinely batches Client transactions, brokerage commissions attributable to one or more Client Accounts may be allocated to brokers who provide statistical data and other research used by Avalon in managing the Accounts of other Clients, and vice versa. Although it is often inevitable (at least in the short run) that commissions paid by other Accounts may, in effect, subsidize services that benefit other Accounts, Avalon's various sources of research and brokerage services enable Avalon to make better investment decisions and execute more effective trades. Therefore, Avalon does not usually attempt to allocate the relative costs or benefits of research among Client Accounts because it believes that, in the aggregate, the research it receives benefits Clients and assists Avalon in fulfilling its overall duty to Clients.

Avalon may use soft dollars to pay for any specific service or for any portion of its "mixed use" items (products or services that provide both research and non-research benefits). If Avalon chooses to obtain a particular product, it may use available soft dollar credits and pay cash to make up any difference. If the product or service obtained by Avalon is a mixed use item, Avalon may use soft dollars for the research portion and pay cash for the non-research portion. Although the allocation between soft dollars and cash is not always capable of precise calculation, Avalon will make a good faith effort to allocate such items reasonably. Records of any such allocations and payments will be prepared and maintained.

Trades executed in a Client Picks Account, Avalon equity accounts or odd lot trades executed through Advent's Moxy® trade order management system may generate soft dollars with Bloomberg Tradebook, LLC, Instinet, LLC "INSTINET®" or other providers. Client Picks Accounts may be generating soft dollars which are then used by other Client Accounts, creating a potential conflict of interest between Clients.

### **Brokerage for Client Referrals**

Avalon does not enter into agreements with, or make commitments to, any broker-dealer that would bind Avalon to compensate that broker-dealer, directly or indirectly, for client referrals through placement of brokerage transactions. Excluding ERISA Accounts, where one or more broker-dealers is believed capable of providing an equivalent quality of execution for a particular portfolio transaction, Avalon may select a broker-dealer in recognition of the broker-dealer's past referral of the Client for whom the transaction is being executed, or of other Clients, or in anticipation of possible future referrals from the broker-dealer. Avalon may have an incentive to select a broker-dealer that has referred, or may in the future refer, a client to Avalon. In doing so, unless otherwise specifically disclosed to the Client, Avalon will not cause an account to pay higher commissions, concessions or mark-ups/downs than would otherwise

be obtainable in connection with such a transaction from broker-dealers that do not provide such referrals but which otherwise provide similar execution quality services (including, as applicable, soft dollar services) for Avalon. Clients may limit Avalon's discretion by directing Avalon to trade through a particular broker-dealer, including one which may have referred the Client to Avalon. Additionally, Avalon may exercise its discretion to execute transactions through broker-dealers that also refer Clients when the use of such a broker-dealer is consistent with Avalon's duty to seek best execution and without consideration of such referrals as a factor in the brokerage decision.

### **Client Directed Brokerage**

While Avalon generally selects broker-dealers to execute transactions for discretionary Clients, in limited circumstances, Avalon accepts direction from Clients as to which broker-dealer(s) should or must be used. Clients may direct Avalon to use particular broker-dealers to execute account transactions for their Accounts. If the Client directs the use of a particular broker-dealer, Avalon generally asks the Client specify, in writing:

- (1) general types of securities for which the designated firm should be used; and,
- (2) whether the designated firm should be used for all transactions.

Clients who, in whole or in part, direct Avalon to use a particular broker-dealer to execute Account transactions should be aware that, in doing so, they may adversely affect Avalon's ability to, among other things, negotiate commission rates or spreads, obtain volume discounts on bunched orders or to obtain best price and execution. This may occur by executing over-the-counter stock transactions with the market makers for such securities.

Transactions for a Client who directs brokerage generally will not be combined or "batched" for execution purposes with orders for the same securities for other Accounts managed by Avalon. In these instances, trades for a Client who has directed Avalon to use a particular broker or dealer to execute its trades will generally have its trades placed at the end of batched trading activity for a particular security. Accordingly, directed transactions may be subject to price movements, particularly in volatile markets, that may result in the Client receiving a price that is less favorable than the price obtained for the batched order. Under these circumstances, the direction by a Client of a particular broker or dealer to execute transactions may result in higher commissions, greater spreads, or less favorable net prices than might be the case if Avalon could negotiate commission rates or spreads freely, or select brokers or dealers based on best execution.

A broker may be recommended to an individual Account to provide custodial or other services for the Client. In those cases, transactions may be effected for the Account through the custodial broker while maintaining the primary objective noted above of obtaining the best price and execution at competitive commission rates. Avalon may also receive directives from certain Clients to direct brokerage through or to make a "best effort" to attempt to transact business with a Client-designated broker in consideration for services received solely by that Client from the broker. In such instance, only the Client's own "soft dollars" are used. Unless contrary written instructions are provided by the Client, primary consideration is given to seeking best execution of the Client's transactions and Avalon generally cannot guarantee that any particular amount of brokerage will be executed through any particular broker-dealer.

Clients should understand that directing brokerage or otherwise limiting or removing Avalon's discretion to select broker-dealers to execute their Account transactions may affect the quality

of executions for their Account. In such circumstances, best price and execution may not be achieved.

### **Commission Rates or Equivalentents**

Avalon endeavors to be aware of current charges of eligible broker-dealers and to minimize the expense incurred for effecting portfolio transactions to the extent consistent with the interests and policies of its Accounts. Avalon periodically reviews the quality of executions received from the broker-dealers it uses and may consider the services of other broker-dealers who may be available to execute Client transactions when evaluating Avalon's best execution efforts. Any broker-dealer that has provided (or may be reasonably expected to provide) acceptable performance and whose financial condition and commission rates are acceptable to Avalon may be selected to execute transactions for Client Accounts. Avalon may choose to maintain an "approved broker list" consisting of such broker-dealers; however, broker-dealers not on such a list may still be selected if Avalon believes that using such a broker-dealer is consistent with its duty to seek best execution of Client transactions.

Avalon may choose to set non-binding ranges for commission rates or negotiate with broker-dealers when possible. However, Avalon will not select broker-dealers solely on the basis of "posted" commission rates nor always seek in advance competitive bidding for the most favorable commission rate applicable to any particular portfolio transaction. Although Avalon generally seeks competitive commission rates, it will not necessarily pay the lowest commission or commission equivalent. Transactions may involve specialized services on the part of the broker-dealer involved resulting in higher commissions or their equivalentents than would be the case with transactions requiring more routine services.

Avalon uses a number of different broker-dealers and may pay higher commission rates (or equivalentents) to those whose execution capabilities, brokerage or research services, or other legitimate and appropriate services or efforts on Avalon's behalf are particularly helpful in seeking good investment results for Clients. Avalon recognizes that some brokerage firms are better than others at executing certain types of orders. Thus, it may be in the best interest of Avalon's Clients to use a broker-dealer whose commission rates are not the lowest, but whose executions may result in more favorable results as a result of decreased transaction costs or otherwise. The overriding consideration in allocating Client orders for execution is the maximization of returns through a combination of controlling transaction and securities costs (or maximizing proceeds) and seeking the most effective uses of the broker-dealers' relevant capabilities.

The reasonableness of commissions is based on the broker's ability to provide professional services, competitive commission rates, research, and other services which will help Avalon in providing investment management services to Clients. Avalon may, therefore, use a broker-dealer who provides useful research and brokerage services even though a lower commission might be charged for the same transaction by a broker-dealer who offers no research services and minimal transaction assistance. In this connection, Avalon makes a good faith determination that the amount of commission is reasonable in relation to the value of the research and/or brokerage services provided, viewed in terms of either the specific transaction or Avalon's overall responsibility to its Clients. However, the extent to which commission rates or net prices reflect the value of these services often cannot be readily determined.



## Order Aggregation

Because the size and mandate of Client Accounts often differ, the securities held in Client Accounts may not be identical. In appropriate circumstances, any Account managed by Avalon may purchase or sell a security prior to (or after) other portfolios managed by Avalon. This could occur, for example, as a result of the specific investment objectives of the Client, different cash resources arising from contributions or withdrawals, or the purchase of a small position to assess the overall investment desirability of a security.

Transactions for each Client Account are generally effected independently, unless Avalon decides to purchase or sell the same securities for several Clients at approximately the same time. Because Accounts that are managed in similar styles often have similar or identical portfolio compositions and weightings, Avalon may seek to acquire or dispose of the same security for multiple portfolios contemporaneously. As part of the duty to seek best price and execution and consistent with relevant investment advisory agreements, Avalon may, but is not required to, “bunch” or batch together such trades and allocate the trades, in a fair and equitable manner over time, across participating Accounts. Avalon may include proprietary and personnel Accounts in such aggregate trades, subject to its duty of seeking best execution and to its Code of Ethics. Prices received by Avalon personnel participating in a batch trade will be no better than the average price assigned to participating Client Accounts. Executing transactions on a batched basis may facilitate best execution by, for example, allowing Avalon to negotiate more favorable commission rates or prices, to obtain more timely or equitable executions or to reduce overall transaction costs and charges.

Avalon seeks to aggregate trade orders in a manner consistent with its duty to:

- (1) seek best execution of Client orders;
- (2) treat all Clients fairly and equitably over time; and,
- (3) not systematically advantage or disadvantage any Client or group of Clients.

