

Hawthorn

PNC Family Wealth

Hawthorn (www.hawthorn.pnc.com), a member of The PNC Financial Services Group, Inc. (NYSE: PNC), provides integrated wealth management to ultra-high-net-worth families and individuals with investable assets of at least \$20 million. Integrated wealth management enhances a family's ability to build wealth over generations; aligns investment management with family values, lifestyles and aspirations; and simplifies the complexities of managing wealth.

YEAR FIRM STARTED: 1980

CLIENTS SERVED: Over 600 Relationships

CLIENT/ADVISOR RATIO: 15:1

ASSETS UNDER MANAGEMENT: \$16.4 Billion

TRUST ASSETS UNDER ADMINISTRATION: \$24.5 Billion

MINIMUM RELATIONSHIP SIZE: \$20 Million

MINIMUM ANNUAL FEES: \$75,000

PRIMARY SERVICES:

Investment Management and Consulting	Philanthropy Services
Tax, Financial and Estate Planning	Risk Management and Insurance Planning
Fiduciary and Estate Administration	Customized Reporting
Cash Management and Credit Services	Asset Custody

HOW WE SERVE YOU: Hawthorn begins each relationship by listening, so that we understand your objectives for current and future generations. We align tax, financial and estate planning considerations with portfolio management to enhance our clients' ability to build, maintain and protect wealth.

The essence of Hawthorn's service is the integrated delivery of investment management, wealth strategy (tax, estate and financial counsel), fiduciary services and private banking. Every Hawthorn client has access to a team of professionals from each of these specialties. The team consists of three primary contacts: a Relationship Manager, an Investment Advisor, and a Wealth Strategist. The team works with you and your other advisors as needed to craft your wealth plan and then executes on all facets of the plan.

Hawthorn addresses the financial, personal, and administrative aspects of wealth management. Our objective, integrated approach provides clients and their families with financial benefit, convenience, and peace of mind.

HIGHLIGHTS:

Hawthorn is ranked as the 7th largest multi-family office in the U.S., according to the 2009 survey by the Family Wealth Alliance of Wheaton, Ill., a national organization for high-net-worth investors and advisors. Thomas P. Melcher, Executive Vice President and Chief Executive Officer, has twice been named to *Worth* magazine's Top 100 Wealth Advisors list.

LOCATIONS:**Philadelphia**

1600 Market Street
Philadelphia, Pennsylvania 19103

Pittsburgh

249 Fifth Avenue
Pittsburgh, Pennsylvania 15222

Baltimore

2 Hopkins Plaza
Baltimore, Maryland 21201

Naples

401 Fifth Avenue South
Naples, Florida 34102

Wilmington

300 Delaware Avenue, 6th Floor
Wilmington, Delaware 19801

Cleveland

3550 Lander Road
Pepper Pike, OH 44124

Columbus

155 E Broadway
Columbus, OH 43215

WEBSITE:

hawthorn.pnc.com

TELEPHONE:

888.947.3762

**HAWTHORN
EXECUTIVE TEAM:****Thomas P. Melcher**

215.585.5812

Executive Vice President and Chief Executive Officer

Dick K. Barton

412.762.2279

Managing Director, Business Development

Sandie Gontero, CPA

216.910.0531

Managing Director, Wealth Strategy

Richard J. Henry

215.585.6425

Managing Director, Chief Administrative Officer

Albert S. Kantra

216.910.0453

Managing Director, Relationship Management

Jeffrey S. Lehman, J.D.

412.762.8793

Managing Director, Fiduciary Services

John A. Martin, CFA

412.762.2766

Managing Director, Investments

J. Michael Miller III

410.237.5653

Managing Director, Baltimore and Washington, D.C.

John S. Traynor

203.861.0318

Managing Director, Investment Strategy

Hawthorn is a registered service mark of The PNC Financial Services Group, Inc. ("PNC"). Hawthorn provides investment consulting, wealth management and fiduciary services, certain FDIC-insured banking products and services and lending of funds, provided by the PNC subsidiaries, PNC Bank, National Association and National City Bank, which are **Members FDIC**, and provides certain fiduciary and agency services through PNC Delaware Trust Company. Insurance products and advice may be provided by PNC Insurance Services, LLC and National City Insurance Group, Inc., licensed insurance agency affiliates of PNC, or by licensed insurance agencies that are not affiliated with PNC; in either case a licensed insurance affiliate will receive compensation if you choose to purchase insurance through these programs. A decision to purchase insurance will not affect the cost or availability of other products or services from PNC or its affiliates. Hawthorn and PNC do not provide legal, tax or accounting advice.

Investments and Insurance: Not FDIC Insured. No Bank or Federal Government Guarantee. May Lose Value.
