

## Income Taxable with Growth - Plus

Investment Performance as of 3/31/12



	Pure Gross (Before Fees)	Net (After Fees)	Benchmark (Custom)
<b>QTD</b>	4.7%	3.9%	6.2%
<b>YTD</b>	4.7%	3.9%	6.2%
<b>1-year</b>	5.7%	2.5%	7.2%
<b>3-year</b>	18.4%	14.9%	16.2%
<b>Inception</b>	14.8%	11.4%	13.4%

Calendar Year	Pure Gross (Before Fees)	Net (After Fees)	Benchmark (Custom)	Difference (Gross-Bchmk)	No. of Portfolios	Composite Assets (000s)	Total Firm Assets (000s)	Composite 3yr Std Dev	Benchmark 3yr Std Dev	Composite Dispersion
<b>2011</b>	4.9%	1.8%	4.4%	0.5%	43	\$14,679	\$937,487	11.8%	10.1%	0.1%
<b>2010</b>	12.2%	8.9%	12.5%	(0.3%)	25	\$9,337	\$751,909	N/A	N/A	0.3%
<b>2009</b>	22.9%	19.3%	17.6%	5.3%	14	\$4,276	\$533,832	N/A	N/A	N/A
<b>2008*</b>	4.5%	4.3%	3.5%	1.0%	80	\$10,864	\$291,644	N/A	N/A	N/A

**Confluence claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards.**

**Confluence has been independently verified for the periods of 8/1/2008 through 6/30/2011. A copy of the verification report is available upon request.**

Verification assesses whether: 1. the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis, and 2. the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composite presentation.

The Income Taxable with Growth- Plus Composite was created on December 1, 2008. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Past performance is not indicative of future results. The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of all fees and include the reinvestment of all income. Gross returns are shown as supplemental information. Net of fee performance was calculated using the highest applicable annual bundled fee of 3.00% applied quarterly. There are no incentive fees. Clients pay an all-inclusive fee based on a percentage of assets under management. The collection of fees produces a compounding effect on the total rate of return net of fees. This fee includes brokerage commissions, portfolio management, consulting services and custodial services. Bundled fee accounts make up 100% of the composite for all periods. The Confluence fee schedule for this composite is as follows: 0.40% on the first \$500,000; 0.35% on the next \$500,000; and 0.30% over \$1,000,000. Actual investment advisory fees incurred by clients may vary. Confluence Investment Management LLC is an independent registered investment adviser. Wrap fee schedules are provided by independent wrap sponsors and are available upon request from the respective wrap sponsor.

A complete list of composite descriptions is available upon request. Additional information regarding policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. The annual composite dispersion is an equal weighted standard deviation calculated for accounts in the composite for the entire year. The Income Taxable with Growth- Plus Composite contains fully discretionary Income Taxable with Growth- Plus wrap accounts. The Income Taxable with Growth portfolio is oriented toward principal preservation, lower volatility, and reliable income, and is implemented using ETFs. Although the portfolio typically has the majority of its allocation in taxable fixed-income asset classes, a smaller portion of the portfolio may include real estate, equities, commodities or other asset classes. This minority allocation provides an aspect of growth potential, along with diversification benefits. This portfolio may be appropriate for investors with a moderate risk tolerance. The custom benchmark is calculated monthly and consists of: ML US Corporate, Government, and Mortgage 48%, S&P 500 30%, S&P 400 10%, FTSE NAREIT 5%, MSCI EAFE (gross) 5%, and ML T-Bill 2% (Source: Bloomberg).

\*Results shown for the year 2008 represent partial period performance from December 1, 2008 through December 31, 2008.

N/A- Composite Dispersion: Information is not statistically meaningful due to an insufficient number of portfolios in the composite for the entire year.

N/A- 3yr Std Dev: Composite does not have 3 years of monthly performance history.