When a decision is made to aggregate transactions for multiple Accounts, Avalon will allocate the results of those transactions to participating Accounts in a manner that is fair and equitable over time. When a bunched order is filled in its entirety, each participating Account will participate at the average price paid or received, per share or unit, on that day for the bunched order, based, generally, on the initial amount requested for the Account (subject to certain size- or cost-related exceptions), and each participating Account will pay or receive the average share or unit price for the portion of the bunched order filled on that same business day and will pay associated transaction costs based on that Account’s participation in the bunched trade. When a bunched order is partially filled, Avalon will allocate the order in accordance with relevant written allocation and aggregation procedures, described generally below.

*Pro rata* allocation is generally used when a batch order, which usually involves only non-directed Accounts and seeks only liquid, actively traded securities, cannot be fully executed in a single day, unless the Client has expressly directed otherwise. The partial fill is generally allocated among the participating Client Accounts based on the size of each Account’s original order, subject to rounding in order to achieve “round lots.” Unexecuted orders will continue until the block order is completed or until all component orders have been cancelled. New orders for the same security will be aggregated with any remaining unexecuted orders and will continue in the same manner. Avalon will generally apply a minimum order allocation amount of 100 shares, which may be adjusted based on market convention associated with the particular security. Similar market conventions may be applied to fixed income trades. If

remaining positions are too small to satisfy the minimum order amount, Avalon may decide to allocate the remaining shares to those Accounts seeking large positions which were unfilled. Avalon may also decide to allocate remaining shares to those Accounts whose orders would be completed as a result of the allocation. Avalon may allocate on a basis other than *pro rata*, if, under the circumstances, Avalon believes that such other method of allocation is reasonable, does not result in improper or undisclosed advantage or disadvantage to participating Accounts and results in fair access over time to investment and trading opportunities for all eligible Accounts. For example, Avalon may identify investment opportunities that are appropriate for one Account or group of Accounts but not others (or with respect to which a relatively higher weighting is appropriate for one Account or group of Accounts over others) based on such factors as: investment objectives and style; risk/return parameters; legal, regulatory and client requirements or restrictions; tax status; account size; sensitivity to turnover; available cash; and cash flows. Consequently, Avalon may determine that it is appropriate to place a given security in one Account rather than another, or to allocate a security more heavily to particular Accounts over others. Other non-*pro rata* methods that Avalon may employ include rotational allocation and random allocation. Alternative methods of allocation may be especially appropriate when the transaction size is too limited to be effectively allocated *pro rata* among all eligible managed Accounts.

Avalon may also consider the following when allocating trades:

- cash flow changes (including available cash, redemptions, exchanges, capital additions and capital withdrawals) which may provide a basis to deviate from a pre-established allocation as long as it does not result in an unfair advantage to specific Accounts or types of Accounts over time;
- Clients with specialized investment objectives or restrictions emphasizing investment in a specific category of securities may be given priority over other Accounts in allocating such securities;
- the proportion that the size of the Client's order bears to the total amount desired by all Clients;
- the size of each Account's original order;
- the desire to achieve "round lots";
- the relative size of the participating Accounts;
- each participating Account's current holdings of the security and other securities; and,
- for bond trades, street convention and good delivery may dictate minimum size and par amounts.

### **Directed Brokerage**

Clients who direct Avalon to use a particular broker dealer may be unable to participate in batched transactions. There may be circumstances where a directed broker would be expected to provide better execution for Clients making such a direction than could be obtained by including those Clients' transactions in the batched order and, in such cases, those transactions will be executed through the directed broker. When possible, Avalon

endeavors to include such Clients in batched transactions through the use of “step outs”. Where not included in a batched order, these orders will be executed at the end of any aggregated trading activity. Accordingly, such orders may be subject to price movements, particularly in volatile markets, that may result in a price (without giving effect to relevant transaction costs) that is less favorable than the price obtained for the aggregated order.

While Avalon may effect trades in this manner to reduce the overall level of brokerage commissions paid or otherwise enhance proceeds or other benefits of the trade for their Clients, Avalon may direct transactions to brokers based on both their ability to provide high quality execution and the nature and quality of research services. As a result, Clients may not always pay the lowest available commission rates where their trades are effected in this manner, so long as Avalon seeks to obtain best price and execution, under the circumstances and considering the research and brokerage services provided.

### **Cross Trades**

Avalon may cause an Account to purchase or sell securities from or to, as the case may be, another Account in a “cross trade.” When engaging in cross trades, Avalon follows policies and procedures designed to ensure that participating Accounts are treated fairly and that an appropriate price is assigned to the crossed security. In certain circumstances, cross trades may reduce execution-related costs for participating Accounts. Under applicable law, ERISA accounts may be limited in their ability to engage in cross trades.

### **Allocation of Initial Equity Public Offerings “IPOs”**

Avalon generally does not invest Client Accounts in IPOs. If that Avalon determines to invest Client Accounts in IPOs, as defined in relevant rules established by the Financial Industry Regulatory Authority (“FINRA”), such investments will be allocated fairly and consistently with FINRA Rules 5130 and 5131. This rule which provides that broker-dealers, their affiliates and certain other persons (“restricted persons”) may not be able to participate in IPOs. Only Accounts that are eligible under Rules 5130 and 5131 to participate in profits and losses attributable to IPOs (“eligible Accounts”) will be permitted to receive allocations of new issues. Avalon will generally make allocations of IPOs on a *pro rata* basis among eligible Accounts. However, when allocating IPOs, Avalon may consider relevant tax implications for the Client Account and to what extent the Client’s Account custodian is capable of executing same day trades in IPOs.

Avalon’s Code requires that any investment in an IPO by an access person be pre-cleared by Avalon’s CCO. Avalon does not generally grant such requests.

### **Trade Error Corrections**

Avalon’s trading desk seeks to execute transactions as instructed by the portfolio manager and in accordance with our duty of care. However, occasionally, errors will occur. When Avalon is responsible for a trade error, Avalon, rather than the Client, bears the costs and risks of erroneous trades. When a trade error is discovered by a trader or other relevant person, the error is documented and Avalon transfers the error to its “error account” when possible at the price paid or received by the Client and seeks to unwind the position as quickly as is practicable. (If a Client has directed Avalon to use a particular broker or custodian, the trade error policy of that broker or custodian will dictate the trade error mechanics.) Avalon bears the economic risk on positions in the error account – if the corrective transaction results in a loss, Avalon absorbs the loss and if the corrective transaction results in a gain, Avalon keeps

the gain. Additionally, Avalon or the broker or custodian absorbs all brokerage or other transaction costs related to correcting errors.

## REVIEW OF ACCOUNTS

Review of the Accounts is ongoing and continuous by the Client Advisor assigned to the Account. Such reviews will include an examination of the Account's strategy, performance and other matters. The Client Advisor assigned to a Client will also discuss the Client's overall strategy and goals no less than twice annually, or at Client request.

Avalon maintains trade confirmations for each Client. Clients are encouraged to contact Avalon if there are any changes in their financial situation or investment objectives.

Clients are able to access and review their Accounts and portfolios online at all times. Quarterly reports provided to Avalon Clients contain: (i) the assets held in the Account; (ii) the performance of the Account in both percentage and dollars; and, (iii) any transactions in the Account during that quarter. Each Client receives an annual Realized Gains & Loss Report.

Quarterly reports from Avalon to each Client will reflect each Client's position, as appropriate, in a private fund for which the Client receives Client Advisory Services.

Investors in Private Funds will receive such reports as are provided for in the relevant Private Fund's PPM. To comply with the Custody Rule, the Private Fund's advisor may choose to provide annual audit reports within 120 days following the Private Fund's fiscal year end (180 days for a fund of funds). Annual reports include or are accompanied by information with respect to the performance of the Private Fund, information regarding the Investor's capital Account, and certain tax reporting information (e.g., Form K-1). Investor reports are generally issued quarterly, and may include valuations of the Private Fund's assets, transaction summaries and the value of an Investor's interest in the Private Fund as well as unaudited financial information including the performance of the Private Fund against an appropriate benchmark.

Investors in Avalon Private Funds will receive reports as are provided for in the relevant documents. In order to comply with the Custody Rule, Avalon provides annual audit reports within 120 days following the fiscal year end of High Income Municipal Fund and 180 days following the fiscal year end of Avalon Carlyle, AGRA and APEF. Such annual reports include or are accompanied by information with respect to the performance of the Avalon Private Fund, as well as information regarding the investor's capital Account, and certain tax reporting information (e.g., Form K-1). As appropriate, Investors in High Income Municipal Fund receive quarterly updates on the performance of each fund. Investors in Avalon Carlyle, AGRA and APEF are provided with quarterly reports containing descriptive investment information and other information necessary for tax return preparation.

Avalon may rely on information provided by third parties in preparing reports and a third party may assist in preparing or distributing reports. Where reports include or rely upon information from a source other than Avalon (e.g., index information when a report includes a comparison of the Account's performance to that of an index), Avalon attempts to obtain such information from reliable sources. The accuracy of such information cannot be guaranteed. As noted in the "Fees and Compensation" section, reports may include or rely upon fair value determinations made by Avalon or a third party. While such valuations are made in good faith, their actual or empirical accuracy cannot be guaranteed.

Avalon personnel are available to meet with Clients and Investors upon request. Upon reasonable request, we will tailor reporting to meet the particular needs of a Client.

## **CLIENT REFERRALS AND OTHER COMPENSATION**

Avalon's use of a prime broker or Custodian may yield increased administrative ease and, therefore, increased profitability for Avalon.

