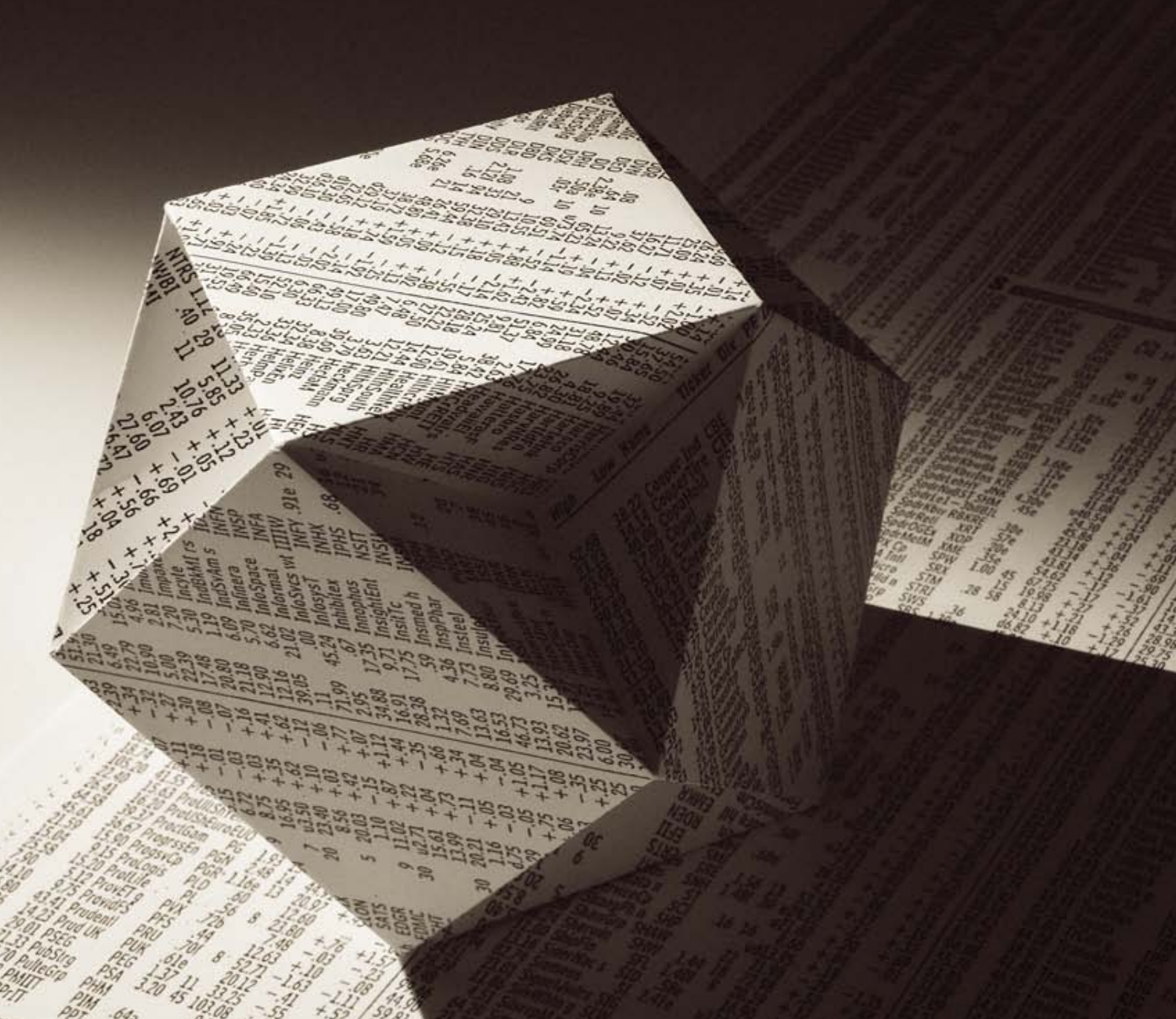
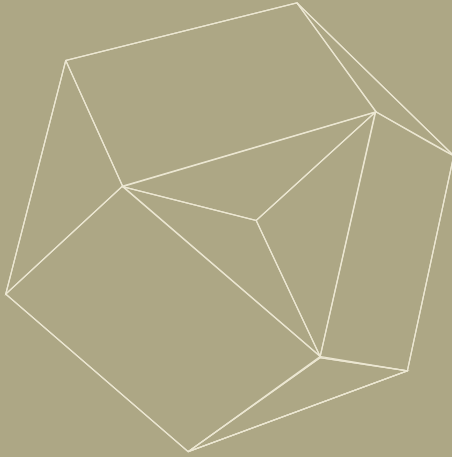


Ferguson Wellman Capital Management

2010 Annual Report

Shaping our expertise and experience
into tailored investment strategies
and services for clients





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About This Report

Historians believe paper was invented in China about two thousand years ago. At that time, it was a precious and rare material. Through the art of intricate geometric paper folding — in Japanese, “ori” means folding and “kami” means paper — it was made into objects that had formal uses and symbolic meanings, such as a certificates of authenticity or tokens of good fortune.

