

FORM CRS CUSTOMER RELATIONSHIP SUMMARY FOR BROKER-DEALER REGISTRANT
WESTERN GROWERS FINANCIAL SERVICES, INC. RELATIONSHIP SUMMARY DISCLOSURE
JUNE 30, 2023

ITEM 1. INTRODUCTION

Western Growers Financial Services, Inc. (WGFS) is registered with the Securities and Exchange Commission (SEC) as a broker-dealer and is a state registered investment advisor member of the Financial Industry Regulator Authority (FINRA). Our brokerage and investment advisory services and fees differ, and it is important for you to understand these differences. Free, simple tools are available for you to research firms and financial professionals at [Investor.gov/CRS](https://investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing. Form CRS is available on our public website (“CRS Disclosure”) at <https://wgfs.net/> in the Disclosure section. Please see this website or call us (888) 737-8483 for additional information about our services, fees, costs, conflicts of interest, and other information.

ITEM 2. RELATIONSHIP AND SERVICES: WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?

Broker-Dealer Services

We can recommend and effect securities transactions for you. We offer a wide selection of accounts and investment options including money market funds. More information about our broker-dealer services is available on our website [Western Growers Financial Services](https://wgfs.net/) in the Disclosure section.

- **Account Monitoring:** We monitor your account and review your statements.
- **Investment Authority:** We cannot buy or sell investments in your account without first obtaining your consent. We may make investment recommendations to you but the ultimate investment decision will be yours.
- **Limits on Investment Offerings:** We do not limit offerings to specific investment funds or products; we offer a broad menu of securities.
- **Account Minimums and Other Requirements:** WGFS has no account minimums.

Investment Advisory Services

We provide investment and financial planning. Please review Form ADV Part 2A on our website or call us (888) 737-8483 with any questions.

- **Account Monitoring:** We will monitor your advisory account with us on an ongoing basis.
- **Investment Authority:** You make all buying and selling decisions unless you open a discretionary account where you grant us the authority to buy and sell securities that are consistent with your investment objectives.
- **Limits on Investment Advice:** We do not limit our investment advice; we offer a broad menu of securities.
- **Account Minimums/Other Requirements:** WGFS has no account minimums.

ADDITIONAL INFORMATION: For more detailed information about our services, please reference our website [Western Growers Financial Services](https://wgfs.net/).

CONVERSATION STARTERS: Given my financial situation, should I choose a brokerage service? Why or why not? How will you choose investments to recommend to me? What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?

ITEM 3. FEES, COSTS, CONFLICTS, AND STANDARD OF CONDUCT

What fees will I pay?

Broker-Dealer Services:

Description of Principal Fees and Costs: We are paid each time you buy or sell. These payments come in the form of, “commission”, “sales charge,” or “markup,” and can present a conflict for us because there is an incentive to encourage you to trade more. More information about charges is available by calling us at (888) 737-8483. Below is information about the fees and costs you will typically pay for the types of investments generally purchased or traded by our retail investors.

Investments

- **Equities:** Typically, you will pay a commission when you buy or sell equities.
- **Bonds:** A markup (or commission) is charged every time you buy or sell a corporate, government, or municipal bond.

Investment Funds

- **Mutual Funds:** You will, typically, pay an up-front sales charge or load when you buy shares in a mutual fund. Mutual funds may also deduct other ongoing fees and expenses, such as 12b-1 fees, management fees, or servicing fees from fund assets.
- **ETFs:** You will typically pay a commission every time you buy or sell shares in an ETF.
- **Unit Investment Trusts (“UITs”):** You will typically pay a sales charge when you buy shares in a UIT’s initial offering, or a commission when you buy or sell shares in a UIT in a secondary trading market.
- **Real Estate Investment Trusts (“REITs”):** You will typically pay a commission when you buy shares in a REIT’s initial offering or buy or sell shares in a REIT in a secondary trading market.

