January 2010

Financial Advisor Resources at Ramirez & Co., Inc.

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RAMIREZ

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RAMIREZ

Individual Investor Services

Ramirez & Co. offers a wide range of investment products and services to meet the needs of sophisticated investors including: Fixed Income Securities, Equities, Mutual Funds, Retirement Plans, Wealth Management/Financial & Estate Planning, Insurance, and Annuities. The investment specialists in our Private Client Group are seasoned professionals, with the knowledge, experience and integrity that have set Ramirez & Co. apart since 1971.

Portfolio Management

We identify a client's specific goals and risk tolerance to develop an asset allocation of appropriate investments. Our professionals constantly monitor all portfolios to make adjustments based on changing financial needs and market conditions.

Retirement Planning

Ramirez & Co. Financial Consultants are experienced in all aspects of retirement planning. Whether it is advising on optimizing the role of an Individual Retirement Account (IRA), a Roth IRA or a company retirement plan, our experienced financial consultants can assist with any and all future retirement needs.

Wealth Management

Ramirez & Co., Inc. wealth managers provide highly customized financial advice and investment solutions to high net worth individuals and families. We specialize in providing our clients with custom-tailored financial solutions to help manage unique and complex financial issues. Our professionals focus on managing assets in a tax efficient manner and creating and implementing investment guidelines and an asset allocation based on a client's particular risk tolerance. We evaluate each client's needs and lifestyle requirements to prepare for long and short term goals, large purchases and wealth transfer and the handling of large concentrated positions to alleviate market exposure and risk. Finally, we evaluate needs for Trust, Insurance and other Estate Planning issues

Estate & Financial Planning

Estate planning, the most complex facet of a financial strategy, is designed to help secure your hard-earned assets and ensure your family's future. Ramirez & Co offers an array of investment vehicles in trust and estate planning, life insurance, and long-term care insurance to fulfill your needs. A Financial Consultant can work with you, your attorney and tax advisor to customize an estate plan that will enable you to protect the assets you've spent a lifetime accumulating.

Ramirez Asset Management

Ramirez Asset Management provides Investment Advisory Services to individuals, trusts, estates, corporations and other business entities including banks, thrift institutions, pension/profit sharing plans, and charitable organizations.

Business Services

Samuel A. Ramirez & Co., Inc. Business Services can assist businesses by offering solutions to most problems faced in today's fast paced business environment. We offer solutions in Cash Management, Retirement Planning Services and Insurance Products. Our goal is to help businesses retain their best employees and make the company's cash grow with creative cash management techniques.

Retirement Planning

Ramirez & Co. Financial Consultants are prepared to discuss your company's retirement needs. Whether you seek advice on starting a new retirement program or reviewing and enhancing your current plan, our Business Financial Planners have timely advice and creative ideas to benefit your company. Whether it is a 401(k), 403(b), 457 plan or the Individual 401(k), we work hand in hand with your company to help you structure a plan that best meets your needs.

Insurance

Protecting the business you created is an integral component of your business plan. The Ramirez & Co. Business Insurance Planners will speak with you about the life insurance plans available to you and your business.

- Group Disability
- Sponsored Disability
- Buy-Sell Agreements, Disability
- Group Long Term Care
- Sponsored Long Term Care
- High Early Cash Value Life Insurance
- Key Person Insurance
- Business Continuance Insurance

Prestige Platinum Account

The Ramirez & Co. Prestige Platinum Account can offer a multi-faceted money management solution. The Prestige Account is a checking and investment account with many features to maximize your personal finances.

Features Include:

- Checking
- Electronic Funds Transfer
- Unlimited Investment Options
- Automatic Cash Sweep Feature
- Internet Access
- Free Funds Wiring
- Overdraft Protection
- Interest Bearing Money Market
- Lines of Credit
- Visa Debit Card – ATM Access with no fee at any Chase Bank
- Monthly Statements and Year-End Tax Reporting Statement
- Balances Update Daily
- Collateralized Lending

Clearing & Systems

J.P.Morgan

MORCOM, J.P. Morgan's online prime brokerage portal, provides market leading technology to meet the ever-changing needs of our clients. Through continued investment in technology, our clients receive customized data delivery and reporting functionality, as well as end-to-end workflow solutions to deliver straight-through processing.