The origami on the cover of this report is a visual metaphor for the way Ferguson Wellman creates tailored strategies for the valuable resources our clients entrust to us. We use our expertise and experience to help transform your goals and objectives into tangible results. Throughout this report, you’ll find examples of our client service philosophy in action. We also share stories about individuals and institutions with whom we have a professional relationship — and who think in similar ways about experience and expertise, trust and transformation.

Our firm photos were taken at the Portland Japanese Garden, which has been called one of the finest outside Japan. These gardens are meticulously designed to instill a sense of peace and harmony. The exact composition of stone, water and plants creates both visual beauty and a sense of mastery.

Letter to Our Clients

Thank you for making us better

First, thank you for your confidence in our firm. Our mission — *Investment Excellence; Lifelong Relationships* — is designed to focus our entire firm on our ultimate goal: earning your trust.

We are very proud that we continue to be a profitable business enterprise. Shaping our future requires a steadfast commitment to developing our investment talent, improving our proprietary research, expanding our existing strategies, and adding to our capacity — so that all our clients receive the top-notch investment strategies and services we are known for. Achieving our managed growth plan each year is essential to sustaining these goals. With 70 percent of our business originating from referrals, we appreciate our clients' confidence in us. Referring your family, friends and colleagues to us is the greatest evidence of your satisfaction.

Despite the immense economic challenges of 2010, U.S. investment markets have responded positively to the notion that economic growth will be assured in 2011. While the outlook for home prices and private sector job growth remains uncertain, corporate balance sheets are strong and earnings growth has been quite impressive. We believe many U.S. companies are poised to achieve even greater growth in 2011. Globally, GDP forecasts appear to be relatively strong in the emerging economies, although much less so in developed Europe. The growing consumer class in many less-developed countries is an area we intend to focus on in the year ahead.



For the past 35 years, our fiduciary responsibility to our clients has been our top priority. While ours remains a challenging industry, it also offers profound rewards. It is exhilarating to work alongside like-minded entrepreneurial professionals as we continue to build our company. The intellectual challenges of today's fast-paced global marketplace provide a competitive backdrop that demands the best effort of everyone in our firm. In this climate, by far our greatest reward is the opportunity to work on behalf of our clients to ensure that your financial goals are met. Everyone at Ferguson Wellman is dedicated to earning your trust, day after day and year after year.

In 2010, we continued to invest in our people: Shawn Narancich and Nathan Ayotte became shareholders of the firm.

We were delighted to celebrate the anniversaries of Luz Garcia (10 years), Kerrie Young (25 years) and Kathi Kimes (30 years), who personify the continuity our clients experience with us. Throughout the years, as we learn more about each client and your evolving investment needs, we advance our ability to seek investment excellence and earn lifelong relationships.

James H. Rudd
Chief Executive Officer

Steven J. Holwerda
Chief Operating Officer

Ferguson Wellman Capital Management Board of Directors (from left)
Jim Rudd, Steve Holwerda, George Hosfield, Mark Kralj, Dean Dordevic

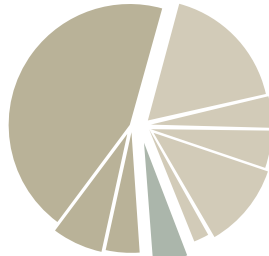
2010 Financial Highlights

As of December 1, 2010

Diversified Asset Allocation

Equities

- Domestic Large Cap **45%**
- International **7%**
- Domestic Small Cap **5%**
- REITs
- Strategic Opportunities
- Tactical Assets



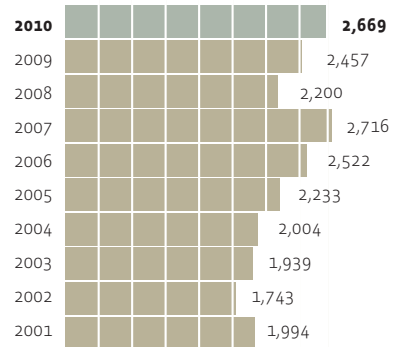
Cash 4%

Fixed Income

- Municipal Bonds **16%**
- Agency Bonds **4%**
- Treasury Bonds **5%**
- Corporate Bonds **12%**
- Mortgage-Backed Securities **2%**

