

COMPASS WATCH

LEIGH E. NIEBUHR

MARK S. HALVERSON

A Quarterly newsletter of Compass Capital Management, Inc.

JAY M. JACKLEY, CIMA

CHARLES M. KELLEY, CFA

MARK A. VITELLI, CFA

Volume 25, Number 3: Fall 2013



SILVER EDITION

The Early Years

Charlie Kelley, Dave Carlson, Dale Waltz

Today

Charlie Kelley, Jay Jackley, Mark Halverson,
Mark Vitelli, Leigh Niebuhr



August 15, 2013 marked our 25th Anniversary. We are delighted to have achieved this because it represents the collective, successful effort by our Compass Team. More importantly, it is a significant reflection of the trust our clients have placed in us over this period. Thank you to those who have referred clients to us. These include existing clients as well as a considerable number of prominent attorneys, accountants, trust officers and other professionals who complimented us in this way.

1980s

- Compass opens its doors for business on August 15, 1988; less than one year after the crash of 1987.
- Establish headquarters on 6th floor of the Baker Building.
- Charlie Kelley, Dave Carlson and Dale Waltz begin with no clients and zero assets under management.
- Establish investment philosophy of using 25 high-quality, individual stocks and high-quality individual bonds for active management of client assets.
- Finish 1988 with \$2 million under management.

1990s

- Compass hits “break-even,” lives to see another day.
- The State of Minnesota awards Compass first “signature” account (\$30mm).
- Assets under management surpass \$100,000,000.
- Growth continues—move down to 4th floor of Baker Building for added space.
- Survive and thrive through dot-com bubble.

2000s

- Portfolio Management Team expands for first time as Leigh Niebuhr is hired.
- Assets under management surpass \$400,000,000.
- Portfolio Management Team expands again with Ron Poole and Mark Halverson.
- As the markets sour twice during the decade, Compass preserves and grows clients’ wealth.
- Dale Waltz and Ron Poole retire.
- Jay Jackley joins Portfolio Management Team.

2010s

- Assets under management surpass \$500,000,000.
- Mark Vitelli joins Portfolio Management Team.
- Dave Carlson retires.
- Assets under management exceed \$700,000,000.
- Leigh Niebuhr becomes a shareholder.

For decades, Compass has successfully guided clients on the journey to realizing their financial goals. We believe our independence, experience and successful track record has served our clients well for a quarter century. The future looks even brighter!

For more information regarding our company, disciplines and results; please call, write, e-mail or visit our website: www.compasscap.com

*Compass Capital Management, Inc. * 706 Second Avenue South * Suite 400 * Minneapolis, MN 55402 * (612) 338-4051*