

CRAWFORD INVESTMENT COUNSEL

Core Bond Update

3rd Quarter, 2011

The Firm

- Founded in 1980
- 100% Employee Owned
- \$3.2 billion in total assets
- \$636 million in product assets

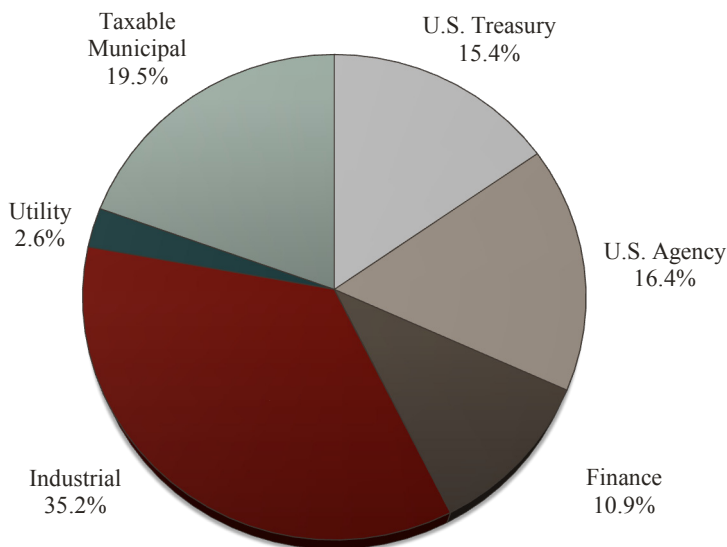
Investment Philosophy

- Separately managed accounts
- Focus on principal preservation and income
- Laddered maturity distribution with intermediate focus
- High quality bias
- Investment process includes relative valuation, sector rotation, and security selection
- Transparent investment approach

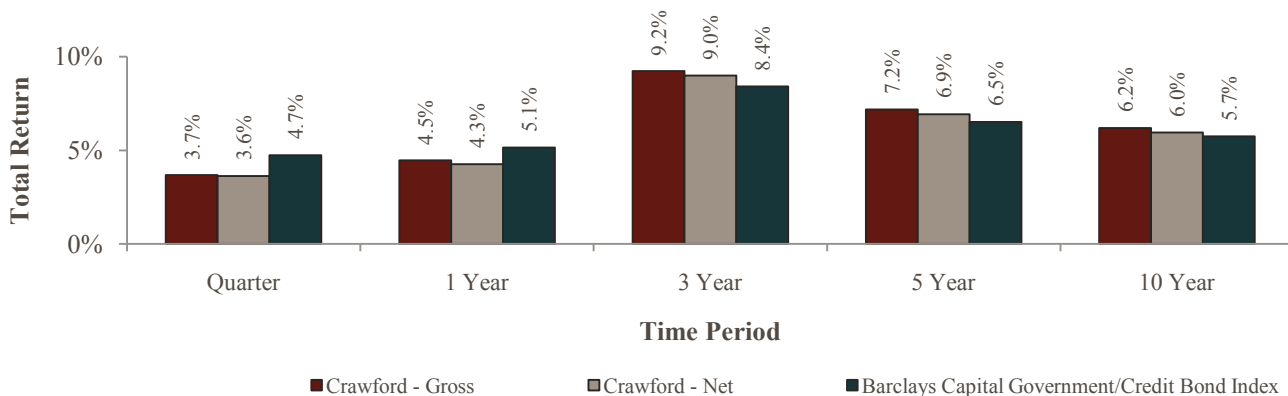
The Portfolio

- 20-30 issues
- 30-40% average annual turnover

Sector Allocation - As of September 30, 2011



Performance - Periods Ending September 30, 2011



Past performance is not indicative of future results. Sector allocation is shown as supplemental information to the annual disclosure presentation. Please see the composite annual disclosure presentation found on the reverse side of this fact sheet.

For More Information, Please Contact Troy G. DeCastro, CFA
 Phone (770) 859-0045 • e-mail: tdecastro@crawfordinvestment.com
 Crawford Investment Counsel • 600 Galleria Parkway, Suite 1650 • Atlanta, GA 30339

Quality Distribution

	<u>Crawford</u>
Treasury/Agency	31.7%
AAA	3.6%
AA	27.6%
A	36.5%
BBB	0.6%

Portfolio Characteristics

	<u>Crawford</u>	<u>Barclays Capital Government/Credit Bond Index</u>
Average Duration	4.7 years	6.0 years
Average Maturity	6.0 years	8.3 years
Average Quality	AA	AA
Yield to Maturity	2.2%	2.1%
Average Coupon	4.8%	3.7%

Portfolio Characteristics are shown as supplemental information to the annual disclosure presentation shown below.

ANNUAL DISCLOSURES

Year End	Composite Assets				Asset-Weighted Annual Gross Return	Asset-Weighted Annual Net Return	Annual Composite Dispersion	Barclays Capital Government/Credit Bond Index
	Total Firm Assets (\$ millions)	Composite Assets (\$ millions)	% of Balanced Carve-Outs	# Of Accounts at Year End				
2010	\$3,165	\$502	0%	10	7.03%	6.82%	N/A	6.59%
2009	\$2,631	\$527	7%	14	6.30%	6.05%	1.5%	4.52%
2008	\$2,046	\$428	3%	8	7.38%	7.11%	N/A	5.70%
2007	\$2,834	\$387	99%	12	7.17%	6.92%	N/A	7.23%
2006	\$2,921	\$394	99%	12	4.14%	3.90%	0.1%	3.78%
2005	\$2,643	\$410	99%	9	2.42%	2.20%	0.3%	2.37%
2004	\$2,258	\$392	99%	11	3.86%	3.66%	0.1%	4.19%
2003	\$1,845	\$345	99%	9	4.40%	4.15%	0.3%	4.67%
2002	\$1,350	\$399	99%	10	13.04%	12.81%	0.3%	11.04%
2001	\$1,332	\$438	99%	9	8.56%	8.31%	0.3%	8.50%
2000	\$1,231	\$331	99%	10	12.02%	11.76%	0.5%	11.85%

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

Core Bond Composite contains all fully discretionary, tax-exempt, core bond accounts and for comparison purposes is measured against the Barclays Capital Government/Credit Bond Index. The minimum account size for this composite is \$1 million.

Crawford Investment Counsel, Inc. has prepared and presented this report in compliance with the Global Investment Performance Standards (GIPS®).

Crawford Investment Counsel, Inc. is an independent registered investment adviser. The firm maintains a complete list and description of composites, which is available upon request.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Past performance is not necessarily indicative of future results.

The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income. Net of fee performance is calculated based on the actual fees experienced by the client. The annual composite dispersion presented is an asset weighted standard deviation calculated for the accounts in the composite the entire year. Additional information regarding the policies for calculating and reporting returns is available upon request.

The investment management fee schedule for the composite is 0.40% on the first \$5 million; 0.35% on the next \$5 million; and 0.30% on the balance with a minimum annual fee of \$10,000. Actual investment advisory fees incurred by clients may vary.

Balanced portfolio segments are included in this composite and in periods where single asset segments exist, cash has been allocated according to the average cash position those single segment accounts held. A 5% cash allocation has been consistently applied to the composite for periods where no single asset segment accounts are included.

The Core Bond Composite was created in 1998. Crawford Investment Counsel, Inc.'s compliance with the GIPS has been verified firm wide by Ashland Partners & Company, LLP for the period January 1, 1981 through December 31, 2009. A copy of the verification report is available upon request.