

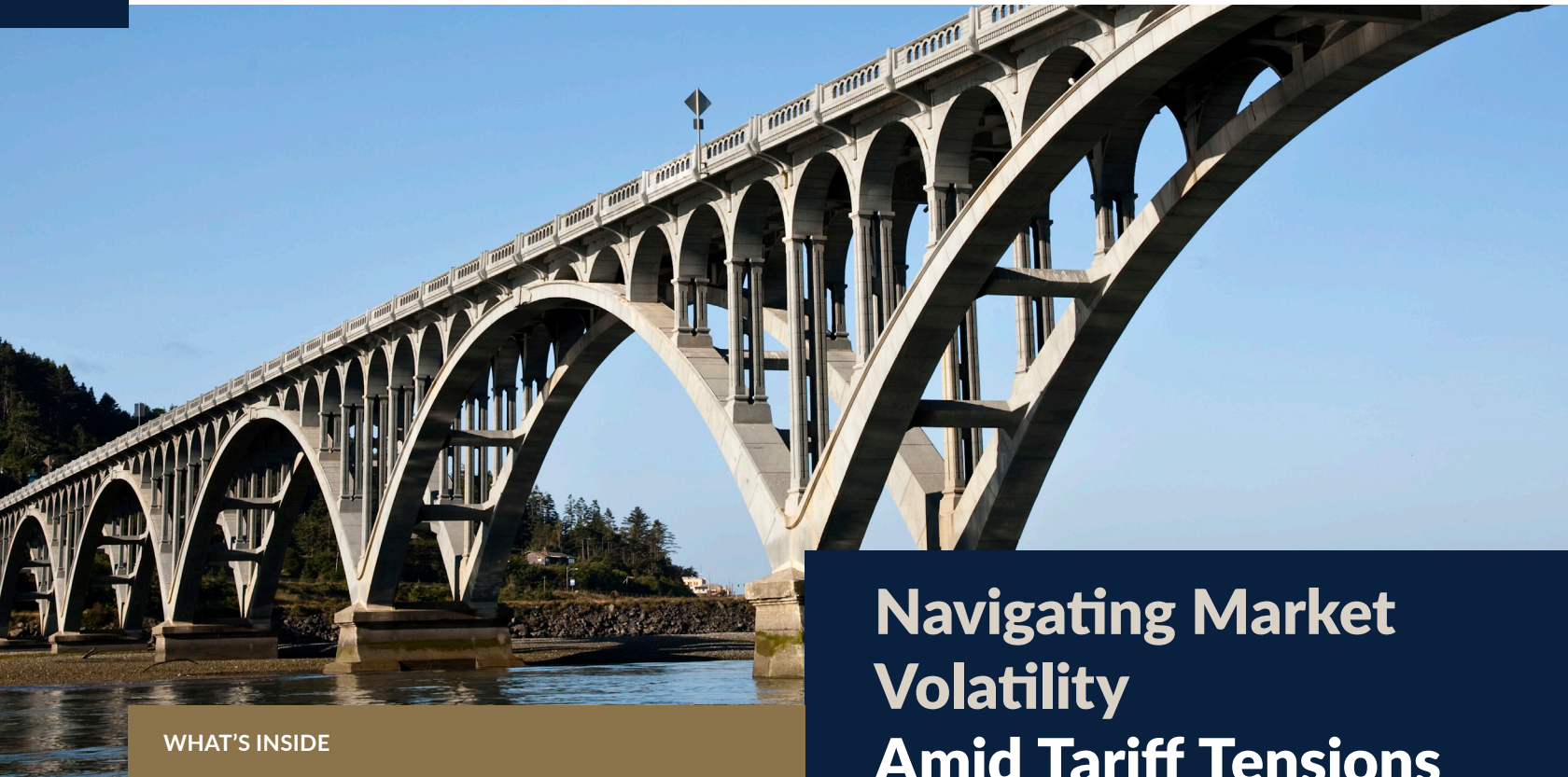
Summer 2025

THE CROSSING

BRIDGING TODAY AND TOMORROW

QUARTERLY NEWSLETTER

YOUR BRIDGE
WEALTH MANAGEMENT
Wells Fargo Advisors Financial Network



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Navigating Market Volatility Amid Tariff Tensions