MORCOM provides our clients with a comprehensive web-based source for portfolio reporting and administration.

In addition to the MORCOM platform, J.P. Morgan also provides broad flexibility, customized reports and data files to enable the timely and efficient delivery of information to clients and their proprietary or third-party systems.

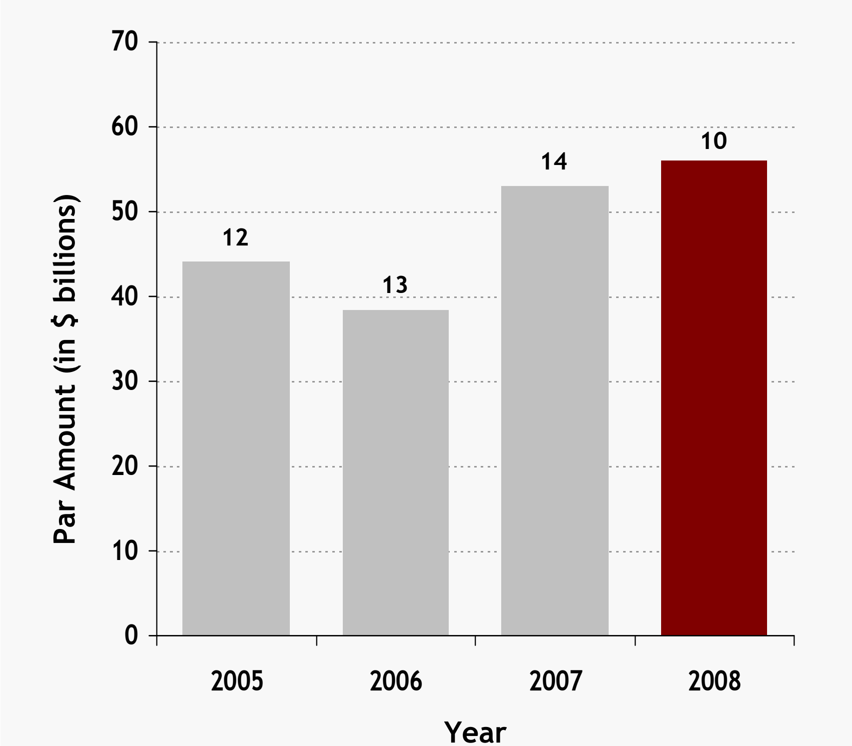
THOMSON REUTERS

Thomson ONE delivers deep and comprehensive global stock and portfolio insights so you can make better decisions, faster. This solution provides features and benefits for every stage of your investment process, making you and your organization more productive. Integrated Real-Time estimates, research, guidance, news, market data, analytics, events, and filings -- all at your fingertips, delivered when you need it and in a way that's meaningful to you. With Thomson ONE, you can anticipate factors that drive or stall performance, rather than simply reacting.

Excellence In Tax-Exempt Finance

- The Firm ranked 10th amongst all underwriters of negotiated tax-exempt bonds in 2008
- Ramirez & Co. ranked 7th in negotiated New York State underwritings in 2009 by Thomson Reuters

Ramirez & Co.'s National Rankings



Source: IPREO
Note: Full credit to all managers. Long-term negotiated tax-exempt underwritings

Ramirez & Co. Named 7th in NYS 2009 YTD

CITI REMAINS TOP UNDERWRITER IN N.Y.

