



STEPHEN M. SALINGER

INDIVIDUAL CRD # 4439464

JACOBI CAPITAL MANAGEMENT LLC

154 ENTERPRISE WAY

PITTSTON PA 18640

(570) 826-1801

[www.jacobicapital.com](http://www.jacobicapital.com)

CRD # 147663

March 29, 2024

**Form ADV, Part 2B;** This Brochure Supplement, as required by the Investment Advisers Act of 1940, provides information about Stephen M. Salinger, which supplements the Jacobi Capital Management LLC Form ADV, Part 2A Disclosure Brochure. You should have received a copy of the Brochure.

***This brochure supplement provides information about the qualifications and business practices of Jacobi Capital Management LLC (“JCM”). If you have any questions about the contents of this brochure, please contact us at (570) 826-1801. 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 Stephen M. Salinger and Jacobi Capital Management is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) (click on the link, select “investment advisor representative” and type in the associated person’s name or select “investment adviser firm” and type in our firm name). Results will provide you both Part 1 and 2 of our Form ADV or background information on the associated person.***

Jacobi Capital Management, LLC A Registered Investment Advisor

Form ADV Part 2B Brochure Supplement

Stephen M. Salinger

## **Educational Background and Business Experience**

Stephen M. Salinger, born 1952, graduated from the State University of New York at Buffalo, in Buffalo, New York, with a Bachelor of Science Degree in Political Science, 1974 and Washington College of Law at American University, in Washington, D.C., with a Juris Doctorate, 1978. Stephen joined Jacobi Capital Management as a Wealth Advisor in September, 2022. He is also licensed as a Registered Representative with LPL Financial Corp, since September, 2022. Prior thereto, Stephen worked as a Financial Advisor with MML Investors from March, 2017 until September, 2022.

## **Disciplinary Information**

Jacobi Capital Management LLC is required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each associated person providing investment advice.

There are no disclosures to mention for Stephen.

## **Outside Business Activities**

Aside from his work with Jacobi Capital Management, Stephen maintains status as a Registered Representative with LPL Financial Corp. Stephen is also licensed and approved as an independent insurance agent to sell whole life, term life, and universal life insurances, as well as long term care insurance, group annuities and fixed annuities. These activities may generate additional compensation for Stephen. Any commissions or compensation from these activities are separate from any investment advisory fees charged through JCM. These outside business activities consist of less than 50% of his time per year.

Other than what is discussed above, Stephen is not actively engaged in any other investment-related business or occupation, nor does he have an application pending to register as a broker-dealer, futures commission merchant ("FCM"), commodity pool operator ("CPO"), commodity trading advisor ("CTA"), or an associated person of an FCM, CPO, or CTA.

The receipt of additional compensation from LPL or any outside insurance sales may give Stephen incentive to recommend investment products based on the compensation received, rather than on your investment needs. To address this, disclosure is made to the client at the time a brokerage account is opened through LPL or an insurance application is made identifying the nature of the transaction or relationship, the role to be played by Stephen, and any compensation (e.g., commissions, 12b-1 fees) to be paid by the client and/or received by Stephen.

Additionally, other than what is discussed above, he is not actively engaged in any other business activity or activities that provide a substantial source of income or involve a substantial amount of time.

## **Additional Compensation**

Stephen receives no economic benefit, including sales awards, other prizes, and any bonus that is based, at least in part, on the number or amount of sales, client referrals, or new accounts, for providing advisory services.

In connection with the transition of JCM's clients to the LPL Financial custodial platform and Stephen's association as a registered representative of LPL Financial, Stephen will receive financial transition support from LPL Financial. LPL Financial will provide various benefits and payments to Stephen to assist with the costs associated with transitioning his business to the LPL Financial platform (collectively referred to as "Transition Assistance"). The proceeds of such Transition Assistance payments are to be used for a variety of purposes, including but not necessarily limited to, offsetting ACAT fees, technology set-up fees, marketing and mailing costs, stationery and licensure transfer fees associated with moving accounts.

Such payments are generally based on the size of his business established at his prior firm. His receipt of Transition Assistance creates conflicts of interest relating to his advisory business because it creates a financial incentive to recommend that his clients transfer to, or maintain their accounts with, LPL Financial. In certain instances, the receipt of such benefits is dependent on maintaining his clients' assets with LPL Financial for a certain period of time.

JCM attempts to mitigate these conflicts of interest by evaluating and recommending that clients use LPL Financial's services based on the benefits that such services provide to our clients, rather than the Transition Assistance earned by any particular associated persons JCM considers. LPL Financial's quality execution services are provided to you at competitive prices. We also consider LPL Financial's reputation, execution capabilities, commission rates and responsiveness to our clients and our firm when recommending or requiring that clients maintain accounts with LPL Financial. In recognition of this, you may pay higher commissions and/or trading costs than those that may be available elsewhere. However, clients should be aware of this conflict and take it into consideration in making a decision whether to custody their assets in a brokerage account at LPL Financial.

Please refer to the Other Business Activities section above for disclosure on Stephen's receipt of additional compensation as a result of his activities as a registered representative of LPL Financial.

## **Other Business Names**

Jacobi Capital Management LLC also conducts business under the name of Jacobi Wealth Advisors.

## **Other Office Locations**

Jacobi Capital Management LLC and Jacobi Wealth Advisors also have an office located at 1055 Westlakes Drive, Ste 135, Berwyn, PA 19312. An additional Jacobi Capital Management LLC location is 662 Main Street Ste 3, Sugarloaf, PA 18249.

## **Other Websites**

Jacobi Wealth Advisors also has a website, which can be found at [www.jacobiwealth.com](http://www.jacobiwealth.com).

## **Supervision**

Jacobi Capital Management LLC has adopted and periodically updates their Policies & Procedures Manual, which outlines for each associated person or employee the various rules and regulations they are required to adhere to. JCM has appointed a Chief Compliance Officer who reviews and monitors associated persons and employee activity with respect to the rules and regulations. In addition, JCM has adopted a Code of Ethics that requires each employee to act in the best interest of clients at all times. Annually, each associated person and employee are asked to recertify their commitment to this Code of Ethics. Should you have any questions related to these activities, please contact April L. Vinciarelli, Chief Compliance Officer at (570)826-1801.

Jacobi Capital Management also retains a third-party compliance consultant to assist in oversight and adherence to regulations.