

Berkshire

DIVIDEND STRATEGY

Detailed Strategy Guide 12.31.2020

Berkshire Asset Management, LLC | 46 Public Square | Wilkes-Barre, PA 18701 | 570.825.2600



Berkshire Dividend Growth Strategy

Berkshire Firm Update 12.31.2020



Our current business fundamentals are the strongest in our history

- Ownership: 100% employee owned with more than a 30 year operating history*
- Extremely low professional turnover
- Controlled, measured growth: Roughly \$2.9 Billion under supervision** as of 12.31.2020
- Low overhead cost structure enhancing the long-term stability of the firm

Our investment principles remain consistent and focused

- Deliver quality investment results
- Narrow focus on large cap dividend investing
 - Enduring dividend growth to meet client goals and objectives
 - “Forward looking” fundamental process vs. backward looking screening

Our service model provides distinguished support

- Maintain premier boutique status to quality advisors and platforms
- Direct communication with portfolio managers to enhance advisor support
- Customized portfolio management

*Berkshire Asset Management, LLC (Berkshire) is a fee-based, SEC registered advisory firm serving the portfolio management needs of high net worth and institutional clients. Berkshire Asset Management, Inc. was formed in 1986 as a SEC registered investment adviser. In 1999 the company was sold to Legg Mason. In 2007, senior leadership repurchased the firm, forming Berkshire Asset Management, LLC, the company built to serve you today.** Assets under supervision include all assets directed and supervised by Berkshire Asset Management through all arrangements. Berkshire participates as an adviser providing investment management services to clients of wrap fee programs. This includes but not limited to assets directed through various custodial arrangements, wrap fee, uma structure and model portfolios at third party organizations. Of the \$2,873,411,697 in assets under supervision \$1,733,780,455 are contributed to Firm assets under management and \$1,139,631,242 is contributed to advisory only assets for which we provide portfolio models (as of 12.31.2020)

Berkshire Dividend Growth Strategy Philosophy & Objectives



We believe a diversified portfolio of high quality businesses consistently increasing dividends can lead to attractive long term investment results:

- Dividend growth provides transparent insight into a company's fundamentals and vitality
- Dividends have contributed a significant amount to total market return over time
- Downside protection in volatile markets
- On-going opportunity set created by the COVID-19 Pandemic

(Source: Bloomberg Professional)

Portfolio Goals:

- Achieve a blend of high current income and growth in cash flow over time
- Achieve capital appreciation in underlying holdings through superior stock selection
- Dampen volatility in uncertain market environments
- Avoid stocks with high correlation to fixed income
- Through quality and transparency, help clients to understand/appreciate what they own

Berkshire Dividend Growth Strategy

“Forward Looking” Process



Simple screens of historical data may fail to capture the full dividend growth opportunity set...

Berkshire’s Process: Identify perennial dividend growers before they are fully recognized by the market using a “Forward Looking” bottom up selection process:

- Understand how a business generates free cash flow by decomposing ROE components
- Model future income statement, balance sheet and free cash flow
- Measure dividend growth potential by analyzing optimal capital structure & future payout ratio
- Own tomorrow’s dividend growers trading at discounts to intrinsic value estimates

Some of our highest conviction dividend growth stories would have flunked traditional backward looking screens at time of Berkshire’s purchase*:

- Emerging tech and health care businesses
- High quality financials

Our edge? Patience, discipline and the ability to capitalize on the short sightedness of others.

Investors should carefully consider investment objectives, risks, charges and expenses. Additional information can be obtained from a financial professional and should be read carefully before investing. Dividends and yields represent past performance and there is no assurance they will continue to be paid in the future. Platform restrictions may apply. “Forward Looking” does not imply a level of skill, however the term is used to reference the way we approach our analysis of individual companies. *We highlight these companies solely for illustrative purposes and not on the basis of investment performance or attribution to the overall performance of the strategy. The companies identified herein do not represent all of the securities purchased, sold or recommended for client accounts, and you should not assume that an investment in the companies identified was or will be profitable. Berkshire retains the right revise or modify portfolios and strategies if it believes such modifications would be in the best interests of its clients. Model portfolios may or may not contain any specific security at any time, and decisions to invest should not be made based on the presumed or current composition of any model portfolio.

Equity Selection Process

SCREENING: High and sustainable return on equity (ROE)

CAREFUL OBSERVATION: Price events, earnings misses, reservoir of company knowledge, areas of expertise by Portfolio Manger, contrarian, attempt to capitalize on short-sightedness of others.