Nov 23 2009 9:45

NEW YORK (THOMSON)--THE FOLLOWING ARE THE TOP 10 MANAGING UNDERWRITERS IN NEW YORK STATE (FULL CREDIT TO BOOK MANAGER), YEAR-TO-DATE:

MANAGING UNDERWRITERS	RANK	PRINCIPAL AMOUNT	MARKET SHARE	NO. OF ISSUES	RANK LAST WK)
CITI	1	$ 7,483.9	20.0%	32	1
J P MORGAN SECURITIES	2	$ 5,585.5	14.9%	43	2
GOLDMAN, SACHS	3	$ 5,293.4	14.1%	24	5
MORGAN STANLEY	4	$ 4,758.0	12.7%	21	3
BANK OF AMERICA MERRILL	5	$ 4,546.4	12.1%	24	4
BARCLAYS CAPITAL	6	$ 1,887.3	5.0%	10	6
RAMIREZ & CO. INC.	7	$ 1,117.2	3.0%	7	7
ROOSEVELT & CROSS	8	$ 1,055.4	2.8%	225	8
RBC CAPITAL MARKETS	9	$ 1,001.5	2.7%	22	9
M R BEAL & CO.	10	$ 820.9	2.2%	4	10

Source: Thomson Reuters

2009 Corporate Fixed Income Deals

RAMIREZ & CO. CORPORATE BOND DEAL LIST			
Trade Date	**Issuer**	**Type**	**Role**
29-Sep-09	**GECC TLG**	**Bond TLG**	Co-Mgr
22-Sep-09	**B,B&T**	**Bond**	Co-Mgr
17-Sep-09	**Citigroup**	**Bond**	Co-Mgr
16-Sep-09	**GECC**	**Bond**	Co-Mgr
15-Sep-09	**JP Morgan Chase**	**Bond**	Co-Mgr
10-Sep-09	**Prudential Fincl.**	**Bond**	Co-Mgr
10-Aug-09	**Credit Suisse**	**Bond**	Co-Mgr
04-Aug-09	**GECC**	**Bond**	Co-Mgr
20-Jul-09	**Citigroup**	**Bond**	Co-Mgr
15-Jul-09	**Goldman Sachs**	**Bond**	Co-Mgr
30-Jun-09	**MetLife**	**Hybrid**	Co-Mgr
25-Jun-09	**Citigroup Funding (TLG)**	**Bond TLG**	Co-Mgr
18-Jun-09	**Comcast**	**Bond**	Co-Mgr
02-Jun-09	**Prudential Financial**	**Bond**	Co-Mgr
29-May-09	**Citigroup Funding (TLG)**	**Bond TLG**	Co-Mgr
29-May-09	**Bank of America**	**Bond**	Co-Mgr
26-May-09	**MetLife**	**Bond**	Co-Mgr
18-May-09	**Kellogg's**	**Bond**	Co-Mgr
14-May-09	**Wal-Mart**	**Bond**	Co-Mgr
06-May-09	**GECC**	**Bond**	Co-Mgr
30-Apr-09	**Citigroup Funding (TLG)**	**FRN-TLG**	Co-Mgr
25-Mar-09	**Wells Fargo (TLG)**	**Bond-TLG**	Co-Mgr
23-Mar-09	**Met Life TLG**	**FRN**	Co-Mgr
23-Mar-09	**Citi TLG**	**Bond-TLG**	Co-Mgr
19-Mar-09	**UPS**	**Bond**	Co-Mgr
17-Mar-09	**Pfizer**	**Bond**	Co-Mgr
10-Mar-09	**Boeing Co.**	**Bond**	Co-Mgr
09-Mar-09	**P,G &E**	**Bond**	Co-Mgr
09-Mar-09	**GECC TLG**	**Bond-TLG**	Co-Mgr
11-Feb-09	**Met Life**	**Bond**	Co-Mgr
27-Jan-09	**Bank of America TLG**	**FRN-TLG**	Co-Mgr
13-Jan-09	**Goldman Sachs TLG**	**Bond-TLG**	Co-Mgr
05-Jan-09	**GECC TLG**	**FRN-TLG**	Co-Mgr

Retail Targeted Products

RETAIL TARGETED $25 DENOMINATED SECURITIES
-Ramirez & Co. is a leading underwriter in this sector

Trust Preferreds (e.g. BB&T 8.95% 2063 callable 2013 issued September 2008)
Senior Securities (e.g. Alabama Power 5.625% 2034 nc 2010 issued April 2004)

RETAIL CORPORATE INTERNOTES
-INCapital is the primary wholesaler for the product

Examples include: Freddie Mac Notes, GECC, Goldman Sachs, Dow Chemical etc.
Structures are generally callable and issued at par, usually with survivors option

RETAIL TARGETED AGENCY SECURITIES

CDS
-Retail targeted CDS issued by banks (e.g. Citibank, Beal Bank etc.)