Asset Growth Through Economic Cycles*

In millions of dollars



Broad Client Base

Institutional

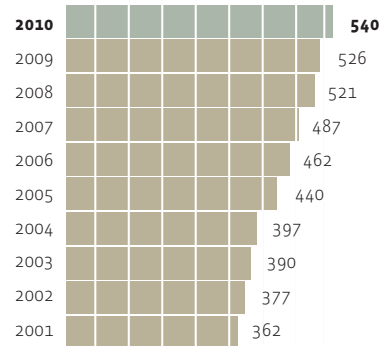
- Taft-Hartley Plans **17%**
- Foundations and Endowments **11%**
- Corporate Reserves **5%**
- Corporate Retirement Plans **5%**



Individual

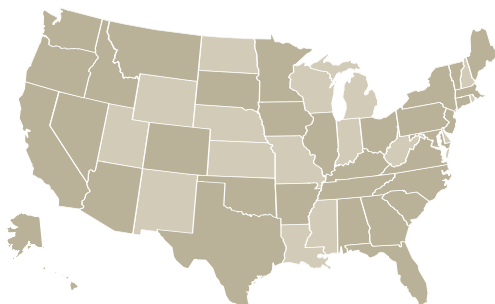
- Individuals and Families **50%**
- IRAs **12%**

Consistent Client Growth*



* 2010 data as of 12/1 all other years as of 12/31

Regional and National Presence



In 2010, Ferguson Wellman was pleased

to add **28 new clients** in California, Idaho, Iowa, Oregon, Virginia, and Washington. We serve clients in 34 states and Puerto Rico.

50% of our new assets under management in 2010 came from institutions.

50% came from individuals and families.

35 years of decisions that shape our firm

Successful organizations recognize the milestones that have come to define the unique value they provide to their clients and stakeholders. To celebrate 35 years in business, we look back on the decisions that shape our firm today.

1975

We decided to ...

So our clients benefit from ...

Be a **privately held company**

An **internally controlled firm** that can efficiently make decisions with our clients' best interests in mind

Use **individual securities** to build customized portfolios

Portfolios tailored to each client's investment goals, income needs, and tax situation

Enable our **employees to become shareholders** and transfer ownership to a third generation

Continuity, stability, growth and a shared vested interest in providing the best service to our clients

Employ an asset-based fee structure and play an active role in **reducing clients' trading and custody costs**

No hidden or layered fees for investment management, with a wide range of **all-inclusive investment services**

Maintain a **high minimum account size** (currently \$2 million)

Greater accessibility to our portfolio managers and **more attention to each client's needs**

Create a **team of analysts** and develop a proprietary equity search model to screen equities

Our **collective best thinking** on core equity strategies, which resides with the firm, not an individual

Be an **early adopter of technologies** that enable us to control data and provide the best solutions for trading, reporting, security and communication

A **high-touch and high-tech experience** from a traditional firm that continually evolves and improves

Create for each client a **service team** comprising a portfolio manager, highly trained executive assistants and analysts

Enhanced service to address clients' questions about investments and other financial matters

Significantly expand our investment strategies and offer access to **new asset classes**

Better control of risk/return opportunities as needs evolve or interest in other investment options grows

Create a suite of investment services and **partner with trusted organizations and professionals** beyond investment management

A **seamless offering of services** and expertise in all investment and financial matters throughout the years

How expertise and experience take shape

Life unfolds in unpredictable ways. Sometimes we anticipate a transformational moment, although we cannot know exactly how it will change our course. Other such moments surprise us. Whether expected or not, these milestones profoundly shape who we are and how we live and relate to others. On the following pages, you will meet individuals who have transformed their lives, and institutions that have evolved, drawing on their own experiences and expertise to guide their way. Their work over the years forms its own unique pattern and reflects the wide range of clients Ferguson Wellman serves.

“I don’t believe philanthropy is a career path you choose,” says Ray Jubitz, president of **Grantmakers of Oregon and Southwest Washington**. “I see it as a gift that transforms you through the opportunity to give.”

Jubitz is executive director of the Jubitz Family Foundation. Created in 2001, the multi-generational organization is committed to philanthropic causes that include strengthening families, respecting the natural environment and fostering peace. “We knew what we wanted to focus on — that was the easy part,” says Jubitz. “The challenge was how to do it in a meaningful way, to have the greatest impact.”

That’s where Joyce White and Megan Wentworth come in. Through Grantmakers, they are able to aggregate best practices from the personal relationships they have with a wide range of funders. At their biennial conference in Astoria, Oregon, 125 funders from 53 organizations gathered to share their experiences. “We facilitate big strategic discussions with our members,” says Executive Director Joyce White. “We also love to help each grantmaker navigate the details of programming and administration.”