## **CUSTODY**

In response to Client requests for assistance with third-party wire and other asset-transfer requests, Avalon may operate under a standing letter of authorization or may instruct custodians on a client's instruction to move assets to third parties. In these cases, Avalon may be deemed to have "custody" of Client accounts within the meaning of the Custody Rule. As required by the Investment Adviser Custody Rule 206(4)-2(a)(4), Avalon has contracted with an independent auditor to have an annual surprise exam of Client assets to independently verify the Client funds and securities.

If Avalon is deemed to have custody over a Client Account, the Account Custodian will send the Client periodic account statements (generally monthly in the case of account activity, and at least on a quarterly basis) indicating the amounts of any funds or securities in the Account as of the end of the statement period and any transactions in the Account during the statement period. A Client should review these statements carefully. Additionally, a Client should contact Avalon immediately if Account statements are not received from the Account Custodian on at least a quarterly basis.

As noted in the "Review of Accounts" section, Avalon may provide each Client, with reports or account statements providing information about the Client's Account(s). Each Client should compare these carefully to the account statements received from the Account Custodian. If the Client discovers any discrepancy between the account statements, the Client should contact Avalon and the Account Custodian immediately.

Because an entity related to Avalon serves as general partner or managing member of an Avalon Private Fund, Avalon is also deemed to have custody over the Avalon Private Funds within the meaning of the Custody Rule. To comply with this Rule, the general partner provides each Investor in the Avalon Private Funds audited financial statements within 120 days following the Avalon Private Funds' fiscal year end (and within 180 days following the fiscal year end for any Avalon Private fund of funds.) The audit is conducted by a PCAOB registered and inspected firm. The Client should review these audited financial statements carefully. If the Client has invested in the Private Fund or an Avalon Private Fund and has not received audited financial statements timely, the Client should contact Avalon immediately.

## **INVESTMENT DISCRETION**

For discretionary accounts, the Firm has full trading authority under a limited power of attorney assigned to Avalon. As a result, Avalon will determine the following:

- the total amount of securities to buy or sell;
- the broker or dealer through whom securities are bought or sold;

- the commission rates at which securities transactions for Client Accounts are effected; and,
- the prices at which securities are to be bought or sold, which may include dealer spreads or mark-ups and transaction costs.

Except as discussed in the “Advisory Services” section, regarding Funding Accounts, Client Picks Accounts and Restricted or Control Stock Accounts, Avalon typically does not accept Accounts with limited discretion or where investments are Client-directed, but may accept Client direction as to the broker or dealer through whom securities are bought or sold. Avalon generally requires that such direction be in writing, either as part of the Client contract or otherwise. Avalon reserves the right, in its sole discretion, to change the brokerage arrangements described herein without further notice to Clients or Investors. Avalon will obtain the permission from the Client prior to opening an Account in the Client’s name at a custodian.

Where discretion has been granted to Avalon, Investment and brokerage decisions for Client Accounts are made by Avalon’s portfolio managers and traders, with assistance from other relevant personnel. In placing brokerage for such accounts, Avalon seeks to:

- determine each Client’s trading requirements;
- select appropriate trading methods, venues and agents to execute the trades under the circumstances;
- evaluate market liquidity of each investment and take appropriate steps to mitigate excessive market impact, to the extent practicable;
- maintain Client confidentiality and proprietary information inherent in the decision to trade; and,
- review the results of executions on a periodic basis.

## **VOTING CLIENT SECURITIES**

Avalon’s policy is to accept proxy voting authority only for those Client Accounts where a specific written agreement between Avalon and the Client obligates Avalon to do so. Consequently, Avalon generally will not vote proxies relating to equity securities in Client Accounts. Clients who wish to vote proxies should inform their Account Custodian to direct proxy solicitation materials to the Client.

To the extent Avalon has proxy voting authority for a Client Account, Avalon has engaged ProxyEdge, a product of Broadridge Financial Solutions, Inc. (“Broadridge”). ProxyEdge provides proxy information through an automated electronic interface based on share positions provided directly to Broadridge by the Client’s custodian or by means of direct input from Avalon. Glass, Lewis & Co, LLC (“Glass Lewis”) is an unbiased, unaffiliated third-party proxy voting service integrated with the ProxyEdge electronic interface. Proxies are generally voted in accordance with Glass Lewis recommendations for all client types.

A Client may contact Avalon to request receipt of information about how Avalon voted proxies for the Client’s Account, if applicable, or to obtain a copy of Avalon’s Proxy Voting Policy.

## **FINANCIAL INFORMATION**

Avalon is not aware of any financial conditions that are reasonably likely to impair the Firm's ability to meet its contractual commitments to its Clients.

# AVALON

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Part 2B of Form ADV: Brochure Supplements



## **Michael J. Cregan**

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February 2, 2017

This brochure supplement provides information about Michael J. Cregan that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Michael J. Cregan is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### Michael J. Cregan, born 1964

Mr. Cregan re-joined Avalon Advisors in 2013 and is a Managing Director and Portfolio Manager of the Tax Exempt Fixed Income Portfolio. Mr. Cregan began his financial career after college, joining Paine Webber's Municipal Bond Group in New York, where he covered large institutions. Mr. Cregan moved to Houston in 1989, joining Texas Commerce Bank, where he served as sales person, sales manager and trader, covering fixed income products for large institutional buyers. At the time of his departure in 2002, he held the position of Vice President, Fixed Income Division, of the successor institution, J.P. Morgan Investment Bank. From 2002 to 2011, Mr. Cregan was a Partner of Avalon Advisors, responsible for managing tax-exempt and taxable fixed income portfolios. He was unemployed from September 2011 to September 2012. Most recently, Mr. Cregan was Principal and Head of third-party marketing at Elevation, LLC, a Charlotte, NC-based institutional broker-dealer.

Mr. Cregan received a Bachelor of Arts *cum laude* in Economics from Washington and Lee University, Lexington Virginia in 1985.

## DISCIPLINARY INFORMATION

Mr. Cregan has no disciplinary, legal events or sanctions to disclose.

## OTHER BUSINESS ACTIVITIES

Mr. Cregan is not involved in any revenue generating outside business activities.

## ADDITIONAL COMPENSATION

Mr. Cregan receives no compensation beyond that from Avalon.

## SUPERVISION

Mr. Cregan's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. Charles Luke can be reached at (713) 238-2050.

## **Harry M. Flavin, CFA**

### **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about Harry M. Flavin that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Harry M. Flavin is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### **Harry M. Flavin, CFA, born 1943**

Harry M. Flavin is a Managing Director and Client Advisor at Avalon Advisors. Prior to joining Avalon, Mr. Flavin was the Chairman at Matterhorn Capital Management where he provided macroeconomic and technical analysis, and served as a Senior Relationship Manager. Mr. Flavin also worked at Austin Calvert and Flavin, Inc. During his tenure there, he was CEO and Chief Investment Officer, growing assets from \$500 million to \$1.8 billion before the firm was sold to Waddell & Reed in 2000. After the sale, he served as Senior Vice President of the mutual fund and fund manager while remaining Chief Investment Officer of the San Antonio firm. Before that, he was a founding principal of Daniel Breen & Co., a Houston based money management firm, where he served as Chief Investment Strategist and Lead Analyst. The firm grew from start up to \$1.1 billion in assets in five years. Mr. Flavin began his investing career as an Equity Research Analyst for Rotan Mosle, Inc. and then served as an Equity Research Analyst for Merrill Lynch in their New York Research Department.

Mr. Flavin is a Chartered Financial Analyst and has been recognized by Greenwich Associates as a top ranked Equity Analyst and also by Institutional Investor Magazine as an Equity Research All-American Team Member. Mr. Flavin is a Member of the Investment Committee of the East Foundation, is a Trustee of the Wyoming Catholic Ministries Foundation of the Diocese of Cheyenne, Wyoming, a Prison Ministry Director in association with the Oblate School of Theology and the Texas Criminal Justice System (Briscoe Unit) and a member of Legatus International. Mr. Flavin is a Past President of the Houston Society of Financial Analysts, a Former Board of Trustee of the Historical Centre Foundation (San Fernando Cathedral), a Former Board of Trustees and Investment Committee of Catholic Community Society of the Archdiocese of San Antonio, and a Former Board of Trustee of Our Lady of the Lake University.

Mr. Flavin received his M.B.A. from University of Pennsylvania, Wharton School of Business, majoring in finance, in 1967. He earned a B.S. in Chemical Engineering from the University of Texas in 1964, and has held his Chartered Financial Analyst designation since 1977.

### *Chartered Financial Analyst Designation*

The Chartered Financial Analyst designation, or CFA charter, is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets.

To become a Chartered Financial Analyst, an individual must satisfactorily fulfill the following requirements:

- Education – Complete the CFA Program. The curriculum includes Ethical and Professional Standards, Quantitative Methods (such as the time value of money and statistical inference), Economics, Financial Reporting and Analysis, Corporate Finance, Analysis of Investments (stocks, bonds, derivatives, venture capital, real estate, etc.), and Portfolio Management and Analysis (asset allocation, portfolio risk, performance measurement, etc.).
- Examinations – Pass the comprehensive exams required by the CFA Program, which is organized into three levels, each culminating in a six-hour exam. Completing the program takes most candidates between two and five years.

- Experience – Possess a bachelor's degree from an accredited institution (or have equivalent education or work experience) and have 48 months of qualified, professional work experience.
- Ethics – Obligated to adhere to a strict Code of Ethics and Standards governing professional conduct.

#### **DISCIPLINARY INFORMATION**

Mr. Flavin has no disciplinary, legal events or sanctions to disclose.