Investment Products

- **529 Plans/College Savings Plans (“529 Plans”):** You may pay an up-front sales load when you purchase a 529 plan and may also pay other fees at the time of purchase. 529 plans typically also deduct other ongoing fees and expenses.
- **Insurance Products:** When you purchase an insurance product, you will indirectly pay a commission that is factored into the cost.

Description of Other Fees and Costs: In addition to the foregoing investment fees, you will typically pay certain fees associated with your brokerage account including, fees paid to the clearing firm (account custodian), as well as fees for certain services that you select, such as wire

transfers or margin, and a termination or transfer fee when your brokerage account is terminated or transferred to another broker-dealer.

****For more information regarding each of these types of investments, please call us (888) 737-8483**

Investment Advisory Services

Description of Fees and Costs: We are paid based on a percentage of the assets for which we provide investment advice in your advisory account. Individual financial planning services are generally provided in exchange for an hourly fee not to exceed \$500 per hour or a fixed fee. In addition to the fees described above, you may pay certain fees associated with your advisory account, such as account maintenance fees, account termination fees, and account transfer or liquidation fees.

****For more information regarding each of these types of investments, please call us (888) 737-8483**

ADDITIONAL INFORMATION: You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying. For more detailed information about our fees and costs, please give us a call.

CONVERSATION STARTER: Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?

What are your legal obligations to me when providing recommendations as my broker-dealer or when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?

When we provide you with a recommendation as your broker-dealer, we must act in your best interest and not put our interest ahead of yours. At the same time, the way we make money may create conflicts with your interests. You should understand and ask us about these conflicts because they can affect the recommendations and investment advice we provide to you. Western Growers Financial Services has policies and procedures in place to mitigate the influence of these conflicts. Here are some examples to help you understand what this means.

Broker-Dealer Examples

Because we are paid each time you trade in your account, we have an incentive to encourage you to trade more by making additional investments. These transaction-based payments, or commissions, create a conflict of interest for us because our compensation increases the more you trade. Here are some examples of incentives created by some of the payments we receive.

- **Third-Party Payments.** When we sell you an investment fund product as a broker-dealer, we receive payments from the fund issuer, sponsor or manager and may also receive ongoing payments, such as 12b-1 fees. These payments create an incentive for us to sell you investments that allow for such compensation and help us maintain our relationships with the issuer and its affiliates. Since the amount of compensation we receive, varies among issuers and different investment types, we have an incentive to sell you investments that give us more compensation.
- **Revenue Sharing.** Many fund issuers and sponsors make payments to us called "revenue sharing." These payments are an incentive for us to offer investments that allow for this form of compensation. Our clearing firm also shares some of the fees and revenues it earns on assets in your brokerage accounts with us, including account assets in a cash sweep vehicle.

Investment Advisory Examples

Third-Party Payments. A conflict of interest arises when we select or recommend mutual funds because we receive 12b-1 fees based on the value of the funds our clients buy. The incentive is to have clients acquire more funds so that we may earn more 12b-1 fees.

Revenue Sharing. Some investment managers and other service providers share a part of the revenue with us in our capacity as a broker-dealer. This sharing of revenue creates an incentive for us to select or recommend those investments and can be a source of conflict.

ADDITIONAL INFORMATION: For more detailed information about our conflicts of interest please call us at (888) 737-8483.

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

C. How do your financial professionals make money?

Our financial professionals receive salary, commission, investment advisory fees and revenue sharing compensation.

ITEM 4. DISCIPLINARY HISTORY:

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

Yes, as a firm, WGFS has a legal and disciplinary history however, none of our financial professionals have a legal or disciplinary history. Please visit Investor.gov/CRS for a free and simple search tool to research us and our financial professionals.

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

ITEM 5. ADDITIONAL INFORMATION

For additional information about our broker-dealer services, and our investment advisory services, please visit our website Western Growers Financial Services. You can request a copy of this Form CRS Customer Relationship Summary by contacting us in writing at 6501 Irvine Center Dr., Ste 100, Irvine, CA 92618. You can also call us at 1-888-737-8483 to request up-to-date information and request a copy of this Form CRS Customer Relationship Summary.

CONVERSATION STARTER: Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?