Grantmakers organizes nearly 40 annual member events designed to increase philanthropic efficacy. “Over the years, we have collected so much information



Joyce White, Megan Wentworth and Ray Jubitz

that helps funders think creatively and work effectively,” says Megan Wentworth, director of program and member services. “But with the economy affecting budgets that provide essential services, we have to continue to gather new ideas and strategies to share with our members every year.”

➤ **Working with clients and serving on nonprofit boards, Ferguson Wellman** continually gathers insights on how to address current client needs and anticipate strategies and services they may need in the future. Communication and education are important Ferguson Wellman offerings. We believe the more our clients know about investing, the better we are

able to communicate about their needs, goals, challenges and opportunities.

Ferguson Wellman works with Grantmakers of Oregon and Southwest Washington, as well as other professional organizations that share best practices and expertise with our clients.

Ferguson Wellman manages assets for 52 nonprofit organizations, including foundations, and our employees volunteer on 34 nonprofit boards in the communities we serve.

Compliance disclaimer: The individuals and institutions on pages four through seven have a relationship with our firm through our work or volunteer time. Their inclusion in our annual report does not serve as an endorsement of, or testimonial for, Ferguson Wellman’s strategies and services.

How
expertise
 and **experience**
 take shape

Howard Graitzer didn't plan to become a gerontologist. He was a Penn State microbiology major who envisioned his career in a research lab. Then he pulled number eight in the Vietnam draft lottery and quickly decided that medical school was a better path.

The change to medicine may have been unplanned, but when it came time to choose a specialty it's no surprise that Graitzer elected to work with elders. "I was essentially raised by my grandparents," he says. "When I was a kid, I used to play poker with them and their friends on Saturday nights. I loved to listen to their stories."

Forty years later, Graitzer has a reputation for listening to his elderly patients. He's able to discover who they are, what gave them pleasure in life — and what's really bothering them now. "It often comes out slowly," he says, "so you have to have patience to get to the root of the problem." The complex issues of health, behavior, finances, and family often appear as a tangled knot. But in unraveling it, Graitzer sees his patients improve markedly. "You can't make them young again," he says, "but there's always something you can do to help them feel better and enhance their quality of life."



Dr. Howard Graitzer and patient Dorothy Gutzman

Graitzer fondly remembers being at Woodstock — one of many memories that define him as a baby boomer. He believes that reflecting on happy experiences is a good way to stay healthy, and encourages his patients to travel back in time. "When their short-term memory fails, they often have better access to their remote memory," he explains. "I try to find out who they were when they were younger. Once you develop that connection, they can function quite well — and it's easier to take care of them."

➤ When practicing medicine, doctors learn just as much from patients as they do from research. **Over the years, Ferguson Wellman's expertise has grown through the life experiences our clients face.** By analyzing market conditions and economic trends, we apply our expertise to create investment strategies for them.

And by listening to our clients' needs and objectives, we create customized portfolios and tailored investment services to help our clients make informed decisions.

For 35 years, we have worked in partnership with our clients through their investments and financial matters. And, our firm becomes stronger through the experience we gain in serving our clients.

Ferguson Wellman manages \$287 million for health-related institutions and has 77 individual clients who are medical professionals.

243 of our clients are baby boomers and **175** are retirement age.

How
expertise
 and **experience**
 take shape

John Carson's early years were filled with uncertainty. When his unmarried mother died on his fourth birthday, he spent years shuttling between the homes of various relatives. But from these experiences, Carson has fashioned a remarkable life for himself, his family, his employees and the beneficiaries of his philanthropy.

After high school, Carson served in the Navy and then earned a degree in economics from the University of Oregon. Following college he served as a first lieutenant in the infantry during the Korean War. After discharge he took a job selling heating oil, but his ambition was to own a company. Eventually he was able to purchase the business and consolidated it with 27 smaller companies to make it stronger. Carson Oil has been recognized as one of the top 100 privately held companies in Oregon. At 82, Carson still serves as chairman of the board.

"We had many tough challenges," Carson remembers. "But we came up with some creative solutions." One stands out: in the face of 1980s oil shortages, he sourced and obtained the needed credit to purchase three shiploads of bunker fuel, then arranged to deliver the loaded ships to Weyerhaeuser and Longview Fiber on the Columbia River. He still shakes his head at the unusual deal. "I said to myself, 'Here I am, a heating oil dealer in Portland, what am I doing buying three shiploads of bunker fuel?' But I did what I had to do to keep our business alive."