ROE analysis:
margins, turnover,
leverage, taxes
What are key drivers
of **future**
profitability?
Potential for
free cash flow

Initial Evaluation

Current Dividend

Seek to provide above
average yield / cash flow
Provide current return to
offset market volatility
Monitor yield on cost

Is the Dividend Stable?

Times interest earned
Debt to equity ratio
Volatility of operating margins
Consistency of underlying
business/end markets
Capital intensity

Can the Dividend Grow?

"Dividend Catalysts"
Potential for rising ROE
Competitive position of
products/services
Growth of end markets
Management track record in
allocating capital
Competitive advantage

**Model Proforma
Income Statement**

3-5 year time horizon
Stress test management &
Wall Street assumptions
Return on incremental
invested capital

Sell Discipline

Company exceeds
intrinsic value estimate
Dividend cut
Large acquisition that limits
financial flexibility
Below average yield relative
to market

Portfolio

30-40 best ideas
Reasonable diversification
Above average cash flow
with growth component
Grow dividend by 7-9% per year
20-30% turnover
Abundant free cash flow
Quality, liquidity & transparency

Valuation

Purchase at or below intrinsic value
Margin of safety
Traditional valuation tools

**Model Proforma
Balance Sheet**

Optimal capital
structure vs.
underlying business
Industry dependent
Stock buy backs
Acquisition strategy

Berkshire Dividend Growth Strategy

Rolling Period Dividend Growth as of 12.31.2020



Source: Bloomberg

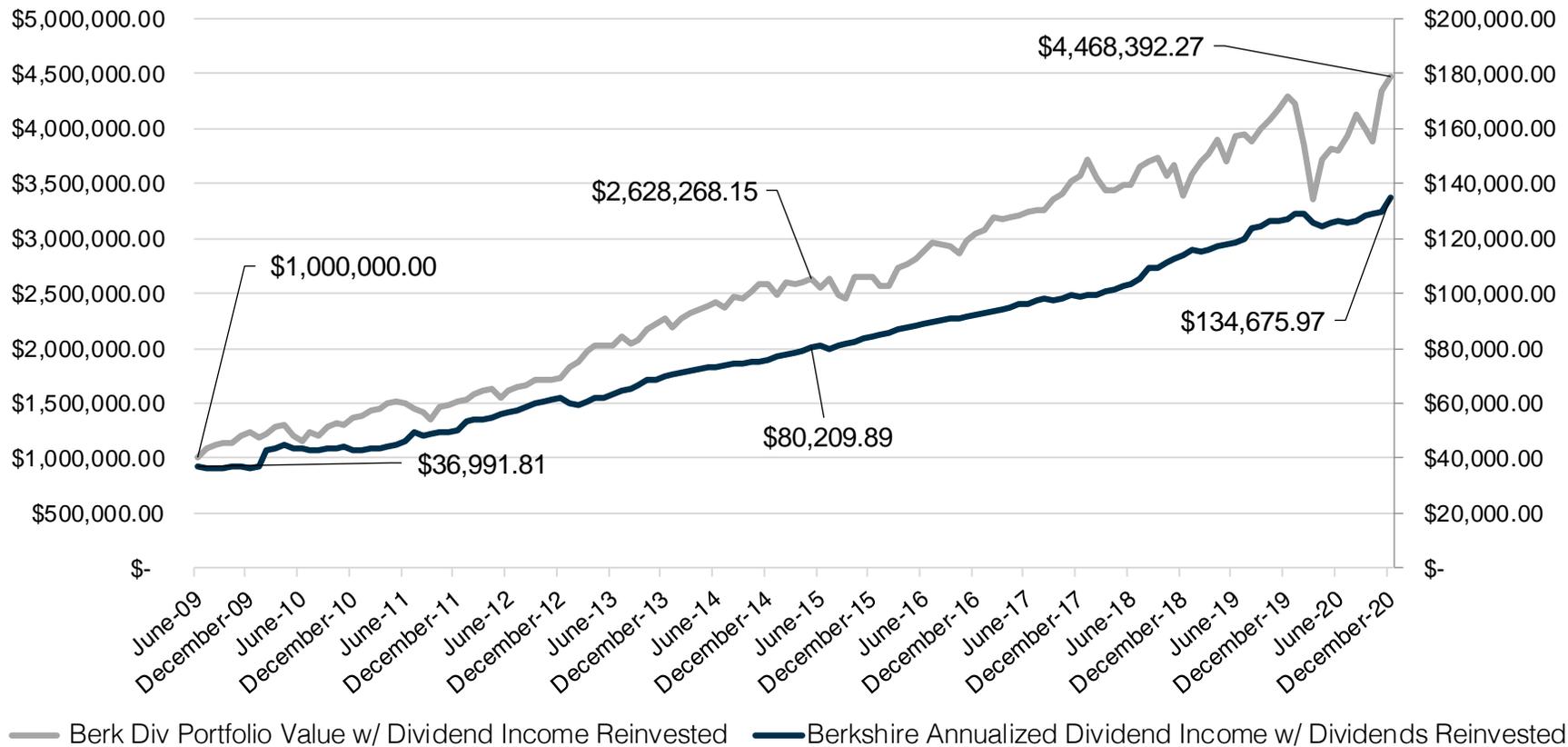
Positions are in order of portfolio weighting in the "Berkshire Dividend Growth and Income Model Portfolio" as of publish date. Weightings may vary. Dividend increase results are based on underlying holdings of a representative account in our Dividend Growth Strategy Composite. Growth rate over one year in the gross dividend per share. Calculated as: (Current year's dividend per share / Prior year's), minus 1, times 100. Dividends per share includes Interim and Final payments, as well as all Abnormal Dividends. Dividend amounts are adjusted for stock splits and other corporate actions. Growth rate over three years in net dividend per share. Calculated as: (Current year's dividend per share / Dividend per share three years prior), raised to the power of one-third, minus 1, times 100. Dividends per share includes Interim and Final payments, as well as all Abnormal Dividends. Dividend amounts are adjusted for stock splits and other corporate actions. Growth rate over five years in net dividend per share. Calculated as: (Current year's dividend per share / Dividend per share five years prior), raised to the power of 0.2, minus 1, times 100. Dividends per share includes Interim and Final payments, as well as all Abnormal Dividends. Dividend amounts are adjusted for stock splits and other corporate actions. There is no guarantee dividends will continue to be paid in the future. All information provided is supplemental to its attached GIPS compliant presentation. The information contained herein, is for Investment Personnel use only.

