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.



LOCATIONS: **Baltimore** Cleveland Pittsburgh One East Pratt Street 3550 Lander Road 249 Fifth Avenue Pepper Pike, OH 44124 Pittsburgh, Pennsylvania 15222 Baltimore, Maryland 21202 Cincinnati Philadelphia*** Wilmington 201 East Fifth Street 1600 Market Street 300 Delaware Avenue Cincinnati, Ohio 45202 Philadelphia, Pennsylvania 19103 Wilmington, Delaware 19801 ***Headquarters **WEBSITE:** hawthorn.pnc.com **TELEPHONE:** 888.947.3762 **HAWTHORN** Thomas P. Melcher Executive Vice President, Managing Executive **EXECUTIVE TEAM:** 215.585.5812 Richard S. Aronson, J.D., CFP® Managing Director, Fiduciary Services 412.762.3507 Dick K. Barton Managing Director, Business Development 412.762.2279 Cary W. Greenspan, CMT Managing Director, Investments 703.506.2758 Richard J. Henry, CPA, CFP® Managing Director, Chief Administrative Officer 215.585.6425 Albert S. Kantra Managing Director, Relationship Management 216.910.0453 J. Michael Miller III, J.D. Managing Director, Baltimore and Washington, DC 410.237.5653

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Managing Director, Investment Strategy

Managing Director, Portfolio Strategy

Investments: Not FDIC Insured. No Bank Guarantee. May Lose Value.

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

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