

Dalton, Greiner, Hartman, Maher & Co., LLC
A Boston Private Wealth Management Company

DGHM INVESTMENT PROCESS

Second Quarter 2010 Update

INVESTMENT PROCESS OVERVIEW

DGHM is committed to value creation for its clients over the long-term. The firm's team of experienced and passionate sector specialists combines quantitative tools with rigorous fundamental analysis, which we believe yields excellent long-term results.

*Investable Universe
of Equities*



*DGHM Multifactor
Model*



*Fundamental Analysis
by DGHM Sector
Specialists*



*Investment Team
Review*



Stock Purchase



Portfolio Management



Sell Discipline

STEP 1: DEFINE UNIVERSE

We define the universe of potential equity securities based on market capitalization for each product.

STEP 2: MULTIFACTOR MODEL

We utilize an internally developed multifactor model which ranks our universe of equity securities on valuation, profitability, and capital efficiency by sector.

STEP 3: FUNDAMENTAL DUE DILIGENCE

Each Sector Specialist will determine which equity securities merit further due diligence from our proprietary model. This entails analyzing historical financial data, researching regulatory filings (10-Ks/Qs), press releases, transcripts and meeting with or visiting the company. We then will develop an internal financial model and conduct valuation work on the security.

STEP 4: INVESTMENT TEAM REVIEW

During the review of a Sector Specialist's new idea, the investment team draws from its years of experience to provide different opinions and insight regarding the Specialist's expectation of the company's financial performance and potential profitability. This review allows the Sector Specialist's assumptions to be challenged from multiple angles and to hear ways in which another sector may impact the proposed company.

STEP 5: STOCK PURCHASE

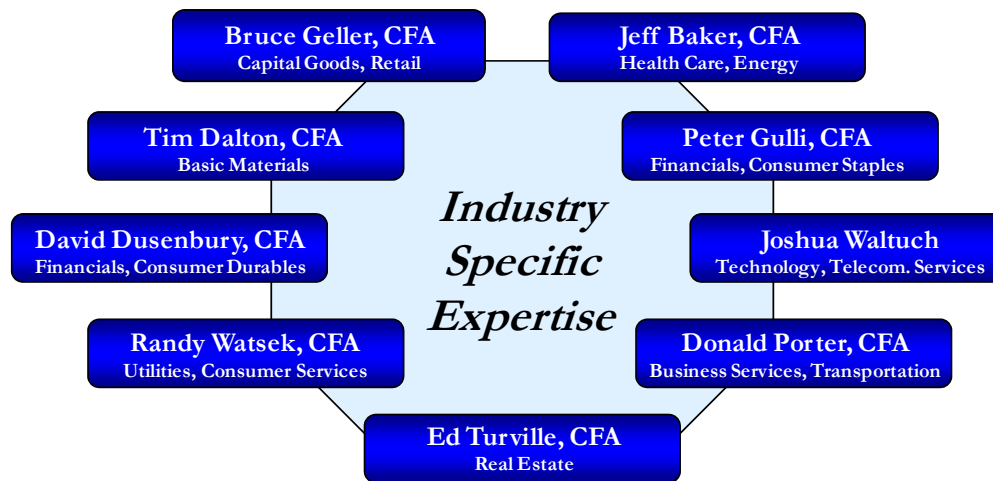
Once the investment team has vetted the idea, the Sector Specialist instructs our trading team to take an initial position. The objective of the trading team is to keep total implementation costs at a minimum while providing best execution.

STEP 6: PORTFOLIO MANAGEMENT

Each product is overseen by a "team leader", who is responsible for monitoring current positions, maintaining sector, model, and cash compliance, and conducting monthly product reviews.

STEP 7: SELL DISCIPLINE

We sell stocks if our multifactor model indicates that an acceptable trade-off of valuation and profitability no longer exists, the Sector Specialist feels the company's fundamentals are deteriorating, or the stock consistently underperforms its peer group.



Bruce H. Geller, CFA

Mr. Geller joined DGHM in 1992 and is Chief Executive Officer and a **Shareholder**. He is also a Member of the firm's Management Committee and Board of Directors. Previously, he worked as an Analyst in the Public Finance Department at Bear, Stearns & Co., Inc. He is a Summa Cum Laude graduate from the State University of New York at Albany, where he received his B.S. in Business Administration in 1991. Mr. Geller is currently Chairman of the Advisory Board for the Center for Institutional Investment Management (CIIM), based in Albany, NY.

Jeffrey C. Baker, CFA

Mr. Baker joined DGHM in 2000 and is Chief Investment Officer and a **Shareholder**. He is also a Member of the firm's Management Committee and Board of Directors. From 1998 to July 2000, he was a Vice President and Equity Analyst at Prudential Investments. Previously he worked as an Analyst at Merrill Lynch Asset Management. He graduated from Princeton University in 1988 and received his MBA in 1994 from New York University.