Lance Woodbury, Marlis and John Carson

Carson is proud to have successfully raised his two daughters from his first marriage. When he met his second wife, Marlis, another transformation occurred. "Marlis changed my life," says Carson with emotion. "Adding her five-year-old and eleven-year old sons to our family was equally wonderful."

That five-year-old is now president of Carson Oil. Lance Woodbury, educated as a CPA, was encouraged by his stepfather to lead the company and continue his legacy of finding creative solutions. "Today, Carson Oil's growth is in creating biofuel and transporting ethanol," says Woodbury. "No one can predict how your company is going to grow. You just have to seize opportunities you find, and your company may be completely transformed."

Through Carson's experiences, he has transformed many lives through Carson Oil. And, never forgetting the hardship of his youth, he and Marlis have been long time board members and supporters of the Salvation Army. Remembering his own mother's struggle, they helped fund a home for mothers facing hardship.

> One life can have an impact on so many lives and future generations — through wealth transition, employment and retirement or health pensions, and philanthropy. **Ferguson Wellman helps multi-generational families, businesses, and nonprofits identify their short- and long-term investment goals.** Creating and identifying new investment strategies is part of our firm's transformation over the years. Through these efforts, we seek to provide financial continuity and stability to enable all clients to achieve their goals.

Ferguson Wellman manages assets for 135 multi-generational families, 70 businesses and 28 service-based nonprofits.

How
expertise
 and **experience**
 take shape

Foundation Director Dennis O’Neill is charged with providing the financial stability, continuity and growth that will benefit the students of **Umpqua Community College** (UCC) and the residents of Roseburg, Oregon. Thanks to gifts, grants and bequests, the UCC Foundation is able to provide scholarships and short-term loans, and to fund staff development and capital improvement projects.

The mission of UCC is straightforward. “We strive to provide lifelong learning opportunities” says O’Neill, “through quality college education that is both accessible and affordable.”

That access extends beyond UCC’s beautiful campus. “Our ultimate goal,” continues O’Neill, “is to transform lives in our community through knowledge, workforce training and cultural programs.”

For Amber Lancaster, UCC has provided a bridge to new professional experiences. Four years ago, she was accepted into the college’s Industrial Electrical Program after an interview by the local Joint Apprenticeship Training Committee (JATC) of the **National Electrical Contractors Association** and **International Brotherhood of Electrical Workers**.



Dennis O'Neill and Amber Lancaster

JATC is a model education partnership that produces well-trained electrical professionals throughout the United States. After 8,000 hours of on-the-job training and 576 class hours, Lancaster has been “turned out” of the program — she’s ready to test for her journeyman license.

“I attended UCC before I started my family,” says Lancaster. “Then when my children were older, and I was established in my career, I was able to return.” She is not the only one who has benefited from the college apprenticeship program. “I was able to show my school-age children the gift of an education and the importance of lifelong learning,” says Lancaster. “And I will be able to offer my employer, Roseburg Forest Products, the new skills I’ve acquired.”

› The changing world — fluctuations in the economy, global growth, new technologies — affects us all. **Ferguson Wellman believes change brings opportunity.** We apply our years of experience with investment strategies to a changing environment, with the goal of seeking the stability for our clients. Our approach allows our clients to support the education, income and health needs of those who benefit from their foundations, pensions and funds.

Ferguson Wellman manages
\$39 million for education
 foundations and
\$448 million for
 Taft-Hartley plans.

Our Investment Strategies

Throughout the years, we have proactively developed and evolved our investment offerings to reflect changes in the global economy and the capital markets, as well as the needs of our clients.

1975–1990s

Safety of Principal From 1975 to the 1990s, asset allocations were “traditional” stocks and bonds

- Cash
- Municipal Bonds
- Intermediate Fixed Income
- Core Fixed Income
- Large-Cap Core Equity

1990s

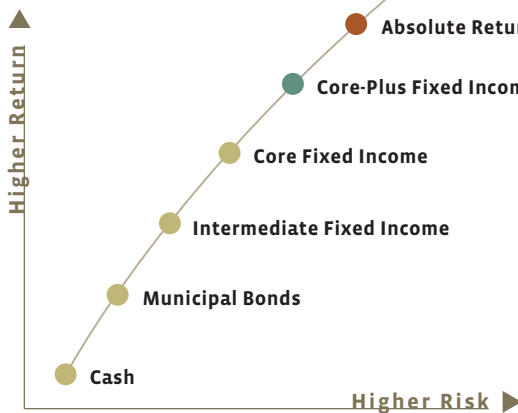
Global Focus In the 1990s we broadened our equity analysis and selection capabilities to include American Depository Receipts

- International Equity (Large-Cap Developed)

2000s

Diversification In the early part of the 21st century, we continued to seek increasing returns by offering new strategies that were subsets of existing asset classes

- Core-Plus Fixed Income
- Dividend Value
- Small-Cap Equity
- Real Estate Investment Trusts
- International Equity (Emerging Markets)
- Strategic Opportunities



“Today’s **broad array of strategies** is the result of our ongoing commitment to provide expertise that is matched with our clients’ investment needs.”