By John Patrick Lee, Jr., ^{MBA}
Managing Partner, PIM Portfolio Manager

Phillip Anderson, ^{MBA}
Financial Consultant, Associate Vice President

Volatility has been high the past three months, driven largely by trade tensions and new tariff measures. After a sharp selloff in early April, a temporary 90-day pause on U.S.-China tariffs and U.S.-EU tariffs has provided some relief for markets, but the overall tone among investors and economists remains cautious.

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GROWING WITH A PURPOSE.



BUILT FOR WHAT'S NEXT

Ware excited to be sending you our first newsletter as the newly formed Your Bridge Wealth Management team. With the combining of the Huffman Mayer Wealth Management Group and the Bornhorst, Ingalls, Lee, O'Reilly Wealth Management Group our team is now 17 strong. Each partner has known and respected each other for years and share the unwavering dedication to doing what's right for our clients.

In addition, we are thrilled to announce that Lauren Kearney, Managing Principal has joined us as our manager. Lauren brings decades of leadership experience and a thoughtful, steady presence. She is already making an impact and will be a valuable resource for both our team and our clients.

This expansion wasn't just about growth. It was about growing with intention—adding the right people to better serve you.

Why We Chose Independence

One of the most significant changes we've made this year is our move to a more independent platform through Wells Fargo Advisors Financial Network. This transition gives us greater flexibility and control—so we

can make decisions locally, based on what's best for you.

We Can Now:

- Build our team the way we believe works best
- Choose office locations that are convenient for our clients
- Aim to ensure that when you call, you're greeted by a real person who knows your name—not a voicemail or call center

This platform allows us to remain fully focused on what matters most: **YOU**.

New Locations, Same Commitment

We are proud to now offer multiple locations with offices in Westlake, OH, Ashtabula, OH, and Concord, OH.

While we embrace technology—Zoom, Teams, and phone calls—we still believe there's nothing quite like sitting down across the table. In a space that feels comfortable. Professional. Personal.

If you're nearby, we'd love to welcome you in and show you around.

YOUR BRIDGE
WEALTH MANAGEMENT
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Here's To Whats Next!

We've always believed that investment planning is about more than numbers—it's about relationships, trust, and building a future you feel good about.

We're grateful for the continued trust you place in us, and we look forward to this next chapter together—with more support, more local presence, and more ways to serve you well.

Thank you for being part of our story.

— Your Bridge Wealth Management Team of Wells Fargo Advisors Financial Network

Navigating Market Volatility

Amid Tariff Tensions *continued*

According to JPMorgan, the once pervasive “buy the dip” mentality among retail investors is losing steam. We believe this reflects increased skepticism about earnings growth and equity valuations and the market’s difficulty in “looking through” policy changes to a new normal scenario once the tariffs are finalized.

Why are Tariffs a Concern?

Tariffs are taxes paid by importers – any company that wants to bring foreign goods into the U.S. must pay a tariff to U.S. Customs to get those goods across the border. Here’s a hypothetical example of how tariffs effect a retailer who imports goods from a “10% tariff” country:

- Due to the tariff, the cost of a product that was \$10 rises to \$11.
- Retail profit margins are usually slim – 3.3% on average according to Forrester Consulting, so the retailer must raise prices to maintain profitability.
- Using a 3.3% margin, the retailer was previously buying for \$10 and selling for \$10.33, but must now buy for \$11.
- To maintain a 3.3% profit margin, the retailer has to charge \$11.36, adding \$1.36 to the customer’s price – more than the \$1.00 that the tariff added on its own.
- If the retailer completely “absorbs” the tariff cost, its margin becomes a loss of 6.1%.

Clearly, every business is unique, and this is just one hypothetical scenario. In the big picture, the tariffs have raised many new questions about supply chains, manufacturing, and profitability that public companies did not have ready answers for. As always, we believe markets punish uncertainty with lower valuations.