CLOSED END MUTUAL FUNDS and UNIT TRUSTS
-Names such as Van Kampen, Nuveen

PARTICIPATE IN OTHER SECONDARY MARKETS WHEN NEEDED
-U.S. Treasuries, CMOS (not a major focus currently)

2009 Equity IPO's & Preferred's

DATE	ISSUER	GOLBAL AMOUNT	TOTAL SHARES	ISSUE TYPE	RAMIREZ ROLE	PRICE
3-Dec-09	Bank of America	$19,290,000,000	1,286,000,000	Common Equivalent Units	UW	$15.00
12-Nov-09	Dollar General Corp.	$716,100,000	34,100,000	Common-IPO	SG	$21.00
4-Nov-09	Hyatt Hotels Corp.	$950,000,000	38,000,000	Common-IPO	CO	$25.00
6-Oct-09	Verisk Analytics	$2,155,906,500	85,250,000	Commom-IPO	SG	$22.00
24-Jun-09	Assured Guaranty	$487,025,000	44,275,000	Common-Secondary	CO	$11.00
20-May-09	Regions Financial	$1,840,000,000	460,000,000	Common-Secondary	CO	$4.00
12-May-09	Ford	$1,425,000,000	300,000,000	Common-Secondary	SG	$4.75
12-May-09	Great Plains Convert	$287,500,000	5,750,000	Conv. Pfd-Mandatory	CO	$50.00
11-May-09	Principal Financial Group	$1,000,337,500	50,650,000	Common-Secondary	CO	$19.75
8-May-09	Wells Fargo	$8,627,300,000	392,150,000	Common-Secondary	CO	$22.00
10-Feb-09	Mead Johnson	$828,000,000	34,500,000	Common-IPO	UW	$24.00

RAMIREZ & CO. $25 PAR DEAL LIST						
TRADE DATE	ISSUER	SIZE ($m)	DIVIDEND (%)	MATURITY	TYPE	ROLE
21-Oct-09	B,B&T Capital VII	$325	8.100	2064 nc 2014	Trust Pfd.	UW
30-Sep-09	Vornado Realty	$460	7.875	2039 nc 2014	Senior Note	UW
21-Jul-09	B,B&T Capital VI	$500	9.600	2064 nc 2014	Trust Pfd.	UW
12-Mar-09	FPL Capital	$350	8.750	2069 nc 2014	Trust Pfd.	UW

Retail Research Team

Bryan Oesterreicher
Equity Research Analyst/Portfolio Manager

1. Analyze and recommend Equities and Mutual Funds
2. Monitor and actively manage client assets based on market and client needs (risk tolerance, time horizon, tax concerns, liquidity)
3. Generate client/prospect portfolio recommendation proposals
4. Oversee and manage 401k plan assets
5. Research and analyze companies based on proprietary analytics and client specific needs
6. Put out a monthly recommended stock list
7. Screen Mutual funds databases on both quantitative and qualitative factors
8. Conduct portfolio due diligence related to market risk, personnel risk, leverage use, exposure analysis and hedging strategies
9. Write research reports and analyze quality of all IPO's and offerings

Stewart Bromberg
Municipal Strategist

1. Publish New Issue Fundamental one page report highlighting
    a. Use of proceeds
    b. Security
    c. Nature of the governmental unit
    d. Ratings
2. Review bonds offered in the secondary market for credit strengths and suitability for portfolios
3. Talk to high net worth individuals regarding specific credits and portfolio strengths

Managed Accounts

ManagerCIRCUIT:

ManagerCIRCUIT is a flexible, open architecture solution that grants investment professionals access to a large directory of money managers. You negotiate contracts, fees and minimums directly with money managers. J.P. Morgan provides trading connectivity to money managers.