— George Hosfield, CFA, Chief Investment Officer

Depending on a client’s investment vehicles and goals, Private Markets, Tactical Assets and Absolute Return may appear anywhere on this risk/return chart. They were plotted on this chart based on our current offerings at time of publication (12/1/2010).

Industry Benchmarks

A Barclays Municipal Bond Index tracks the performance of investment-grade rated U.S. municipal bonds.

B Barclays Capital Municipal Short/Intermediate Bond Index tracks the performance of investment-grade rated U.S. municipal bonds having at least one, but no greater than 10 years remaining to maturity.

C Barclays Capital U.S. Aggregate Index is composed of securities from Barclays Capital Government/Credit Bond Index, Mortgage-Backed Securities Index and the Asset-Backed Securities Index. Total return comprises price appreciation/depreciation and income as a percentage of the original investment. Indexes are rebalanced monthly by market capitalization. The Barclays Capital Government/Credit Bond index is offered here for informational purposes only.

D Barclays Capital U.S. Government/Credit Index is the non-securitized component of the Barclays Capital U.S. Aggregate Index and includes Treasuries, government-related issues and USD Corporates.

E Barclays Capital U.S. Intermediate Government/Credit Index tracks the performance of U.S. dollar-denominated fixed-rate Treasury, Agency and investment-grade rated sovereign and corporate debt securities having at least one, but no greater than 10 years remaining to maturity.

F Consumer Price Index is a measure of the average change over time in the prices paid by urban consumers for a market basket of consumer goods and services. It is released monthly by the Bureau of Labor Statistics and is used to measure U.S. inflation through cost of living.

G Morgan Stanley Capital International All Country World Index excluding U.S. (MSCI ACWI ex-US) is a market-capitalization-weighted index

2010s

Full Spectrum of Solutions

Reflecting a desire to provide lower correlation asset classes, we provided access to “alternative assets”

- **Absolute Return**
- **Tactical Assets**
- **International Equity**
(Small-Cap Developed)
- **Private Markets**

Cash Funds immediately available and accessible to the investor, and theoretically risk-free.

Municipal Bonds Investment-grade securities issued by local governments to provide stability and tax-free income. Portfolios are customized to take advantage of the client’s home state tax structure. **Benchmarks: A, B**

Intermediate Fixed Income Limits bond maturities to 10 years or less; typical average maturity four to five years. **Benchmark: E**

Core Fixed Income Uses investment-grade bonds to provide the highest possible return while minimizing the risk to principal; typical average maturity seven to eight years. **Benchmarks: C, D**

Core-Plus Fixed Income Designed for bond investors who are willing to tolerate higher risk for higher potential returns; includes bonds rated below investment grade. **Benchmarks: C, D**

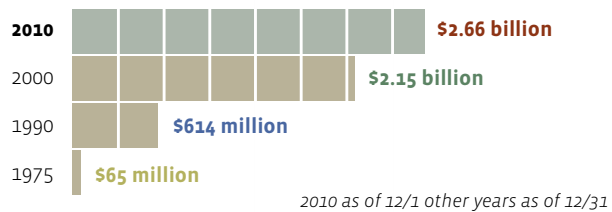
maintained by Morgan Stanley. The All Country World Index Ex-US. includes both developed and emerging markets and provides a way to monitor international exposure apart from U.S. investments.

H NAREIT Composite includes all REITs currently trading on the New York Stock Exchange, the NASDAQ National Market System and the American Stock Exchange.

I Russell 1000 Index measures the performance of the 1,000 largest companies in the Russell 3000 Index, which represents approximately 92 percent of the total market capitalization of the Russell 3000 Index.

J Russell 1000 Value Index measures the performance of those Russell 1000 companies with lower price-to-book ratios and lower forecasted growth values.

Growth of Assets Managed



Absolute Return* Uses public and private investment vehicles to reduce drawdown and return volatility.