#### **OTHER BUSINESS ACTIVITIES**

Mr. Flavin is not involved in any revenue generating outside business activities.

#### **ADDITIONAL COMPENSATION**

Mr. Flavin receives no compensation beyond that from Avalon.

#### **SUPERVISION**

Mr. Flavin's work is supervised from Avalon's Houston office, located at 2929 Allen Parkway, Suite 3000, Houston, TX 77019-7124. He is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. David Jesulaitis can be reached at (713) 238-2050.

# **Ryan W. Fletcher**

## **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about Ryan Fletcher that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Ryan Fletcher is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Ryan W. Fletcher, born 1978**

Mr. Fletcher joined Avalon in March 2007 and currently is a Director, Relationship Manager on the Wealth Management Team. Originally from Chicago, Mr. Fletcher received his Bachelor of Science in Business Administration with a minor in Finance from California Polytechnic State University, San Luis Obispo in 2001. After graduation, he worked in an operational and reporting role at Fisher Investments in Woodside, California, and in 2005, relocated to San Francisco-based Advent Software, where he was a consultant.

## **DISCIPLINARY INFORMATION**

Mr. Fletcher has no disciplinary, legal events or sanctions to disclose.

## **OTHER BUSINESS ACTIVITIES**

Mr. Fletcher is a Registered Representative of Avalon Wealth Management LLC ("AWM"), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

## **ADDITIONAL COMPENSATION**

Mr. Fletcher receives no compensation beyond that from Avalon.

## **SUPERVISION**

Mr. Fletcher's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. David Jesulaitis can be reached at (713) 238-2050.

# **Robert Gauntt**

## **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about Robert Gauntt that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Robert Gauntt is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).



## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Robert Gauntt, born 1962**

Mr. Gauntt is a Managing Partner at Avalon Advisors and a member of Avalon's Board of Directors. Prior to founding Avalon, Mr. Gauntt worked as a principal in Morgan Stanley's Private Client services group from 1996 until 2001. From 1990 until 1996, he was directly involved in the equity portfolio management for Private Clients of Goldman Sachs' Private Client group, where he held the position of Vice President at the time of his departure. He obtained his Masters of Business Administration from the University of Texas Graduate School of Business in 1990. Between 1985 and 1988, he worked for Paine Webber, Inc. in New York and London. He earned his Bachelor of Business Administration from the University of Texas in 1985.

## **DISCIPLINARY INFORMATION**

Mr. Gauntt has no disciplinary, legal events or sanctions to disclose.

## **OTHER BUSINESS ACTIVITIES**

Mr. Gauntt is a Registered Representative of Avalon Wealth Management LLC ("AWM"), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

## **ADDITIONAL COMPENSATION**

Mr. Gauntt receives no compensation beyond that from Avalon.

## **SUPERVISION**

Mr. Gauntt's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through periodic meetings and performance evaluations. For further information, Mr. Chase Robison can be reached at (713) 238-2050.

**Stefan F. Gräter, PhD, CFA, CFP®**

## **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about Stefan F. Gräter that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Stefan F. Gräter is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### **Stefan F. Gräter, PhD, CFA, CFP®, born 1968**

Dr. Stefan F. Gräter is a Managing Director and Equity Portfolio Manager at Avalon Advisors. Prior to joining Avalon, Dr. Gräter was Partner and Equity Portfolio Manager at Matterhorn Capital Management since its inception. At Matterhorn Capital Management he was active in building an institutional asset management firm offering equity investment strategies with downside protection and risk adjusted returns and a client-centered culture committed to integrity and responsible stewardship. Dr. Gräter served as the portfolio manager for all the firm's value strategies and was the value co-manager for all blended strategies. Dr. Gräter started his professional career with BKS Group in Pretoria as a civil engineer. In that capacity, he performed project management, feasibility studies, designs and research. Dr. Gräter is a Chartered Financial Analyst and a member of the CFA Institute and CFA Society San Antonio. In addition, Dr. Gräter serves on the Board of Trustees for the Southwest School of Art and the KLRN Endowment Fund.

Dr. Gräter obtained his PhD Civil Engineering from the University of Texas in 1996, his Masters of Science in Transportation Engineering from the University of Texas in 1994, and his Bachelors of Engineering in Civil Engineering from the University of Pretoria, South Africa in 1989. Dr. Gräter completed all requirements to use the Chartered Financial Analyst designation in 2003, and is also a Certified Financial Planner as of 2004.

### *Chartered Financial Analyst Designation*

The Chartered Financial Analyst designation, or CFA charter, is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets.

To become a Chartered Financial Analyst, an individual must satisfactorily fulfill the following requirements:

- Education – Complete the CFA Program. The curriculum includes Ethical and Professional Standards, Quantitative Methods (such as the time value of money and statistical inference), Economics, Financial Reporting and Analysis, Corporate Finance, Analysis of Investments (stocks, bonds, derivatives, venture capital, real estate, etc.), and Portfolio Management and Analysis (asset allocation, portfolio risk, performance measurement, etc.).
- Examinations – Pass the comprehensive exams required by the CFA Program, which is organized into three levels, each culminating in a six-hour exam. Completing the program takes most candidates between two and five years.
- Experience – Possess a bachelor's degree from an accredited institution (or have equivalent education or work experience) and have 48 months of qualified, professional work experience.
- Ethics – Obligated to adhere to a strict Code of Ethics and Standards governing professional conduct.

Certified Financial Planner Designation

The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered CFP (with flame design) marks (collectively, the “CFP® marks”) are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”).

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor’s Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
- Examination – Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and,
- Ethics – Agree to be bound by CFP Board’s Standards of Professional Conduct. Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:
  - Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the Code of Ethics and other parts of the Standards of Professional Conduct; and
  - Ethics – Renew an agreement to be bound by the Standards of Professional Conduct. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care.
- CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board’s enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

**DISCIPLINARY INFORMATION**

Dr. Gräter has no disciplinary, legal events or sanctions to disclose.

**OTHER BUSINESS ACTIVITIES**

Dr. Gräter is not involved in any revenue generating outside business activities.

**ADDITIONAL COMPENSATION**

Dr. Gräter receives no compensation beyond that from Avalon.

**SUPERVISION**

Dr. Gräter's work is supervised from Avalon's Houston office, located at 2929 Allen Parkway, Suite 3000, Houston, TX 77019-7124. He is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. Lartigue can be reached at (713) 238-2050.

# **Pamela Janysek**

## **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about Pamela Janysek that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Pamela Janysek is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Pamela Janysek, born 1985**

Ms. Janysek joined Avalon in 2013 and currently is an Associate Director, Relationship Manager on the Wealth Management Team. Ms. Janysek began her career in financial services as a Service Manager for Wells Fargo in Austin Texas, managing a teller-team and responsible for introducing customers to new products and services from 2008 to 2010. From 2010 to 2013, she worked with Geraci & Co. Wealth and Investment Advisors in The Woodlands, Texas as a Client Service Manager. (Ms. Janysek's employer was affiliated with broker dealer and registered investment adviser VSR Financial Services, Inc. until January 2013 and later with broker-dealer SagePoint Financial, Inc. and wealth management CPA firm Dixon & Company.) Consequently, immediately prior to joining Avalon, Ms. Janysek was a Client Service Manager with Dixon & Company, and a Registered Assistant with its broker-dealer, SagePoint Financial, Inc., in The Woodlands, Texas.

Ms. Janysek received a Bachelor of Science in Business Administration and a Master in Business Administration (Marketing) from Texas State University-San Marcos in 2007.

## **DISCIPLINARY INFORMATION**

Ms. Janysek has no disciplinary, legal events or sanctions to disclose.

## **OTHER BUSINESS ACTIVITIES**

Ms. Janysek is a Registered Representative of Avalon Wealth Management LLC ("AWM"), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

## **ADDITIONAL COMPENSATION**

Ms. Janysek receives no compensation beyond that from Avalon.

## **SUPERVISION**

Ms. Janysek's work is supervised from Avalon's Houston office, located at 2929 Allen Parkway, Suite 3000, Houston, TX, 77019-7124. She is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. David Jesulaitis can be reached at (713) 238-2050.

## **David J. Jesulaitis, JD**

### **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about David Jesulaitis that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about David Jesulaitis is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).



## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### David J. Jesulaitis, JD, born 1968

Mr. Jesulaitis leads the Wealth Management Team and is a Partner, Client Advisor at Avalon Advisors. He joined Avalon in 2005. From 1991 to 1992, Mr. Jesulaitis was a tax associate at KPMG where he focused on corporate and individual planning issues. Upon graduation from law school in 1995, he joined Verner, Lipfert, Bernhard, McPherson & Hand as an associate in the corporate restructuring and tax group. He represented clients on both debtor and creditor issues and was involved in several of the most prominent corporate restructurings of the 1990s. In 1998, Mr. Jesulaitis returned to KPMG to help lead a newly formed tax planning group. From 1998 to 2005, Mr. Jesulaitis was responsible for leading tax planning initiatives for Fortune 1000 clients, middle market corporations and high net worth individuals. He became a partner in 2003 and subsequently held various leadership positions in the firm until his departure to Avalon.

Mr. Jesulaitis received his Bachelors of Business Administration in Accounting and Finance from University of Texas at Austin in 1991. In 1995, Mr. Jesulaitis earned his Juris Doctorate *cum laude* from the University of Houston Law Center, where he was a member of the Houston Law Review.

## DISCIPLINARY INFORMATION

Mr. Jesulaitis has no disciplinary, legal events or sanctions to disclose.

