



I.A Summary of Your Relationship with Ferguson Wellman Capital Management and West Bearing Investments

As a SEC-registered investment adviser, we are required to provide ADV Part 3 (Form CRS), which is an abbreviated summary of ADV Part 1 and Part 2A. This summary is designed to help you identify who is a broker-dealer and who is a registered investment adviser (RIA). This is an important distinction because service offerings and fees may vary. Included in this summary are “conversation starters” from the SEC to help you ask questions about our firm. You can compare our summary to other RIAs and broker-dealers at www.investor.gov/crs.

Below are three key points we often share about our firm.

For each of our 990 clients, we create customized portfolios through the predominant use of individual securities.

Why do we do this?

It enables us to know exactly what’s in your portfolio and more effectively manage both the risk and tax impact within your portfolio. The firm’s use of individual securities facilitates the alignment of your investments with your values.

For 48 years, we have served both individual and institutional clients, such as nonprofits and foundations.

Why is this important?

We have a history of helping multigenerational families and mission-driven organizations grow their investments and provide income through prosperity and turbulence. Working with both types of clients gives us exposure to wide range of needs and goals, fostering more innovation and alignment of our investment offerings over time.

We are a 60-person, privately held firm that is owned by its employees.

How does this impact you?

In short, you’ve hired a team and not an individual. That team is built to make decisions that are in the best interest of you and your investments. Our continual transfer of ownership plan over the years and across generations has provided stability and continuity for our clients. Cultivating our next generation of leaders and supporting any retiring colleagues as they transition clients is a multiyear priority for our firm.

II. Relationships and Services

What investment services and advice can we provide you?

When you hire us, we become a fiduciary of your portfolio, which helps you focus on the long term rather than market volatility or news headlines. We employ investment strategies that are designed to match your growth goals and risk tolerance. We have a broad range of investment offerings that are listed [here](#). (ADV Part 2A pages 7-9) Here are only two examples among several asset class investment strategies which serve as building blocks to a globally diversified portfolio.

<i>Global Sustainable Investing (GSI)</i>	<i>Municipal Bond Strategy</i>
<i>For clients seeking companies measuring and improving their practices around sustainability, emissions, diversity, equity and community impact. GSI seeks to preserve the same risk-return profile as a traditional investment strategy.</i>	<i>Enables clients to invest in their local communities while optimizing their tax situation. We are one of the largest buyers of municipal bonds in the Pacific Northwest, which helps us get access and exposure for clients.</i>

Our team comprises 48 graduate degrees and professional designations who have more than 15 years of industry experience. More details about our colleagues can be found [here](#). (ADV Part 2B) As a team, we provide advice on eight wealth management focus areas that help you take a holistic approach to your financial well-being. We advise individuals as they navigate their goals, finances and life events. More information about our team and the relevance of their designations can be found [here](#). (ADV Part 2B)

<i>Wealth Planning</i>	<i>Taxes</i>	<i>Education Planning and Funding</i>	<i>Life Events</i>
<i>Retirement</i>	<i>Estates and Trusts</i>	<i>Risk Management</i>	<i>Philanthropic Strategies</i>

Founded in December 2020, Octavia Group is a division of Ferguson Wellman offering personal financial services exclusively for Ferguson Wellman clients.

Conversation Starter: *Given my financial situation, why should I need an investment advisory service? How will you choose the investments you recommend to me? What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?*



III. Fees, Costs, Conflicts and Standard of Conduct

What fees will you pay?

We are a fee-based investment firm, meaning that we charge you a percentage of your portfolio. Our fees are based on how much we are managing for you and what kind of asset allocation you have in your portfolio. Our fee schedule can be found [here](#). (ADV Part 2A page 5) For your convenience, we have listed a couple of examples below. Please note that when you work with an investment adviser, you will pay fees and costs, whether you make or lose money on your investments. Fees are rounded up to the nearest dollar. Fees and costs will reduce any amount you make on your investments over time. It's important to understand the fees and costs you are paying. To learn more about our relationship with broker-dealers and our wrap-fee programs, [click here](#). (ADV Part 2A pages 11-16)

100% Equity and
Balanced Portfolios
over \$3 million

.85% on first \$5 million
.70% on next \$5 million
.50% above \$10 million

100% Equity and
Balanced Portfolios
under \$3 million

1.0% on first \$2 million
.85% on amounts above
\$2 million

100% Fixed
Income Portfolios
over \$3 million

.45% on first \$10 million
.35% on next \$10 million
.25% above \$20 million

Ferguson Wellman minimum: \$4 million / West Bearing minimum: \$1 million

Octavia Group, our private family office, is available to existing clients and new clients with assets of \$10 million managed by our firm. Our minimum monthly fee for Octavia Group services is \$1,000, but may vary depending on scope of work.

Conversation Starters: *Help me understand how these fees and costs might affect my investments? If I give you \$1 million (our minimum), how much of my investments do you receive as part of your fee?*

What are our legal obligations when acting as your investment adviser? How else does your firm make money and what conflicts of interest do you have?

When we act as your investment adviser, we act as a fiduciary, which means we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you. Here are two examples to help you understand what this means.

- **Soft Dollars:** A common institutional practice, soft dollars give us research and other services that enhance our ability to select individualized stocks for our clients.
- **Personal Trades:** Employees of our firm may purchase the same equities that are in our client's investment accounts because what we recommend for clients is often something we would select for our personal portfolios. [Click here](#) for more information. (ADV Part 2A page 14)

Conversation Starter: *How might your conflicts of interest affect me and how will you address them?*

How do our investment professionals make money?

As a firm, we only receive fees as a percentage of the assets we manage for our clients, not through compensation from purchases of securities, re-ferral fees, revenue sharing, 12b-1 payments, shareholder servicing or record keeping fees. Our portfolio managers receive a base salary and a bonus based on the company's net income for the year and new business they helped cultivate. More information about compensation can be found [here](#). (ADV Part 2A page 6)

IV. Disciplinary History

Do our financial professionals have legal or disciplinary history?

No. We have not had any legal or disciplinary action taken against our firm or its employees in our firm's history.

Conversation Starter: *As a financial professional, do you have any disciplinary history? For what type of conduct?*

V. Additional Information

When you hire our firm, your primary contacts are your portfolio manager and client relationship associate, they represent our firm.

Should you have any questions regarding your primary contact person, this document or any other regulatory filings, please contact our chief compliance officer, Ezra Kover, at (503) 226-1444 or ezra.kover@fergwell.com. He can also provide you a printed copy of this Form CRS upon request. For more information about our firm, you can review our annual reports [here](#).

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