



Brochure Supplement ADV Part 2B
March 31, 2012

This brochure supplement provides information about Scott Davis that supplements the Northland Asset Management brochure. You should have received a copy of that brochure. Please contact Chuck Cochran, Assistant Sales Manager (612-851-4962), if you did not receive Northland Asset Management's brochure or if you have any questions about the contents of this supplement.

Scott Erik Davis

3265 19th St. NW
Rochester, MN 55901
507-424-6338

Education: Iowa State University B.S. Agricultural Journalism

Year of Birth: 1967

Business Background: Scott Davis joined Northland Securities in 2009 as Vice President of Investments when opening the office in Rochester, MN. He came to Northland from AG Edwards/Wachovia where he had been since 2003. Scott's background in the financial industry actually began more than 20 years ago working with farmers on developing business plans as the Sr. Market Analyst for Pro Farmer newsletter. He works today with investors from all walks of life, but specializes in helping farm families with their specific investing and estate planning needs. Along with his wife, Karen, Scott and his two sons reside in Rochester where they are active in Boy Scouts and youth soccer.

Past Five Years Employment:

Northland Securities Vice President Investments 05/2009 to Present
Wachovia Securities 01/2008 to 05/2009
AG Edwards 12/2003 to 1/2008

Disciplinary Information: <http://www.finra.org/Investors/ToolsCalculators/BrokerCheck/>

No disciplinary items for this Investment Advisor Representative. If you are unable to access the website, please call 612-851-5992.

Other Business Activity: Bullpen Trading, LLC. This is a commodities brokerage business.

Additional Compensation: Scott does not currently receive any compensation for advisory services in addition to client fees. Additionally, Scott receives compensation as a registered representative of Northland Securities, Inc.

Supervision:

All accounts handled by Northland Asset Management are under ongoing supervision. When a client opens an account, a supervisor reviews the new account forms, including the investment objectives and risk parameters of the account. Actimize, an electronic system, is used to monitor trades for suitability and to monitor accounts for changes in value. On a daily basis, account activity is reviewed as part of the general review of trades at the firm. On a quarterly basis a supervisor reviews the performance reports for accounts. Clients who have questions about their accounts are invited to call Linda Knutson, Director of Advisory Services, at 612-851-5992.

Requirements for State-Registered Advisers – Events Disclosure

No events to disclose.

Northland Securities, Inc. does investment advisory business as Northland Asset Management.

Northland Securities, Inc. 45 South 7th Street, Suite 2000, Minneapolis, MN 55402
(800) 851-2920 or (612) 851-5900
Member FINRA/SIPC