- Unbundled managed account solution
- Wide array of money managers with connectivity to J.P. Morgan
- Direct relationship between you and money managers
- Perform you own money manager due diligence
- Some of the 170+ managers are: Navellier, Thomas Siegel & Walmsley, Davis Hamilton Jackson, Gabelli Asset, Segall Bryant & Hamill, Lazard Asset Mgmt., NorthRoad Capital, Eaton Vance, Nuveen

Managed Account EDGE:

Managed Account EDGE streamlines the process for investment professionals who seek to use managed accounts. Since J.P. Morgan has pre-negotiated fees, account minimums, and other terms with a broad range of money managers, you spend less time on administrative processing and more time building your business.

- Bundled pricing: custody & clearing fees and money manger fees
- Broad selection of money managers available
- Streamlined administrative processing. Single contract agreement means the advisor does not have to negotiate a contract with money manager
- Perform you own money manager due diligence
- Some of the 30+ managers are: Navellier, Thomas Siegel & Walmsley, Davis Hamilton Jackson, Gabelli Asset, Segall Bryant & Hamill, Lazard Asset Mgmt., NorthRoad Capital, Eaton Vance, Nuveen

	Fee Category	
Tiers	Equity Strategies	Fixed Income Strategies
First $500,000	0.75%	0.65%
Next $500,000	0.70%	0.60%
Next $1,000,000	0.65%	0.55%
Over $2,000,000	0.60%	0.50%

Ramirez Research Tools

Standard & Poor's Equity Research is dedicated to providing timely, objective and actionable investment intelligence that enable clients around the world to navigate and seek success in even the most complex global markets. The research and analysis includes qualitative and quantitative models that cover**: Stocks, ETFs, and Mutual Funds**

Argus Research is an independent research firm, whose business is producing, distributing and marketing high-quality investment and economic research. T recommendations - BUY, HOLD and SELL - reflect the judgment of an analyst about a company's prospects as an investment in terms of value, expected growth and risks.

J.P. Morgan's award-winning Global Research provides clients with informed views and actionable ideas on economic indicators, markets, companies, and asset classes around the world.

BofA Merrill Lynch Global Research's expertise is at the core of the value proposition offered to clients and is an integral component of the product offerings in **Wealth Management** and **Global Banking and Markets**. BofA Merrill Lynch Research analysts provide insightful, objective and decisive research that is designed to enable clients to make informed investment decisions. BofA Merrill Lynch Global Research achieves research excellence through the quality of its staff and the breadth and depth of its global resources.

Independent. Insightful. Trusted. Morningstar provides stock market analysis; equity, mutual fund, and ETF research, ratings, and picks; portfolio tools; and option, hedge fund, IRA, 401k, and 529 plan research. Our reliable data and analysis can help both experienced enthusiasts and newcomers.

Thomson ONE delivers deep and comprehensive global stock and portfolio insights so you can make better decisions, faster. This solution provides features and benefits for every stage of your investment process, making you and your organization more productive. Integrated Real-Time estimates, research, guidance, news, market data, analytics, events, and filings -- all at your fingertips, delivered when you need it and in a way that's meaningful to you. With Thomson ONE, you can anticipate factors that drive or stall performance, rather than simply reacting.

KBW produces industry-leading research on more financial services companies than any other brokerage firm. Over 40 research analysts provide hands-on detailed analyses on more than 500 U.S. and European financial institutions. We cover the entire spectrum of the financial services arena, including banks, brokers, mortgage and equity REITs, property and casualty insurers, life insurers, reinsurers, and other insurance companies.

Insurance Relationships

Founded nearly 150 years ago, Guardian and its subsidiaries are committed to protecting individuals, business owners and their employees with life, long term care insurance, disability income, medical and dental insurance products, and offer 401(k), annuities and other financial products.

Nationwide Financial Services is a leading provider of long-term savings and retirement products in the United States. The Company develops and sells a diverse range of products including individual annuities, private and public sector group retirement plans, other investment products sold to institutions, life insurance and investment advisory services.

SunAmerica provides nearly half a million individuals with the financial products and services they need to help them retire stronger. They have experience and leadership, offering variable annuities that can provide investment growth potential plus options for guaranteed lifetime income that's protected from downturns and market volatility.