Dividend Value High-yield, total return strategy employing equities that pay dividends, have the ability to increase dividends at above-average rates and/or pay a significant special dividend. **Benchmark: J**

Tactical Assets Investments in common stock, preferred stock, mutual funds, and exchange-traded funds that have institutional trading volume, such as gold. Securities may be listed on registered exchanges or traded in the over-the-counter market. **Benchmark: F**

Large-Cap Core Equity Seeks to consistently generate returns in excess of the S&P 500 while experiencing similar or less risk. **Benchmark: M**

Small-Cap Equity* Consists of “active” solutions, such as Luther King Small Cap Equity Fund, a mutual fund, and the Royce Focus Trust, and “passive” exposure to small caps, such as the iShares Russell 2000 Index Fund. **Benchmark: K**

International Equity Primarily high-quality, large-cap American Depository Receipts (ADRs) from both developed and emerging countries. Also including international small-cap equity and emerging markets through emerging market ADRs and a small-cap mutual fund. **Benchmark: G**

Real Estate Investment Trusts (REITs) Publicly traded domestic securities that invest in real estate holdings across all major categories, including office, retail, apartments and industrial. **Benchmark: H**

Strategic Opportunities Comparatively aggressive equity growth strategy, a dynamic combination of macroeconomic commitments, including commodities, small-cap spinoffs and special situations. Designed to both manage risk and enhance expected returns. **Benchmark: M**

Private Markets* Private investments in equity, debt or real assets of non-public companies. The nature of the securities purchased usually requires a private placement and/or limited partnership agreement.

* Externally managed for Ferguson Wellman clients

K Russell 2000 Index measures the performance of the small-cap segment of the U.S. equity universe. The Russell 2000 Index is a subset of the Russell 3000 Index representing approximately 10 percent of the total market capitalization of that index. It includes approximately 2,000 of the smallest securities based on a combination of their market capitalization and current index membership.

L Russell 3000 Index measures the performance of 3,000 publicly held U.S. companies based on total market capitalization, which represents approximately 98 percent of the investable U.S. market.

M S&P 500 Index covers 500 industrial, utility, transportation and financial companies of the U.S. markets (mostly NYSE issues). The index represents about 75 percent NYSE market capitalization and 30 percent NYSE issues. It is a capitalization-weighted index calculated on a total return basis with dividends reinvested.



Our Investment Services

Over the years, Ferguson Wellman has shared our investment expertise with clients as they identify and achieve their goals. We also have listened to our clients share their experiences with us, in the process learning how we can continually improve our offerings. We are stronger today because we're meeting our clients' current needs — and anticipating what they may seek from us tomorrow.

Our **Investment Services** are a reflection of those client experiences, resulting in analytical and planning resources that create choices for clients based on various scenarios. Working side by side with clients, portfolio managers pair this analysis with their expertise on a wide range of financial matters. We also partner with various organizations and professionals to get the answers our clients need to make the most informed decisions.

Horizon™ Financial Planning is the cornerstone of our wealth management services. This proprietary financial tool analyzes real-world factors to forecast long-term outcomes.

Client Balance Sheet is an aggregated snapshot of current and historical assets, liabilities and net worth.

Asset Allocation Modeling helps our clients choose the appropriate asset allocation that fits their risk-return profile.

Electronic Safe Deposit Box provides a safe, convenient way to store critical legal and financial documents.

Comparison Calculators address:

- › Conversion of Roth IRAs
- › Plans for college savings
- › Social Security withdrawals and deferrals
- › Sale of low-basis stock

Strategies on Philanthropy offer guidance on the most effective ways to make charitable gifts and establish private foundations and donor-advised funds.

Acquisition Analysis enables clients to review scenarios for acquisitions — taking into account factors that include interest rates, valuation, borrowing and leveraging options — to make informed decisions.

“Our **Wealth Management Framework** provides our best service to address the needs and goals of our individual and family clients.”

— Helena Lankton, Senior Vice President and Wealth Management Committee Chair

“As part of our client service and community involvement, we often **help institutions create solutions** for cash flow needs, capital investments, emergency and contingency plans or advice on fundraising campaigns.”

— Don Rainer, Senior Vice President and Institutional Services Committee Chair

To date, we have generated
212 **Horizon Financial Planning**
reports for our clients



Our Communication and Education

Just as we customize investment portfolios, we also customize the ways we share important information with our clients. We deliver information about client portfolios, changes from our Investment Policy Committee and timely perspectives on the economy and capital markets in the manner most convenient for each client.

We also believe that **education is a powerful tool** in building strong relationships. Based on our clients' knowledge and interests, we provide resources that generate more questions and conversations about their investments and other financial matters.

Communication

Quarterly Reports give clients transparent reporting on their assets managed by Ferguson Wellman.

Quarterly Market Letter publications include analyses of the previous quarter's market activity and actions we have taken to leverage opportunities for client portfolios. They also include commentary on timely topics related to the economy and capital markets.