Company Name	Symbol	1 Year Dividend Growth	3 Year Average Dividend Growth	5 Year Average Dividend Growth	Current Dividend Yield
Bank Of America	BAC	9.09%	22.68%	29.20%	2.38%
JPMorgan Chase	JPM	9.09%	20.84%	16.47%	2.83%
Norfolk Southern	NSC	4.44%	15.50%	9.76%	1.58%
PNC Financial	PNC	9.52%	20.95%	18.01%	3.09%
Microsoft	MSFT	10.58%	9.54%	10.13%	1.01%
Intel	INTC	4.76%	7.00%	6.58%	2.65%
Apple	AAPL	6.25%	9.50%	9.73%	0.62%
Chevron	CVX	8.40%	6.10%	3.81%	6.11%
Lockheed Martin	LMT	8.89%	9.52%	9.77%	2.93%
Cisco	CSCO	3.62%	8.16%	11.76%	3.22%
Abbvie	ABBV	10.28%	22.62%	18.50%	4.85%
Bristol-Myers	BMJ	12.20%	5.66%	4.31%	3.16%
Qualcomm	QCOM	3.63%	4.69%	6.68%	1.71%
Walmart	WMT	1.89%	1.92%	1.96%	1.50%
Honeywell	HON	8.04%	9.83%	11.07%	1.75%
McDonald's	MCD	6.55%	9.58%	7.94%	2.40%
Johnson & Johnson	JNJ	6.13%	6.23%	6.17%	2.57%
Abbott	ABT	12.50%	10.75%	8.45%	1.64%
Emerson Electric	EMR	1.78%	1.37%	1.24%	2.51%
Merck	MRK	9.73%	9.48%	6.50%	3.18%
Waste Management	WM	6.34%	8.64%	7.20%	1.85%
Procter & Gamble	PG	5.52%	4.42%	3.44%	2.27%
PPL	PPL	0.61%	1.66%	2.05%	5.89%
W.P. Carey	WPC	0.77%	1.33%	1.75%	5.93%
Leggett & Platt	LEG	1.27%	4.06%	4.89%	3.61%
Amgen	AMGN	10.34%	11.64%	15.16%	3.06%
Nucor	NUE	0.62%	2.16%	1.56%	3.05%
Pfizer	PFE	5.56%	5.90%	6.30%	4.24%
Chubb	CB	3.69%	3.09%	3.04%	2.03%
Coca-Cola	KO	2.50%	3.48%	4.44%	2.99%
Kimberly-Clark	KMB	3.88%	3.32%	3.99%	3.17%
Kinder Morgan	KMI	9.21%	27.55%	-11.67%	7.68%
AT&T	T	1.96%	2.00%	2.04%	7.23%
M & T Bank	MTB	7.32%	13.62%	9.46%	3.46%
General Mills	GIS	1.02%	0.68%	2.74%	3.47%
Weighted Average		6.42%	9.84%	8.70%	3.01%