Companies are actively exploring domestic alternatives and supply chain changes to mitigate the impact, but these adjustments can take time. In the short-term, unless these new taxes are offset by tax cuts elsewhere in the economy, they will likely act as a drag on consumer and business spending.

Our Specialists Weigh In

The United Nations recently revised its 2025 global growth forecast downward to 2.4%, citing ongoing trade tensions. U.S. economic growth is expected to slow to 1.6% from 2.8% in 2024. Economists believe that historically, restrictions on trade have increased costs, slowed investment, and contributed to budget uncertainty for



companies and households.

In the press release following its May meeting, the Fed’s Open Market Committee (FOMC) noted that while unemployment was “stabilized at a low level” and inflation “remains somewhat elevated”, the committee also believes that “the risks of higher unemployment and higher inflation have risen.”

Bottom Line

The market remains vulnerable to policy swings and economic data surprises. In this environment:

- Diversification is critical to withstanding fluctuations
- Cash and bond positions can provide stability during times of uncertainty
- A long-term perspective remains essential

Trade tensions are more than headlines—they are reshaping investor behavior, economic projections, supply chains, and portfolio strategies. Staying informed and adaptive is key in this uncertain climate. Any time the rules of finance change, whether they be related to taxation, trade, or economic incentives, the markets go through a digestive phase while sorting out the winners and losers. We believe 2025 will continue to be one of those periods.



Welcome Lauren to Our Team



As a 25-year veteran of the financial services industry, my career progressed through advancing leadership roles where I gained experience in operations, administration, risk, and client service. I am thrilled to encompass all these aspects of my career becoming a part of Your Bridge Wealth Management.

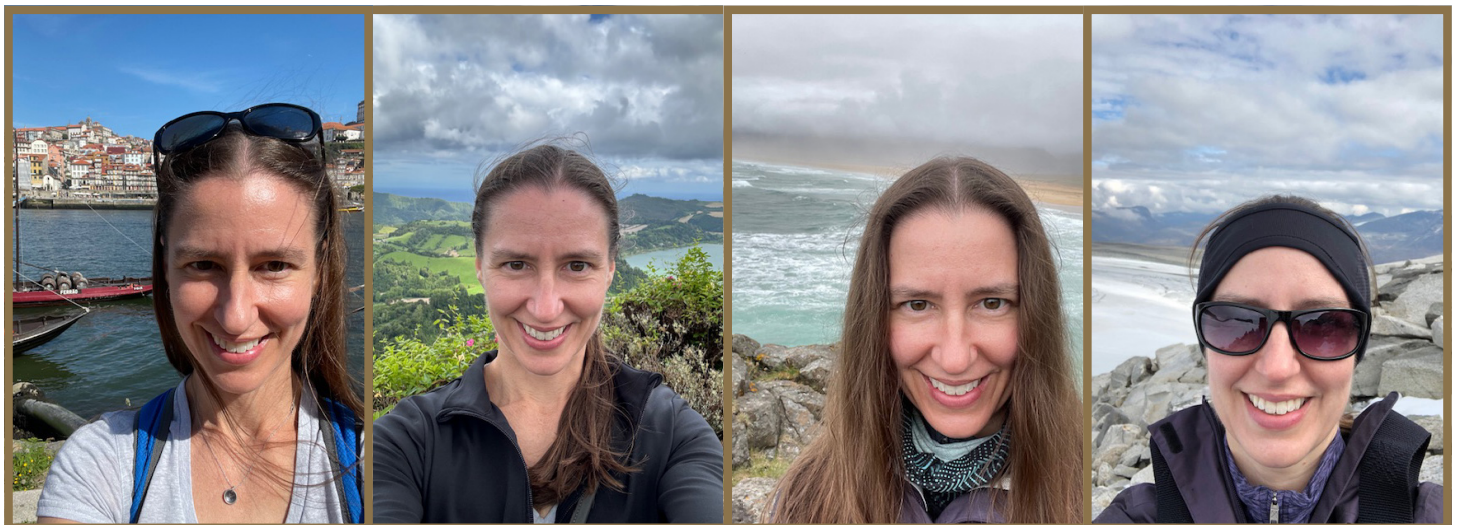
I live in Avon Lake with my husband and we share a passion for travel. We have had memorable experiences hiking a glacier in Norway, exploring a volcano in Iceland, boating along the Algarve in Portugal, and whale watching in the Azores.