Investment Outlooks are forward-looking analyses and commentary on the economy and capital markets, showing how these factors affect client portfolios. They are delivered through events, videos and publications.

Periodic Capital Market Update emails deliver our perspective on current economic news, market developments and changes from our Investment Policy Committee.

Special Reports are commentaries on domestic and global economic issues by our investment team and outside experts.

Education

Glossary of Investment Terms is our comprehensive guide to investment terminology.

Investing Essentials covers basic topics about equities, fixed income and investing to help clients understand their quarterly reports.

Retirement: Here or On The Horizon provides the most current information about topics that retired or working clients need to understand to make well-informed decisions.

Family Business and Foundation Forums include experts on a wide range of timely issues affecting family businesses and foundations.

Wealth Management Forums discuss topics related to investing and address other financial matters affecting our clients and their families.

Lifelong Excellence Speaker Series provide our clients access to private, small gatherings with accomplished individuals who have committed their life work to excellence in a particular field.

Private Receptions for Cultural Events give us the opportunity to support nonprofit clients, boards we serve on and causes that are important to our clients.

“ We encourage clients to share our communication and education with family members or stakeholders — such as trustees, employees and students. We believe **everyone can benefit from more knowledge** of investing and finance.”

— Mary Faulkner, Vice President of Marketing and Communication

All of our investment services,
communication and education are
included in our management fees.

555 clients and friends
of the firm have attended our
Investment Outlooks

People who are shaping our firm

Joined the firm

More than 15 years ago

from left

Ginny E. Marsh*
Executive Assistant

Dean M. Dordevic*
Principal

Kathi C. Kimes*
Front Office Coordinator

Steven J. Holwerda, CFA*
Chief Operating Officer

James H. Rudd*
Chief Executive Officer

George W. Hosfield, CFA*
Chief Investment Officer

Marc F. Fovinci, CFA*
Principal

Robin L. Freeman*
Vice President of Personnel

Mark J. Kralj*
Principal

Patricia J. Van Dyke*
Audit Administrator

Kerrie D. Young*
Chief Compliance Officer



More than 10 years ago

from left

Jeanene M. Wine*
Audit Administrator

Ralph W. Cole IV, CFA*
Senior Vice President of Research

Shawn W. Swagerty*
Director of Information Systems

Lori B. Flexer, CFA*
Senior Vice President

Donald L. Rainer*
Senior Vice President

Amy L. Woods*
Executive Assistant

Luz Garcia*
Executive Assistant

Michael C. Knebel, CFA*
Senior Vice President

Not pictured:

Warren Foltz*
Audit Administrator



* Shareholders of the firm

About Ferguson Wellman

Founded in 1975, Ferguson Wellman is a privately owned investment advisory firm established in the Pacific Northwest. The firm manages \$2.66 billion in assets for 540 clients with portfolios of \$2 million or more. (As of 12/1/10)

54% of our employees have
been with us longer than **10** years and
72% are shareholders of the firm.

We provide

- › Investment strategies and wealth management services to individuals and families
- › Institutional investment management for consultants, nonprofits and corporate and Taft-Hartley plans
- › Customized communication and education based on clients' needs and interests



More than five years ago

from left

Timothy D. Carkin, CAIA*
Senior Equity Trader

Mary A. Faulkner
Vice President of Marketing

Helena B. Lankton*
Senior Vice President

Joseph O. Brooks
Trader

James A. Coats*
Vice President

Deidra M. Kryz-Rusoff*
Portfolio Manager

Lori A. Ferraro*
Executive Assistant

Jason D. Norris, CFA*
Senior Vice President of Research



In recent years

from left

Scott W. Christianson
Assistant Trader

Helen I. Hansen
Audit Administrator

Chad A. Long
Information Systems Specialist

Natalie E. Miller
Sales and Marketing Associate

Tracie L. Maslen
Executive Assistant

Lynelle I. Tarter
Audit Administrator

Nathan M. Ayotte, CFP*
Vice President

Shawn M. Narancich, CFA*
Vice President of Research

Sandy Fendall
Executive Assistant

Julie L. Mark
Executive Assistant

Becky Horvat, CPA
Controller

* Shareholders of the firm

Mission

Investment Excellence • Lifelong Relationships

Based on a *Portland Business Journal* survey of 1,800 regional CEOs, Ferguson Wellman was chosen as one of the **10 most admired companies** in financial services for a third consecutive year.

Core values

Our commitment — to our clients, our profession, our community and ourselves — is to:

- › Exceed expectations
- › Act with uncompromising ethics and reliability
- › Advocate innovation and manage change
- › Foster a collegial environment
- › Enjoy the journey



FERGUSON WELLMAN

CAPITAL MANAGEMENT

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