Berkshire Dividend Growth Strategy Portfolio Value and Income w/ Dividends Reinvested



Inception (6.30.2009) through 12.31.2020

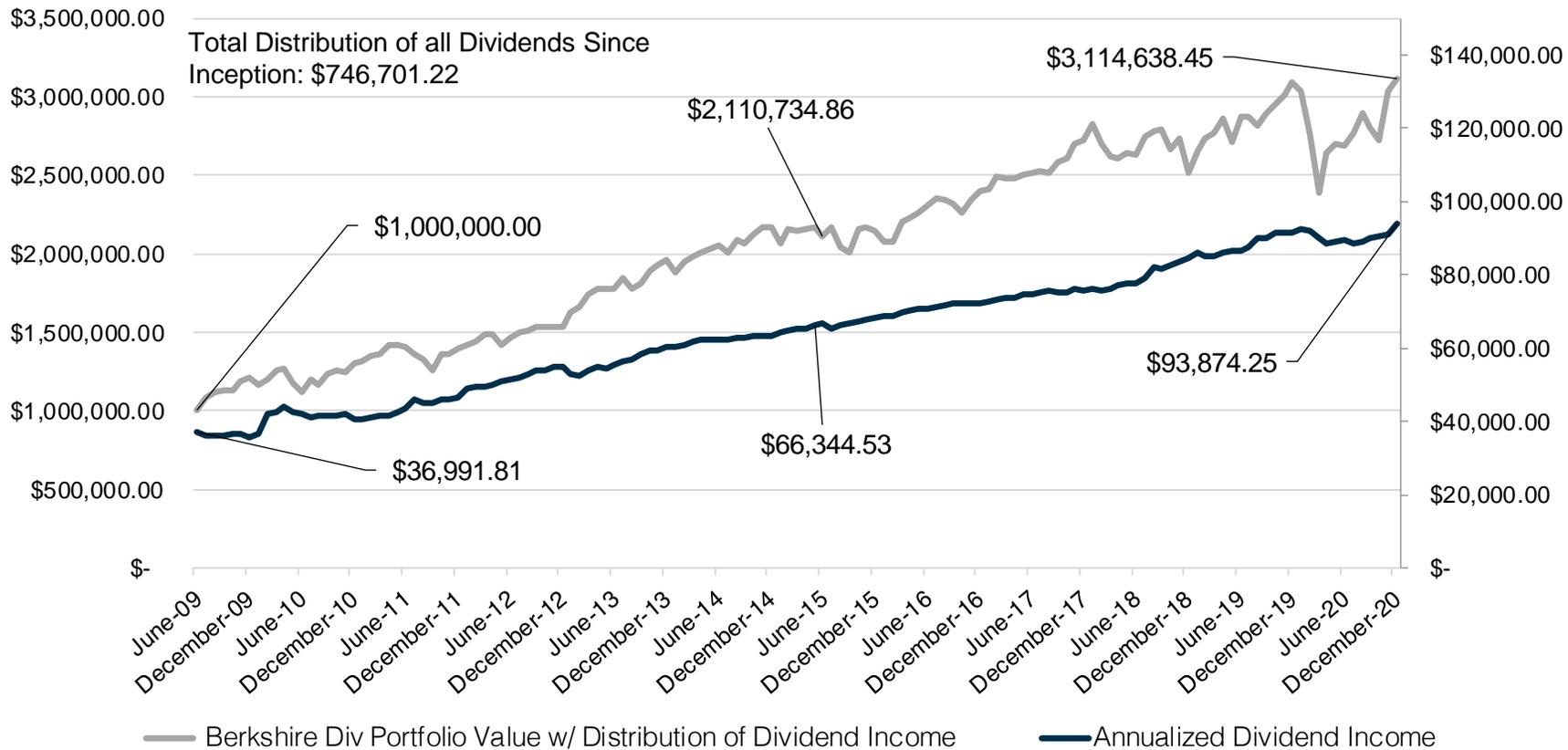


Intended for illustrative purposes only. Income chart is based on the assumption \$1,000,000 is invested in the Berkshire Dividend Growth and Income Strategy at the inception of the Berkshire Dividend Growth and Income composite. (6/30/2009) The \$1,000,000 investment is adjusted monthly based on the stated monthly total returns for the given composite. This includes accumulation and reinvestment of the dividend. The monthly adjusted account values are then multiplied by the current yield of the respective composite. The resulting monthly income figures are then charted in the graph. Dividends are not guaranteed, and may be subject to change. Investing based on dividends alone may not be favorable as it does not include all material risks. There is no guarantee any stated (or implied) portfolio or performance objective mentioned by Berkshire can be met. Fees are not included in the analysis and would lower values. Berkshire Dividend Growth and Income current yields are calculated in Bloomberg from a representative account only. Individual account yields and returns can vary. Calculation limitations: Changes of the underlying holdings in the index or composite can change current yield calculations. This can lead to various ranges of results that may appear more or less favorable. Example: Stock A with 3% current dividend yield is sold. Stock B with 4% current dividend yield is purchased. This would result in higher yielding portfolio but is not the result of "dividend growth".

Berkshire Dividend Growth Strategy Portfolio Value and Income w/ Dividends Distributed



Inception (6.30.2009) through 12.31.2020



Intended for illustrative purposes only. Income chart is based on the assumption \$1,000,000 is invested in the Berkshire Dividend Growth and Income Strategy at the inception of the Berkshire Dividend Growth and Income composite. (6/30/2009) The \$1,000,000 investment is adjusted monthly based on the stated monthly total returns for the given composite. This includes distribution of the dividend monthly based upon portfolio current yield at the end of each month. The monthly adjusted account values are then multiplied by the current yield of the respective composite. The resulting monthly income figures are then charted in the graph. Dividends are not guaranteed, and may be subject to change. Investing based on dividends alone may not be favorable