

## Washington Capital Management

Asset Class

- Small Cap Growth

Relationship Dates

- 2003-2005

Firm Profile  
(pre Arrow)

- 25 year history; \$1.5 billion firm
- 10 year record; \$80 million product
- Northwest, Taft-Hartley focus
- No national recognition
- Not AIMR verified

Arrow Contribution

- Populated institutional databases
- **\$800+ million** incremental assets
- 25+ new institutional clients
- **Product closed to new investors**