



*Northland Capital Management*

4815 W. Arrowhead Road  
Suite 220

Duluth, MN 55811

218-722-0559

[www.northlandcap.com](http://www.northlandcap.com)

**Christopher A. Erickson**

## **Disclosure Brochure Supplement**

Form ADV Part 2B

March 14, 2012

This brochure supplement provides information about Christopher A. Erickson that supplements the Northland Capital Management LLC brochure. You should have received a copy of that brochure. Please contact Christopher A. Erickson if you did not receive Northland Capital Management's brochure or if you have any questions about the contents of this supplement. Additional information about Christopher A. Erickson is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## *Educational Background & Business Experience*

Christopher A. Erickson  
Born 1960

### *Post Secondary Education:*

St. Olaf College – 1982, B.A.  
Graduated #2 of 653  
Summa Cum Laude  
Phi Beta Kappa

### *Recent Business Background:*

Northland Capital Management LLC, President, June 2008 – Present  
Purshe Kaplan Sterling Investments, Inc., Registered Representative, June 2008 – August 2010  
Merrill Lynch, Financial Advisor, September 1993 – June 2008

## *Disciplinary Information*

Chris Erickson has no legal or disciplinary events to disclose.

## *Other Business Activities*

Chris Erickson is not engaged in any business activities outside of Northland Capital Management.

## *Additional Compensation*

Chris Erickson receives all of his compensation from Northland Capital Management.

## *Supervision*

Northland Capital Management regularly consults with MarketCounsel about the firm's ongoing regulatory responsibilities. MarketCounsel is a national firm specializing in securities law and industry regulations governing investment advisors.

Although MarketCounsel provides guidance, Chris Erickson serves as President and Chief Compliance Officer of Northland Capital Management. He is responsible for all supervision within the firm including monitoring advice provided to clients. Chris fulfills these duties by following procedures in the firm's compliance manual. He can be contacted at 218-722-0559.

Maryellen Whitcomb is the firm's Senior Administrative Assistant. Her phone number is 218-722-0866. Maryellen reviews Chris' performance of his duties as specified in the firm's compliance manual. She also reviews his personal securities transactions. If Maryellen believes Chris is violating any provisions of the compliance manual, Chris has instructed her to bring any concerns to his attention. If Maryellen is not satisfied with Chris' response, he has instructed her to call the appropriate securities regulators.

## *Requirements for State-Registered Advisers*

Chris Erickson has not been involved nor found liable in any arbitration awards over \$2,500, civil proceedings, self-regulatory organization proceedings, or administrative proceedings. He also has never been the subject of a bankruptcy petition.