I am a huge football fan with Saturdays in the fall reserved for watching The Ohio State Buckeyes. Growing up in Columbus, you always wore your scarlet and gray on game days, O-H-I-O! I spend fall Sundays watching the NFL cheering on many former-Buckeyes

who progressed to the NFL.

Ask just about anyone who knows me and they will tell you I am a fitness fanatic. I love exploring a variety of exercises from running miles along Lake Erie to learning boxing at the gym to lifting weights to programs on my rowing machine to yoga and stretching. When I am not working out, I am often listening to podcasts or reading books on health and wellness always searching for ways to improve and challenge myself.

Some words of wisdom I take to heart are, always be open to learn, you never know who can teach you something. In this new venture, we have all come together to learn from each other and grow as a team bringing the best parts to our clients. I am excited for all of you to join us on this journey!



Adam's Championship Journey

By Michael Bornhorst
Managing Partner, PIM Portfolio Manager

A standout senior season, a state and national title, and what's ahead

My son Adam has played 4 years of St. Ignatius Rugby, three years on Varsity. Adam was co-captain his senior year and helped lead the team to their 10th consecutive State Championship title, and the schools second National Championship title. Adam was honored with receiving the Coaches Cup award for his leadership and dedication to the team. Adam will be furthering his education and rugby career at Boston College this fall where he will be studying Human Centered Engineering.



Par-Tee Time with Palmer

By Ryan Richards, AAMS
Financial Consultant, Associate Vice President

A special day on the course for our favorite little golfer

My daughter, Palmer Richards, celebrated her second birthday at the end of June. By the looks of this picture, she and I will be celebrating many birthdays on the golf course together! Happy Birthday, Palmer and FORE!!!



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6,000 KILOWATTS OF ENERGY!

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Paper products make up 40% of our trash. One ton of recycled paper saves three cubic yards of landfill space. Recycling paper saves landfill space!

3,300 TOTAL POUNDS!

25.5 TREES!

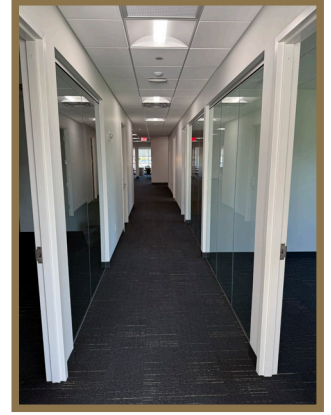
Nearly one billion trees a year are used for making paper. One ton of recyclable paper can substitute for approximately three tons of wood or 17 trees. Recycling paper saves trees!

1,530 POUNDS OF POLLUTANTS FROM THE AIR FROM THE TREES YOU SAVED.

One tree can filter up to 60 pounds of pollutants from the air each year! Reusing two tons of paper can result in the filtering of up to one ton of pollutants from the air! Recycling paper cleans the air!

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Every four tons of recycled paper save the equivalent amount of energy to heat an average sized home in greater Cleveland area for an entire year. Recycling paper saves energy and reduces the United States dependence on foreign oil!



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Westlake Office Transformation
 25777 Detroit Rd, Suite 110
 Westlake, OH 44145
 Main: (440) 568-4668



*Put your future into focus today.
Working with us!*



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25777 Detroit Rd, Suite 110
Westlake, OH 44145
(440) 568-4668

Ashtabula

3705 State Road, Suite 100
Ashtabula, OH 44004
(440) 969-6364

By Appointment:

Concord

7555 Fredle Dr, Suite 102,
Painesville, OH 44077.

**Ready To Connect?
We Are.**

Reach out to schedule your discovery session. We can meet online, at our office or another location convenient for you.

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