## OTHER BUSINESS ACTIVITIES

Mr. Jesulaitis is a Registered Representative of Avalon Wealth Management LLC ("AWM"), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

## ADDITIONAL COMPENSATION

Mr. Jesulaitis receives no compensation beyond that from Avalon.

## SUPERVISION

Mr. Jesulaitis' work is supervised by the Management Committee and other appropriate members of the Advisers' staff through periodic meetings and performance evaluations. For further information, Mr. Chase Robison can be reached at (713) 238-2050.

## **Joanna C. Johnson, CFA**

### **Avalon Advisors, LLC**

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April 19, 2017

This brochure supplement provides information about Joanna Johnson that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Joanna Johnson is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### Joanna Johnson, born 1985

Ms. Johnson joined Avalon in January, 2014 and currently is a Senior Associate, Relationship Manager on the Wealth Management Team. After receiving a Bachelor of Business Administration degree in Finance from Texas A&M University in 2008, Ms. Johnson moved to New York, NY. There, she joined Navigant Consulting first in Houston and then in New York City, rising to the position of Senior Consultant. Ms. Johnson completed the requirements to use the Chartered Financial Analyst designation in September, 2014 and is a member of the CFA Institute and CFA Society of Houston.

#### Chartered Financial Analyst Designation

The Chartered Financial Analyst designation, or CFA charter, is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets.

To become a Chartered Financial Analyst, an individual must satisfactorily fulfill the following requirements:

- Education – Complete the CFA Program. The curriculum includes Ethical and Professional Standards, Quantitative Methods (such as the time value of money and statistical inference), Economics, Financial Reporting and Analysis, Corporate Finance, Analysis of Investments (stocks, bonds, derivatives, venture capital, real estate, etc.), and Portfolio Management and Analysis (asset allocation, portfolio risk, performance measurement, etc.).
- Examinations – Pass the comprehensive exams required by the CFA Program, which is organized into three levels, each culminating in a six-hour exam. Completing the program takes most candidates between two and five years.
- Experience – Possess a bachelor's degree from an accredited institution (or have equivalent education or work experience) and have 48 months of qualified, professional work experience.
- Ethics – Obligated to adhere to a strict Code of Ethics and Standards governing professional conduct.

## DISCIPLINARY INFORMATION

Ms. Johnson has no disciplinary, legal events or sanctions to disclose.

## OTHER BUSINESS ACTIVITIES

Ms. Johnson is a Registered Representative of Avalon Wealth Management LLC (“AWM”), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

## ADDITIONAL COMPENSATION

Ms. Johnson receives no compensation beyond that from Avalon.

**SUPERVISION**

Ms. Johnson's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. David Jesulaitis can be reached at (713) 238-2050.

# **Juan A. Landa**

## **Avalon Advisors, LLC**

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April 19, 2017

This brochure supplement provides information about Juan A. Landa that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Juan A. Landa is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### Juan A. Landa, born 1973

Juan A. Landa is a Managing Director and Client Advisor at Avalon Advisors. Prior to joining Avalon, Mr. Landa was the founder and CEO of Matterhorn Capital Management. At Matterhorn Capital Management he was instrumental in building an institutional asset management firm with a client-centered culture committed to integrity and responsible stewardship. Mr. Landa served as the portfolio manager for all the firm's growth strategies and was the co-manager for all blended strategies from 2005-2014. Mr. Landa began his career as a financial analyst at Goldman, Sachs & Co. in their Private Wealth Management division in Houston, Texas, and later spent time in Goldman's Private Bank in Zürich, Switzerland, as part of their Private Client Asset Management Group. After business school, Mr. Landa joined McKinsey & Co., where he was an Associate in the corporate finance and strategy division focused on M&A in the technology and energy sectors.

Mr. Landa is currently a board member of the San Antonio Economic Development Corporation and a board member of the Hemisfair Park Area Redevelopment Corporation (HPARC).

Mr. Landa obtained his Masters of Business Administration from Stanford University in 2001 and earned his Bachelor of Science in Management *magna cum laude* in Finance (1996) from Tulane University.

## DISCIPLINARY INFORMATION

Mr. Landa has no disciplinary, legal events or sanctions to disclose.

## OTHER BUSINESS ACTIVITIES

Mr. Landa is not involved in any revenue generating outside business activities.

## ADDITIONAL COMPENSATION

Mr. Landa receives no compensation beyond that from Avalon.

## SUPERVISION

Mr. Landa's work is supervised from Avalon's Houston office, located at 2929 Allen Parkway, Suite 3000, Houston, TX 77019-7124. He is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. David Jesulaitis can be reached at (713) 238-2050.

# **Willie T. Langston**

## **Avalon Advisors, LLC**

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**February 2, 2017**

This brochure supplement provides information about Willie T. Langston that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Willie T. Langston is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### Willie T. Langston, born 1959

Mr. Langston is a Managing Partner of Avalon Advisors and Chairman of Avalon's Board of Directors. Prior to founding Avalon, Mr. Langston worked as a principal in Morgan Stanley's private wealth management group from 1996 until 2001. Between 1985 and 1996, he worked in Goldman Sachs' Private Client group and held the position of Vice President at the time of his departure. Prior to obtaining his MBA, he worked as a certified public accountant at Coopers & Lybrand (now PricewaterhouseCoopers).

Mr. Langston received a Master of Business Administration from the Stanford University Graduate School of Business in 1985. He earned his Bachelor of Business Administration in Accounting, *summa cum laude*, from Texas A&M University in 1981.

## DISCIPLINARY INFORMATION

Mr. Langston has no disciplinary, legal events or sanctions to disclose.

## OTHER BUSINESS ACTIVITIES

Mr. Langston is a Principal of Avalon Wealth Management LLC ("AWM"), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

## ADDITIONAL COMPENSATION

Mr. Langston receives no compensation beyond that from Avalon.

## SUPERVISION

Mr. Langston's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through periodic meetings and performance evaluations. For further information, Mr. Chase Robison can be reached at (713) 238-2050.



## **Henry J. Lartigue, CFA**

### **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about Henry Lartigue that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Henry Lartigue is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### **Henry J. Lartigue, CFA, born 1957**

Mr. Lartigue, Managing Partner, Chief Investment Officer and Manager of the U.S. Core Equity Portfolio, joined Avalon in 2002. He is a member of Avalon's Board of Directors. Mr. Lartigue began his career with Texas Commerce Bank in 1984 as an Equity Analyst. In 1987, he was named portfolio manager of the TCB Small Capitalization Equity Fund. In 1993 and 1994, Mr. Lartigue was an independent advisor to Houston-based clients and sub-advisor to the Soros Management Quota Fund. After Texas Commerce Bank's acquisitions of First City Bank and Ameritrust, Mr. Lartigue re-joined TCB (later renamed Chase Bank of Texas) as Chief Investment Officer in 1995, and assumed daily management responsibility for the large capitalization Core Equity and Growth Equity Funds. Mr. Lartigue was named Chief Investment Officer of the Chase Manhattan Private Bank in 1998, and CEO of Chase Global Asset Management in 1999, with responsibility for \$230 billion in assets managed for private, institutional and retail clients. Subsequent to Chase Manhattan Bank's acquisitions of Robert Fleming's Holdings and J.P. Morgan during the year 2000, Mr. Lartigue was named Managing Director of J.P. Morgan Chase and Company.

Mr. Lartigue obtained his Masters of Business Administration from the University of Houston Bauer College of Business Administration in 1984 and earned his Bachelor of Science degree in Civil Engineering from Tulane University in 1979. He completed the requirements to use the Chartered Financial Analyst designation in September, 1988 and is a full member of the CFA Institute.

### *Chartered Financial Analyst Designation*

The Chartered Financial Analyst designation, or CFA charter, is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets.

To become a Chartered Financial Analyst, an individual must satisfactorily fulfill the following requirements:

- Education – Complete the CFA Program. The curriculum includes Ethical and Professional Standards, Quantitative Methods (such as the time value of money and statistical inference), Economics, Financial Reporting and Analysis, Corporate Finance, Analysis of Investments (stocks, bonds, derivatives, venture capital, real estate, etc.), and Portfolio Management and Analysis (asset allocation, portfolio risk, performance measurement, etc.).
- Examinations – Pass the comprehensive exams required by the CFA Program, which is organized into three levels, each culminating in a six-hour exam. Completing the program takes most candidates between two and five years.
- Experience – Possess a bachelor's degree from an accredited institution (or have equivalent education or work experience) and have 48 months of qualified, professional work experience.
- Ethics – Obligated to adhere to a strict Code of Ethics and Standards governing professional conduct.

**DISCIPLINARY INFORMATION**

Mr. Lartigue has no disciplinary, legal events or sanctions to disclose.

**OTHER BUSINESS ACTIVITIES**

Mr. Lartigue is not involved in any revenue generating outside business activities.

**ADDITIONAL COMPENSATION**

Mr. Lartigue receives no compensation beyond that from Avalon.

**SUPERVISION**

Mr. Lartigue's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through periodic meetings and performance evaluations. For further information, Mr. Chase Robison can be reached at (713) 238-2050.

**Kevin J. Lilly**

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February 2, 2017

This brochure supplement provides information about Kevin Lilly that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Kevin Lilly is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Kevin J. Lilly, born 1961**

Mr. Lilly is a Managing Partner of Avalon Advisors and a member of Avalon's Board of Directors. Prior to founding Avalon, Mr. Lilly worked as a principal in Morgan Stanley's Private Client services group from 1996 until 2001. From 1988 until 1996, he worked in Goldman Sachs' Private Client group and held the position of Vice President at the time of his departure. Prior to graduate school, he served as an officer in the United States Army.