Timothy G. Dalton, Jr., CFA

Mr. Dalton has been DGHM's Chairman since 1990, and is a **Shareholder**. He is also a Member of the firm's Management Committee and Board of Directors. From April 1990 until October 2006 he was Chief Investment Officer, and was Chief Executive Officer from April 1990 to December 2000. From November 1982 to April 1990, he was President and CEO of Dillon, Read Capital Inc. From 1976 until October 1982, he was Senior Vice President of Oppenheimer Capital Corp. and a partner of its parent, Oppenheimer & Co. At Oppenheimer Capital, he personally managed substantial pension account assets and also served as Director of Research and Co-Chairman of the firm's Investment Policy Committee. He previously served as Senior Vice President and Director of The Robinson Humphrey Company and as Managing Partner of Franklin Capital Investors. He graduated from Northwestern University in 1960, and received an M.A. degree in Economics from Princeton University in 1962. Mr. Dalton is a former Director of the New York Society of Security Analysts.

Peter A. Gulli, CFA

Mr. Gulli joined DGHM in 1999 and is a Senior Vice President and a **Shareholder**. From 1994 to 1999 he was a Vice President and Equity Analyst at the Chase Manhattan Bank. Previously, he served as a Financial Analyst in the Private Bank Financial Management group at Chase. Mr. Gulli received a B.B.A. in Finance from the University of Notre Dame in 1992, and a M.B.A. from New York University in 1999.

David S. Dusenbury, CFA

Mr. Dusenbury joined DGHM in 2005 and is a Senior Vice President and a **Shareholder**. From 2002-2005 he was an Equity Analyst at Dionis Management, a fund focused solely on financial services companies. Previously, David worked in equity research at Credit Suisse First Boston (1994-2002) and Salomon Brothers (1991-1994) where he was responsible for companies in the mortgage finance sector. From 1988 to 1991 David worked in the investment consulting group of William Mercer. He graduated from The University of Massachusetts in 1988 and received his MBA in Finance in 1994 from New York University.

Joshua Waltuch

Mr. Waltuch joined DGHM in 2007 and is a Vice President and a **Shareholder**. From 2005-2007 he was a Senior Research Analyst with The Boston Company. Previously, he worked as an equity analyst at The Dreyfus Corporation from 1999-2005. From 1994-1997 he worked as an investment banking financial analyst first for PaineWebber and then for Donaldson Lufkin & Jenrette. He graduated from Yeshiva University Sy Syms School of Business in 1994 and received an MBA from Columbia Business School in 1999.

Randall F. Watsek III, CFA

Mr. Watsek first joined DGHM in 2002 and is a Vice President and a **Shareholder**. From 2006 to 2007, he was a consultant to DGHM, focusing on quantitative analysis. From 2002 to 2005 he was a Research Analyst at DGHM. From 2001 to 2002 he was a Research Analyst at Kuby-Gottlieb Investments, a deep-value microcap fund. From 1996 to 2000 he was a Vice President - Portfolio Manager in the high-yield syndicated loans group at City National Bank. Mr. Watsek received an M.B.A. from the University of Chicago Graduate School of Business with concentrations in Analytical Finance and Accounting in 2002 and a B.A. from Claremont McKenna College with a dual major in Economics and History in 1996.

Donald S. Porter, CFA

Mr. Porter joined DGHM in 2005 and is a Vice President and a **Shareholder**. Prior to joining DGHM, Mr. Porter was an Associate for TQA Investors; a Stamford based multi-strategy hedge fund. He began his career as a Legislative Correspondent for U.S. Congressman George Radanovich of California. Mr. Porter received a B.A. in Economics from Bucknell University in 2002.

Edward W. Turville, CFA

Mr. Turville is an Industry Consultant to DGHM and has been associated with the firm since 1990. Mr. Turville's background includes 19 years experience in investment research with securities firms in Dallas, New York, and Atlanta. From 1984 to 1989, Mr. Turville was Senior Vice President of Research at Johnson, Lane, Space, Smith & Co. Prior to that Mr. Turville was Vice President of Research at the Robinson Humphrey Company. Mr. Turville is a graduate of Rice University with an advanced degree in Accounting.

Kenneth J. Greiner, CFA

Mr. Greiner is DGHM's Vice-Chairman and a **Shareholder**. He was Chief Executive Officer from 2001-2006. From May 1990 to January 2005 he was President. From June 1983 to April 1990, he was a Senior Vice President of Dillon, Read Capital Inc. Previously, he was with the College Retirement Equities Fund for eleven years, where he was a Senior Portfolio Manager, Analyst and Member of the Investment Committee. From 1968 to 1972, he was associated with Chemical Bank as an Analyst and Portfolio Manager. He graduated from Bucknell University in 1967, and received his M.B.A. from Baruch College in 1969.