Hawthorn

PNC Family Wealth

Hawthorn, PNC Family Wealth® (hawthorn.pnc.com) is one of the country's largest and most successful multi-family offices, providing integrated wealth management solutions to ultra affluent families and individuals with investable assets of at least $20 million.* Integrated wealth management enhances a family's ability to manage wealth over generations; align investment management with family values, lifestyles and aspirations; and simplify the complexities of managing wealth.

*Bloomberg Markets, September 2013

YEAR FIRM STARTED:	1991	
CLIENTS SERVED:	More than 600 Relationships	
CLIENT/ADVISOR RATIO:	15:1	
ASSETS UNDER MANAGEMENT:	$26.2 Billion**	
TRUST ASSETS UNDER ADMINISTRATION:	$39.0 Billion**	
MINIMUM RELATIONSHIP SIZE:	$20 Million	
MINIMUM ANNUAL FEES:	$75,000	
PRIMARY SERVICES:	Wealth Strategy Fiduciary Services Investment Management & Consulting	Private Banking Custody & Custom Reporting Personal Administrative Services

HOW WE SERVE YOU:

Hawthorn begins each relationship by listening, so that we understand your financial objectives for current and future generations. Along with your other advisors, we align tax, financial and estate planning considerations with portfolio management to help build, maintain and protect wealth.

The essence of Hawthorn's service is the integrated delivery of investment management, wealth strategy (tax, estate and financial considerations), 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 advisors to craft and execute your wealth plan.

We know that at its heart, multigenerational wealth management is about matching strategies with aspirations, and that making sound investment decisions is key to meeting your financial goals and securing your legacy for future generations. Our unbiased and independent advocacy is dedicated to safeguarding wealth and aligning assets with family values, lifestyles and aspirations. We are committed to exceeding expectations, building trusting relationships and acting as experienced guides for the next generation.

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**Information as of September 30, 2013

LOCATIONS:

Baltimore	Cleveland	Pittsburgh
One East Pratt Street Baltimore, Maryland 21202	3550 Lander Road Pepper Pike, OH 44124	249 Fifth Avenue Pittsburgh, Pennsylvania 15222
Cincinnati	**Philadelphia*** **	**Wilmington**
201 East Fifth Street Cincinnati, Ohio 45202	1600 Market Street Philadelphia, Pennsylvania 19103	300 Delaware Avenue Wilmington, Delaware 19801

***Headquarters

WEBSITE: hawthorn.pnc.com

TELEPHONE: 888.947.3762

HAWTHORN EXECUTIVE TEAM:

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Richard J. Henry, CPA, CFP® 215.585.6425	Managing Director, Chief Administrative Officer
Albert S. Kantra 216.910.0453	Managing Director, Relationship Management
J. Michael Miller III, J.D. 410.237.5653	Managing Director, Baltimore and Washington, DC
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