Mr. Lilly obtained a Master of Business Administration from the Southern Methodist University Cox School of Business in 1988. He received a Bachelor of Business Administration from the University of Texas in 1982.

## **DISCIPLINARY INFORMATION**

Mr. Lilly has no disciplinary, legal events or sanctions to disclose.

## **OTHER BUSINESS ACTIVITIES**

Mr. Lilly is President of Avalon Wealth Management LLC ("AWM"), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

## **ADDITIONAL COMPENSATION**

Mr. Lilly receives no compensation beyond that from Avalon.

## **SUPERVISION**

Mr. Lilly's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through periodic meetings and performance evaluations. For further information, Mr. Chase Robison can be reached at (713) 238-2050.

## **Charles Luke, CFA**

### **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about Charles Luke that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Charles Luke is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### **Charles Luke, CFA, born 1983**

Mr. Luke is the Head of Fixed Income Management and Managing Director, Portfolio Manager for the Taxable/Tax Exempt Fixed Income portfolios. He joined Avalon Advisors in 2010 from SunTrust Robinson Humphrey's financial risk management unit. There, he served as a fixed income derivatives analyst with a primary focus in interest rate swaps and other rate derivatives. From 2006 to 2007, Mr. Luke was a fixed income analyst within the wealth management group of BBVA Compass. Originally from Menlo Park, California, Mr. Luke attended the University of Maryland where he was a member of the Division IA football team as an inside linebacker. Upon the conclusion of the 2002-2003 Season, he transferred to the University of Georgia. He graduated *magna cum laude* with a BBA in Business Management in May, 2006. Mr. Luke completed the requirements to use the Chartered Financial Analyst designation in September, 2010 and is a full member of the CFA Institute.

### Chartered Financial Analyst Designation

The Chartered Financial Analyst designation, or CFA charter, is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets.

To become a Chartered Financial Analyst, an individual must satisfactorily fulfill the following requirements:

- Education – Complete the CFA Program. The curriculum includes Ethical and Professional Standards, Quantitative Methods (such as the time value of money and statistical inference), Economics, Financial Reporting and Analysis, Corporate Finance, Analysis of Investments (stocks, bonds, derivatives, venture capital, real estate, etc.), and Portfolio Management and Analysis (asset allocation, portfolio risk, performance measurement, etc.).
- Examinations – Pass the comprehensive exams required by the CFA Program, which is organized into three levels, each culminating in a six-hour exam. Completing the program takes most candidates between two and five years.
- Experience – Possess a bachelor's degree from an accredited institution (or have equivalent education or work experience) and have 48 months of qualified, professional work experience.
- Ethics – Obligated to adhere to a strict Code of Ethics and Standards governing professional conduct.

## DISCIPLINARY INFORMATION

Mr. Luke has no disciplinary, legal events or sanctions to disclose.

## OTHER BUSINESS ACTIVITIES

Mr. Luke is not involved in any revenue generating outside business activities.

**ADDITIONAL COMPENSATION**

Mr. Luke receives no compensation beyond that from Avalon.

**SUPERVISION**

Mr. Luke's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. Henry Lartigue can be reached at (713) 238-2050.



# **John T. Lytle**

## **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about John T. Lytle that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about John T. Lytle is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### John T. Lytle, born 1987

Mr. Lytle joined Avalon in August 2013 and currently is a Senior Associate, Relationship Manager on the Wealth Management Team. John began his career at KPMG, L.L.P. in Chicago as a member of the Financial Management group within KPMG's Advisory practice. While a student at the University of Notre Dame, John was a four-year monogram winner as a member of the Varsity Swimming Team where he served as co-captain his senior year. In 2010, John was awarded the Byron V. Kanaley Leadership Award, the most prestigious honor awarded to student-athletes. As a part of his MBA curriculum, John was a member of the Applied Investment Management (AIM) course where he acted as co-manager for a student-led investment fund totaling more than \$8mm of Notre Dame's endowment.

Mr. Lytle received a Bachelor of Business Administration in Finance, *cum laude* in 2010 and a Master's in Business Administration in 2013, both from the University of Notre Dame.

## DISCIPLINARY INFORMATION

Mr. Lytle has no disciplinary, legal events or sanctions to disclose.

## OTHER BUSINESS ACTIVITIES

Mr. Lytle is a Registered Representative of Avalon Wealth Management LLC ("AWM"), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

## ADDITIONAL COMPENSATION

Mr. Lytle receives no compensation beyond that from Avalon.

## SUPERVISION

Mr. Lytle's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. David Jesulaitis can be reached at (713) 238-2050.

## **Jean Malo, CFA**

### **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about Jean Malo that supplements the Avalon Advisors, LLC brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Jean Malo is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### **Jean Malo, CFA, born 1954**

Mr. Malo joined Avalon in 2013 and currently is a Managing Director and Equity Portfolio Manager of the International Equities and Global Equities Portfolios at Avalon Advisors. Mr. Malo received an MBA from ESSEC, France in 1977 and attended college at Lycée Louis le Grand in Paris. He is a Chartered Financial Analyst and a member of the CFA Institute and the Houston Society of Financial Analysts. From 2009 to 2013, Mr. Malo was a Managing Member, Founding Partner and Co-Chief Investment Officer at Houston Global Investors, LLC, and was Co-Founder and Chief Investment Officer of Breen Investors LP from 2000 – 2008. Mr. Malo served as Chief Investment Officer for Houston-based Vaughan Nelson Scarborough & McCullough and from 1989 to 1997 was a partner at Daniel Breen & Co. where he managed both equity and fixed income portfolios for large United States and European institutions. His financial career started in corporate banking in Saudi Arabia, New York and Houston in fixed income derivative sales, trade and project financing for major oil and engineering companies. Between 1977 and 1978, he was an analyst at the French Embassy in Singapore.

Mr. Malo has been a Board Member of Actelion Pharmaceuticals Ltd. since 2004, where he sits on the Finance & Audit Committee.

### Chartered Financial Analyst Designation

The Chartered Financial Analyst designation, or CFA charter, is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets.

To become a Chartered Financial Analyst, an individual must satisfactorily fulfill the following requirements:

- Education – Complete the CFA Program. The curriculum includes Ethical and Professional Standards, Quantitative Methods (such as the time value of money and statistical inference), Economics, Financial Reporting and Analysis, Corporate Finance, Analysis of Investments (stocks, bonds, derivatives, venture capital, real estate, etc.), and Portfolio Management and Analysis (asset allocation, portfolio risk, performance measurement, etc.).
- Examinations – Pass the comprehensive exams required by the CFA Program, which is organized into three levels, each culminating in a six-hour exam. Completing the program takes most candidates between two and five years.
- Experience – Possess a bachelor's degree from an accredited institution (or have equivalent education or work experience) and have 48 months of qualified, professional work experience.
- Ethics – Obligated to adhere to a strict Code of Ethics and Standards governing professional conduct.

## DISCIPLINARY INFORMATION

Mr. Malo has no disciplinary, legal events or sanctions to disclose.

### **OTHER BUSINESS ACTIVITIES**

Mr. Malo is a Board Member of publicly traded Swiss biopharmaceutical company Actelion Pharmaceuticals Ltd where he serves on the Finance and Audit Committee. Mr. Malo was re-elected to another three-year term in April 2013. This activity requires approximately 10% of his time.

### **ADDITIONAL COMPENSATION**

Mr. Malo receives compensation from Actelion Pharmaceuticals, Ltd. in connection with his duties as a Member of the Board.

### **SUPERVISION**

Mr. Malo's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. Jeffrey Phelps can be reached at (713) 238-2050.

## **W. Miles Marks**

### **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about Miles Marks that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Miles Marks is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **W. Miles Marks, born 1957**

Mr. Marks joined Avalon in 2013 and currently is a Managing Director of Client Development and Client Advisor on the Wealth Management Team. Prior to Avalon, Mr. Marks was President and CEO of Texas A&M's 12<sup>th</sup> Man Foundation from 1998 to 2012. Mr. Marks began his career in commercial banking with First City Bank in Houston in 1982, and from 1987 until 1998 was employed by Texas Commerce Bank / Chase Bank of Texas, where he held the title Vice President and Houston Group Manager at the time of his departure.

Mr. Marks graduated from Texas A&M University in 1979 with a Bachelor in Business Administration in Accounting. His Masters in Business Administration in Management was conferred by Texas A&M in 1982.

## **DISCIPLINARY INFORMATION**

Mr. Marks has no disciplinary, legal events or sanctions to disclose.

## **OTHER BUSINESS ACTIVITIES**

Mr. Marks is a Registered Representative of Avalon Wealth Management LLC ("AWM"), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

Mr. Marks is an Advisory Board Member and Consultant to a commercial bank, providing marketing and strategic direction for commercial, small business and personal banking strategy in the Houston market.

Since 1998, Mr. Marks has provided contract bookkeeping and accounting services for a family-owned partnership holding oil royalties.

## **ADDITIONAL COMPENSATION**

Mr. Marks receives compensation from his activities as an advisory board member and from his bookkeeping and accounting activities.

## **SUPERVISION**

Mr. Marks' work is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. David Jesulaitis can be reached at (713) 238-2050.

## **N. Robert McClane**

### **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about Rob McClane that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Rob McClane is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).



## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### **N. Robert McClane, born 1973**

Mr. McClane joined Avalon in 2014 and currently is a Managing Director and Client Advisor on the Wealth Management Team. A native San Antonian, Mr. McClane has been in charge of Avalon's San Antonio office since September 2014.

Mr. McClane has an extensive background in entrepreneurial business ventures. Fluent in Spanish, Mr. McClane (dba McClane International) founded an international project management and consulting firm in Monterrey, N.L. Mexico, in 1997. Since 1999, he has operated his business ventures as President of Norris Robert McClane International, LLC, a Texas Limited Liability Company. Returning to San Antonio in 2005, he was the Director of Business Development and Chief Operating Officer for the law firm of Loeffler Tuggey Pauerstein Rosenthal, LLP until 2008. From 2008 to 2010, he was an investor and Chief Operating Officer of a military moving and storage company, Rockey's Moving, LLC, and from 2010 until January, 2014 he was the Director of True North, LLC, a full-service recruiting and executive search firm in San Antonio.

Mr. McClane graduated from Texas Christian University, Fort Worth, Texas in 1996 with a Bachelor of Arts in Finance.

## DISCIPLINARY INFORMATION

Mr. McClane has no disciplinary, legal events or sanctions to disclose.

## OTHER BUSINESS ACTIVITIES

Mr. McClane is a Registered Representative of Avalon Wealth Management LLC ("AWM"), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

Mr. McClane has seven outside business interests related to his prior business ventures:

- McClane Partners, LLC, Member (since 1997); primarily passive private equity
- Norris Robert McClane International, LLC, President (since 1999) – business consulting
- Escondido 1874, LLC, Member (since 2008) – holding company for Escondido Ventures, LLC – military logistics, multiple interstate carriers, moving, storage and mechanic service companies
- 371, Ltd., Member (since 2009) – real estate investing
- McClane 1874 Interests, LLC, Member (since 2011) – oil and gas interests
- Lift the Spirits, LLC, Chairman of the Board of Directors (since 2013) – bottling/distribution company
- Premier Fleet Services, LLC, Member (since 2013) – diesel mechanic service company

## ADDITIONAL COMPENSATION

Mr. McClane receives additional compensation from his activities as a company member, member of board of directors and consultant.

**SUPERVISION**

Mr. McClane's work is supervised from Avalon's Houston office, located at 2929 Allen Parkway, Suite 3000, Houston, TX, 77019-7124. He is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. David Jesulaitis can be reached at (713) 238-2050.

## **Brooks H. McGee**

### **Avalon Advisors, LLC**

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**February 2, 2017**

This brochure supplement provides information about Brooks McGee that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Brooks McGee is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Brooks H. McGee, born 1957**

Mr. McGee joined Avalon in 2012 and currently is a Managing Director and Client Advisor on the Wealth Management Team. Prior to Avalon, from 2000 to 2012, Mr. McGee was employed by a Houston-based private family, managing their office, foundation and their family's private equity fund. From 1980 to 2000, Mr. McGee was a senior banking officer working with Houston-based commercial banks where he focused on middle-market privately-held businesses and their owners.

Mr. McGee graduated from Baylor University, Waco, Texas in 1979 with a Bachelor in Business Administration in Accounting. He became a Certified Public Accountant in 1980, which license he held through the mid-1990's.

## **DISCIPLINARY INFORMATION**

Mr. McGee has no disciplinary, legal events or sanctions to disclose.

## **OTHER BUSINESS ACTIVITIES**

Mr. McGee is a Registered Representative of Avalon Wealth Management LLC ("AWM"), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

Mr. McGee is an Advisory Board Member and Consultant to a commercial bank, providing marketing and strategic direction for commercial, small business and personal banking strategy in the Houston market. He also serves as an Advisory Board Member, providing marketing advice for a privately-owned, fully integrated real estate development and investment firm.

## **ADDITIONAL COMPENSATION**

Mr. McGee receives compensation from his activities as an advisory board member and consultant.

## **SUPERVISION**

Mr. McGee's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. David Jesulaitis can be reached at (713) 238-2050.

## **Graydon Oliver**

### **Avalon Advisors, LLC**

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April 19, 2017

This brochure supplement provides information about Graydon Oliver that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Graydon Oliver is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Graydon Oliver, born 1978**

Mr. Oliver joined Avalon in 2010 and currently is a Managing Director and Client Advisor on the Wealth Management Team. Mr. Oliver graduated from the University of Illinois in 2001, with a BA in Business Administration and was a member of the Tennis Team. He is the 2000 NCAA Doubles National Champion and was awarded the Big Ten Medal of Honor in 2001, Tennis Magazine - Arthur Ashe, Jr. Foundation Sportsmanship and Leadership Award, twice All American, twice Academic All American, and twice Illinois Scholar Athlete of the Year. Upon graduation, Mr. Oliver played on the ATP Tour and played in Wimbledon, the US Open, the Australian Open and French Open every year from 2002 - 2005. He won 8 titles during his tennis career and achieved an individual world ranking of #29 and team ranking of #12. Mr. Oliver participates annually in prostate cancer tennis fund raising events. In 2005, Mr. Oliver joined Leor Energy Corporation in Houston, Texas managing the Business Development team and Engineering Technicians. After Leor was sold in late 2007, Mr. Oliver worked from 2008 – 2010 as the VP and COO of an Israeli and Florida based family office. There, he oversaw all operations, employees, due diligence, budgets, and investments. In addition to his duties at the family office, from 2008 - 2009 Mr. Oliver was the General Manager of an Israeli soccer team, Beitar Jerusalem Football Club.

## **DISCIPLINARY INFORMATION**

Mr. Oliver has no disciplinary, legal events or sanctions to disclose.

## **OTHER BUSINESS ACTIVITIES**

Mr. Oliver is a Registered Representative of Avalon Wealth Management LLC (“AWM”), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

## **ADDITIONAL COMPENSATION**

Mr. Oliver receives no compensation beyond that from Avalon.

## **SUPERVISION**

Mr. Oliver’s work is supervised by the Management Committee and other appropriate members of the Advisers’ staff through regular meetings and performance evaluations. For further information, Mr. David Jesulaitis can be reached at (713) 238-2050.

# **James A. Pavlik**

## **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about James Pavlik that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about James Pavlik is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### James A. Pavlik, born 1972

Mr. Pavlik joined Avalon in 2006 and currently is a Managing Director and Client Advisor on the Wealth Management Team. Prior to Avalon, from 2004 to 2006, Mr. Pavlik was a consultant with McKinsey & Company in Dallas where he advised corporations on a wide array of issues ranging from organizational redesign to prioritization of investment opportunities. From 1995 through 2002, he lived in Houston and was an advisor in finance and accounting, including positions of Vice President at Schnitzius & Vaughan, a boutique M&A investment bank, and Manager at PricewaterhouseCoopers, where he satisfied the experience requirements to qualify as a Certified Public Accountant. In 2004, Mr. Pavlik earned an MBA with Honors from The Wharton School at the University of Pennsylvania in Philadelphia; he graduated *magna cum laude* with a BA and BBA, including majors in Business Honors, Plan II (honors liberal arts), and Accounting from the University of Texas at Austin in 1994.

## DISCIPLINARY INFORMATION

Mr. Pavlik has no disciplinary, legal events or sanctions to disclose.

## OTHER BUSINESS ACTIVITIES

Mr. Pavlik is a Registered Representative of Avalon Wealth Management LLC ("AWM"), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

## ADDITIONAL COMPENSATION

Mr. Pavlik receives no compensation beyond that from Avalon.

## SUPERVISION

Mr. Pavlik's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. David Jesulaitis can be reached at (713) 238-2050.



## **Jeffrey Phelps, CFA**

## **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about Jeffrey Phelps that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Jeffrey Phelps is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### Jeffrey Phelps, CFA, born 1955

Mr. Phelps joined Avalon Advisors in 2006 and is a Partner, Head of Equity Management and Portfolio Manager for the Equity Income Portfolios. Immediately prior to joining Avalon, Mr. Phelps served as Executive Vice-President for Smith Graham & Co. Investment Advisors where he was both the Lead Portfolio Manager and Chief Strategist for the U.S. Large Capitalization Equity Management Portfolios. Earlier in his career, Mr. Phelps was a Vice President at Chase Asset Management where he was the Lead Portfolio Manager for the Large Cap Core Equity Funds which totaled approximately \$1.5 billion in assets for the broad range of clients served by the Bank's private banking, institutional, and mutual fund groups. Prior to joining Chase, Mr. Phelps spent 16 years with Houston-based Reliant Energy. He earned a B.A. in Physics at Lincoln University (PA) and a B.S. in Nuclear Engineering at Penn State University as a 1978 graduate of the schools' joint dual-degree program. He completed the requirements to use the Chartered Financial Analyst designation in September, 2000 and is a full member of the CFA Institute.

### Chartered Financial Analyst Designation

The Chartered Financial Analyst designation, or CFA charter, is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets.

To become a Chartered Financial Analyst, an individual must satisfactorily fulfill the following requirements:

- Education – Complete the CFA Program. The curriculum includes Ethical and Professional Standards, Quantitative Methods (such as the time value of money and statistical inference), Economics, Financial Reporting and Analysis, Corporate Finance, Analysis of Investments (stocks, bonds, derivatives, venture capital, real estate, etc.), and Portfolio Management and Analysis (asset allocation, portfolio risk, performance measurement, etc.).
- Examinations – Pass the comprehensive exams required by the CFA Program, which is organized into three levels, each culminating in a six-hour exam. Completing the program takes most candidates between two and five years.
- Experience – Possess a bachelor's degree from an accredited institution (or have equivalent education or work experience) and have 48 months of qualified, professional work experience.
- Ethics – Obligated to adhere to a strict Code of Ethics and Standards governing professional conduct.