ING is a global financial institution of Dutch origin offering banking, investments, life insurance and retirement services. They provide retail customers with the products they need during their lives to grow savings, manage investments and prepare for retirement with confidence

Prudential Financial, Inc., a financial services leader with approximately $641 billion assets under management, has operations in the United States, Asia, Europe, and Latin America. Leveraging its heritage of life insurance and asset management expertise, Prudential is focused on helping individual and institutional customers grow and protect their wealth.

MetLife, Inc. is a leading provider of insurance and other financial services to millions of individual and institutional customers throughout the United States. Through its subsidiaries and affiliates, MetLife, Inc. offers life insurance, annuities,, as well as group insurance, reinsurance and retirement and savings products and services to corporations and other institutions.

401K/Retirement Relationships

ING provides retirement programs to employers in the corporate, government, healthcare, not-for-profit and education markets. In addition to a wide variety of programs to offer, we have the marketing materials, client services, and educational seminars to support these business lines.

At Prudential Retirement, their single most important objective is to deliver positive outcomes for plan sponsors and their participants. To accomplish this objective, their team of highly credentialed professionals works with the sponsor and advisor to develop a customized solution that's right for your plan, your organization and your participants.

MetLife Corporate Benefit Funding (CBF) group consists of a highly-skilled team of professionals — bringing together a broad array of insurance, actuarial, investment, capital markets, tax, accounting and legal experts — focused on developing practical benefit solutions designed to increase financial flexibility and achieve positive financial results for clients.

Whether your company has one employee or more than 100,000, Fidelity can develop a comprehensive package of retirement services that addresses the specific needs of your business. With Fidelity, retirement plan sponsors and their employees have come to expect outstanding customer service and the technology to keep their plans state-of-the-art, year after year.

American Funds has been managing investors' assets since 1931. They take a conservative long-term approach that's consistent with the needs of most people saving for the future.

Employee Medical & Dental Benefits (UnitedHealth & Guardian)

Medical: Pre Tax	Company Pays For:		Employee Pays For:	Family
In Network:	Employee	Plan M39	Employee @ $205/mo+ Spouse/Dependents + $20 Co-Pay/Dr Visit Up to $3,000 Deductible	$1024/month
Out of Network:	Employee		30% Co-Insurance Up to $4,000 Deductible	
In Network:	Employee	Plan M28:	Employee @ $161/mo + Spouse/Dependents + $20 Co-Pay/Dr. Visit Up to $3,000 Deductible	$945/month
Out of Network:	Employee		No Out of Network Coverage	

Dental: Pre Tax	Company Pays For:		Employee Pays For:	Family
In Network:	Employee		Spouse/Dependents: No Deductible & 0% for Preventive Services: Basic/Major Services 10%/40% Co-Insurance	$69.16/month
Out of Network:	Employee		Spouse/Dependents: No Deductible & 0% for Preventive Services: Basic/Major Services	

Additional Employee Benefits

Basic Life/AD&D	Company Pays For:		Transit Debit Card: Pre & Post Tax	Company Pays For:
1x Salary up to $50,000	Employee		For Commuting Cost	Employee
Optional Life			Flex Spending: Pre-Tax	
Up to 5X earnings or $1,250,000	Employee		Up to $5,000 to cover unreimbursed medical, dental, vision expenses not covered by insurance	Employee
Lesser of 100% of employee amount or $250,000	Spouse			
Dependent Life			Dependent Care Program – Pre-tax	
$2,000 per dependent	Dependent		Up to $5,000 to cover expenditures for dependent care expenses of babysitters, day care centers, nursery schools after-school programs	Employee
Group LTD			Supplemental Benefits- Pre-tax	
60% of compensation up to a max of $7,500/month			Cancer Protection Personal Short Term Disability Plan (after tax) Personal Accident Expense Plan Dental Insurance Personal Sickness Indemnity Plan	Employee
Profit Sharing	At discretion of Company			
401k: Pre-tax	Employee			
Direct Deposit				