



FERGUSON WELLMAN
CAPITAL MANAGEMENT, INC.

Registered Investment Adviser

For Immediate Release

Mary Miller ■ (503) 226-1444 ■ miller@fergwell.com

Jim Coats Hired as Vice President of Business Development

PORTLAND, Ore. – April 20, 2006 – Ferguson Wellman is pleased to announce that James A. Coats has joined the firm as vice president of business development.

Coats is tasked with cultivating relationships with prospective clients, introducing them to the investment expertise and services of Ferguson Wellman. The firm currently serves more than 440 clients, with many of them residing in Oregon, Washington, Idaho and California.

With more than ten years of experience in business development and investment consulting, Coats came to Ferguson Wellman after working for R.V. Kuhns & Associates in Portland as an associate consultant. Upon completing a master's degree with a concentration in international finance from Columbia University in 2001, Coats joined Morgan Stanley Capital International in New York City as a hedge fund index product manager and business development associate.

"Jim's experience developing relationships in a sales capacity and his inside knowledge of the investment consulting industry will be very helpful as we continue to grow our business," said Steve Holwerda, chief operating officer at Ferguson Wellman.

Coats graduated from Oregon State University with a B.A. in communications and a minor in Chinese. During his undergraduate studies, he studied at the Beijing University of Minority Nationalities and later taught English at the Shanghai University of Finance and Economics.

Founded in 1975, Ferguson Wellman Capital Management, Inc. is a privately owned investment advisory firm, established in the Pacific Northwest. With 440 clients, the firm manages \$2.4 billion in assets that comprise union and corporate retirement plans; endowments and foundations; and individuals with portfolios of \$2 million or more.

###