## DISCIPLINARY INFORMATION

Mr. Phelps has no disciplinary, legal events or sanctions to disclose.

## OTHER BUSINESS ACTIVITIES

Mr. Phelps is a composer, musical producer and performer.

### **ADDITIONAL COMPENSATION**

Mr. Phelps may receive additional economic benefit in his capacity as a performer and/or producer.

### **SUPERVISION**

Mr. Phelps' work is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. Henry Lartigue can be reached at (713) 238-2050.

# **Samuel E. Rines**

## **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about Samuel E. Rines that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Samuel E. Rines is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Samuel E. Rines, born 1987**

Mr. Rines joined Avalon in March, 2016 and currently is a Director, Senior Economist and Portfolio Strategist at Avalon Advisors. Mr. Rines received his Master of Arts in Economics from the University of New Hampshire in 2010 and his Bachelor of Arts in Economics from Georgetown College in 2009. Prior to joining Avalon, Mr. Rines served as an Economist and Portfolio Manager with Chilton Capital Management.

## **DISCIPLINARY INFORMATION**

Mr. Rines has no disciplinary, legal events or sanctions to disclose.

## **OTHER BUSINESS ACTIVITIES**

Mr. Rines is not involved in any revenue generating outside business activities.

## **ADDITIONAL COMPENSATION**

Mr. Rines receives no compensation beyond that from Avalon.

## **SUPERVISION**

Mr. Rines' work is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. Henry Lartigue can be reached at (713) 238-2050.

# Franklin Ruben

## Avalon Advisors, LLC

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February 2, 2017

This brochure supplement provides information about Franklin Ruben that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Franklin Ruben is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Franklin Ruben, born 1960**

Mr. Ruben is a Managing Director and Portfolio Manager of the High Income Municipal Bond Portfolio at Avalon Advisors. Mr. Ruben joined Avalon Advisors in 2012 from Invesco, where he was a Senior Portfolio Manager of the Invesco High Income Municipal Fund from its inception in January, 1998 until March, 2012. From 1990 to 1997 he was employed as an Associate Portfolio Manager at Van Kampen American Capital; from 1985 to 1989 he was a Supervisor of Investments for Electronic Data Systems and its subsidiary, National Heritage Insurance Company. Mr. Ruben holds both a Masters (1984) and Bachelors (1981) of Science in Business and Public Administration from the University of Texas in Dallas, Texas.

## **DISCIPLINARY INFORMATION**

Mr. Ruben has no disciplinary, legal events or sanctions to disclose.

## **OTHER BUSINESS ACTIVITIES**

Mr. Ruben is not involved in any revenue generating outside business activities.

## **ADDITIONAL COMPENSATION**

Mr. Ruben receives no compensation beyond that from Avalon.

## **SUPERVISION**

Mr. Ruben's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. Charles Luke can be reached at (713) 238-2050.

## **Joe C. Savery**

### **Avalon Advisors, LLC**

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April 19, 2017

This brochure supplement provides information about Joe Savery that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Joe Savery is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).



## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Joseph C. Savery, born 1985**

Mr. Savery joined Avalon in 2015 and currently is an Associate and Client Advisor on the Wealth Management Team. Prior to joining Avalon, Mr. Savery was a Major League Baseball Pitcher for the Oakland Athletics in 2014 and the Philadelphia Phillies from 2011 to 2013. Mr. Savery was a Major League Baseball first-round draft pick in 2007 out of Rice University, and is Chairman of the Rice University Fellowship of Christian Athletes (FCA) Board and a board member of the Rice Baseball Alumni Association.

Mr. Savery received a Bachelor of Arts degree in Sports Management from Rice University in 2013.

## **DISCIPLINARY INFORMATION**

Mr. Savery has no disciplinary, legal events or sanctions to disclose.

## **OTHER BUSINESS ACTIVITIES**

Mr. Savery is a Registered Representative of Avalon Wealth Management LLC ("AWM"), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

Since January 2015 Mr. Savery has contracted to provide private baseball lessons to high school students.

## **ADDITIONAL COMPENSATION**

Mr. Savery receives compensation from his activities as a baseball coach.

## **SUPERVISION**

Mr. Savery's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. David Jesulaitis can be reached at (713) 238-2050.

## **Brett A. Williams, JD, CPA**

### **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about Brett Williams that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Brett Williams is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE

### **Brett A. Williams, JD, CPA, born 1973**

Mr. Williams is a Partner and Client Advisor on the Wealth Management Team; he joined Avalon in 2004. Mr. Williams attended Texas A&M University where he graduated *magna cum laude* with a BBA in Accounting in 1995. From 1995 to 1996, Mr. Williams worked as an audit associate for Coopers & Lybrand while satisfying the experience requirements to become qualified as a Certified Public Accountant, which he earned in November, 1999. In the fall of 1996, Mr. Williams entered Baylor Law School and graduated as a Juris Doctor in 1999. From 1999 to 2000, Mr. Williams worked as a Senior Associate for PriceWaterhouseCoopers in the Transaction Services/Mergers & Acquisitions group where he performed extensive financial due diligence on acquisitions in various industries totaling over \$500 million in transaction value.

Prior to joining Avalon, Mr. Williams was an associate with the law firm of Porter & Hedges, L.L.P. where from 2000 to 2004 he represented various corporate clients and financial institutions in a broad range of transactions, including reserve-based lending transactions with an aggregate commitment value of over \$1 billion, project finance transactions, corporate restructurings, mergers, acquisitions and securities offerings.

### Certified Public Accountant (CPA)

CPAs are licensed and regulated by their state boards of accountancy. While state laws and regulations vary, the education, experience and testing requirements for licensure as a CPA generally include minimum college education (typically 150 credit hours with at least a baccalaureate degree and a concentration in accounting), minimum experience levels (most states require at least one year of experience providing services that involve the use of accounting, attest, compilation, management advisory, financial advisory, tax or consulting skills, all of which must be achieved under the supervision of or verification by a CPA), and successful passage of the Uniform CPA Examination. In order to maintain a CPA license, states generally require the completion of 40 hours of continuing professional education (CPE) each year (or 80 hours over a two-year period or 120 hours over a three-year period). Additionally, all American Institute of Certified Public Accountants (AICPA) members are required to follow a rigorous *Code of Professional Conduct* which requires that they act with integrity, objectivity, due care, competence, fully disclose any conflicts of interest (and obtain client consent if a conflict exists), maintain client confidentiality, disclose to the client any commission or referral fees, and serve the public interest when providing financial services. The vast majority of state boards of accountancy have adopted the AICPA's *Code of Professional Conduct* within their state accountancy laws or have created their own.

## DISCIPLINARY INFORMATION

Mr. Williams has no disciplinary, legal events or sanctions to disclose.

## OTHER BUSINESS ACTIVITIES

Mr. Williams is a Registered Representative of Avalon Wealth Management LLC ("AWM"), a wholly owned subsidiary of Avalon Advisors, LLC. AWM is a FINRA-registered broker-dealer limited to private placements of investment funds.

Mr. Williams serves on the board of a family foundation, providing oversight for the investment portfolio and also actively helping the foundation achieve its philanthropic objectives.

#### **ADDITIONAL COMPENSATION**

Mr. Williams receives compensation from his activities as a board member.

#### **SUPERVISION**

Mr. Williams' work is supervised by the Management Committee and other appropriate members of the Advisers' staff through periodic meetings and performance evaluations. For further information, Mr. David Jesulaitis can be reached at (713) 238-2050.

## **Madison Woodward**

### **Avalon Advisors, LLC**

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February 2, 2017

This brochure supplement provides information about Madison Woodward that supplements the Avalon Advisors, LLC brochure. You should have received a copy of that brochure. Please contact Peggy Lebert at (713) 238-2058 if you did not receive Avalon Advisors, LLC's brochure or if you have any questions about the contents of this supplement.

Additional information about Madison Woodward is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## **EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE**

### **Madison Woodward, born 1986**

Mr. Woodward currently is a Director and Portfolio Manager of the Avalon SMID (Small and Mid) Cap Equity Portfolio. He joined Avalon Advisors in January 2012 as an Equity Analyst supporting the Avalon Core Equity Portfolio and the Avalon SMID Cap Equity Portfolio. From 2009 through 2011, Mr. Woodward was an analyst at Equity Metrix, a Dallas-based consultant to the oil and gas industry.

Mr. Woodward received a Bachelor of Arts in Economics from Hampden-Sydney College, Hampden-Sydney, Virginia in 2009. There, he studied Econometrics and was a Fellow at the Center for Political Economy.

## **DISCIPLINARY INFORMATION**

Mr. Woodward has no disciplinary, legal events or sanctions to disclose.

## **OTHER BUSINESS ACTIVITIES**

Mr. Woodward is not involved in any revenue generating outside business activities.

## **ADDITIONAL COMPENSATION**

Mr. Woodward receives no compensation beyond that from Avalon.

## **SUPERVISION**

Mr. Woodward's work is supervised by the Management Committee and other appropriate members of the Advisers' staff through regular meetings and performance evaluations. For further information, Mr. Jeffrey Phelps can be reached at (713) 238-2050.