

# COMPASS WATCH

DAVID M. CARLSON

CHARLES M. KELLEY

LEIGH E. NIEBUHR

RONALD J. POOLE

MARK S. HALVERSON

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## EIGHTEEN AND GROWING

On August 15, 2006, Compass celebrated eighteen years in business. Assets under management have grown steadily during this time, so that as of September 30, 2006, we managed over **\$415 million** in stock, bond and cash assets for our clients. These include individuals, retirement plans, foundations, endowments, corporate reserve funds and trusts, among others. Helping clients meet their long-term financial objectives, which is the reason we exist, has been tremendously satisfying and makes it fun to go to work every day. Creating, implementing, managing and reporting on individually-designed, "custom" portfolios is gratifying work. And making sense of the continuously changing financial marketplace seems to be a service clients readily appreciate. Getting to know and work with clients themselves is best of all.

At the present time, Compass is made up of ten individuals - - five portfolio managers and five operations/service staff members:

### THE COMPASS TEAM

#### PORTFOLIO MANAGEMENT

David Carlson, Principal/Founder  
Charles Kelley, Principal/Founder  
Leigh Niebuhr  
Ronald Poole  
Mark Halverson

#### OPERATIONS/SERVICE

Vivian Marben  
Joy Peria  
Liz Bobick  
Marissa Scott  
Laura Stotts

Our portfolio management group represents over 100 years collectively in the investment field. Compass founders, Dave Carlson and Charlie Kelley, have been in the field twenty-seven and twenty-eight years respectively, and have worked together for over twenty-one years. Ron Poole, who with his associate, Liz Bobick, joined Compass February 1, 2005, has been in the field thirty-five years. The other members of the portfolio group are Leigh Niebuhr, who has been with Compass since 2001 and Mark Halverson, who just joined us in October of this year, having previously worked with investors in Minneapolis and San Francisco.

The Compass operations/service group – Vivian, Joy, Liz, Marissa and Laura - - does a splendid job responding to client needs, handling trading and reporting procedures, and dealing with the many other tasks involved in running an investment management firm smoothly, efficiently and effectively.

Meanwhile, we continue to manage portfolios with the same investment style and disciplines we have used successfully since the beginning. We buy high-quality, well-established, growing-company stocks for portfolio **growth**, and high-quality, intermediate-maturity bonds for **income** and **principal preservation**. The wisdom of these styles has been demonstrated many times, but especially so from 1998-2002, when one of the most speculative stock market bubbles burst and was followed by one of the most serious bear markets in U.S. financial history. Our client portfolios came through this period in fine shape.

If you would like more information about the people, investment disciplines, services or results of Compass, please write or call. We would enjoy assisting you.