as it does not include all material risks. There is no guarantee any stated (or implied) portfolio or performance objective mentioned by Berkshire can be met. Fees are not included in the analysis and would lower values. Berkshire Dividend Growth and Income current yields are calculated in Bloomberg from a representative account only. Individual account yields and returns can vary. Calculation limitations: Changes of the underlying holdings in the index or composite can change current yield calculations. This can lead to various ranges of results that may appear more or less favorable. Example: Stock A with 3% current dividend yield is sold. Stock B with 4% current dividend yield is purchased. This would result in higher yielding portfolio but is not the result of "dividend growth".

Berkshire Dividend Growth Strategy Performance Update 12.31.2020



Growth of \$1,000,000 Investment



Investments are not FDIC-insured, nor are they deposits of or guaranteed by a bank or any other entity, so they may lose value. Investors should carefully consider investment objectives, risks, charges and expenses. Additional information can be obtained from a financial professional and should be read carefully before investing. Dividends and yields represent past performance, there is no assurance they will continue to be paid in the future. Platform restrictions may apply.

Berkshire Dividend Growth Strategy Performance vs. Russell 1000 Value - 12.31.2020



	Berkshire Dividend Strategy (Gross)*	Russell 1000 Value Return	Berkshire - R1000 Value Difference	Berkshire Dividend Strategy (Net)*
2009 Inception 5/31/2009	23.24%	21.86%	1.39%	22.74%
2010	11.62%	14.36%	-2.74%	10.62%
2011	10.04%	0.39%	9.66%	9.04%
2012	14.18%	17.50%	-3.32%	13.18%
2013	31.26%	32.54%	-1.29%	30.26%
2014	13.88%	13.46%	0.42%	12.88%
2015	2.27%	-3.84%	6.11%	1.27%
2016	15.29%	17.31%	-2.01%	14.29%
2017	16.95%	16.58%	0.37%	15.95%
2018	-4.85%	-8.28%	3.43%	-5.85%
2019	26.69%	26.52%	0.17%	25.69%
2020 YTD	4.05%	2.78%	1.27%	3.05%
Cumulative Return	346.84%	287.75%	59.09%	303.20%
Annualized	13.90%	12.50%	1.40%	12.88%
1 Year	4.05%	2.78%	1.27%	3.05%
3 Years	7.84%	6.05%	1.79%	6.84%
5 Years	11.08%	10.28%	0.80%	10.08%
7 Years	10.17%	8.58%	1.58%	9.17%
10 Years	12.50%	10.78%	1.73%	11.50%

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Berkshire Dividend Growth Strategy Performance vs. S&P 500 - 12.31.2020



	Berkshire Dividend Strategy (Gross)*	S&P 500 Return	Berkshire - S&P 500 Difference	Berkshire Dividend Strategy (Net)*
2009 Inception 5/31/2009	23.24%	22.50%	0.74%	22.74%
2010	11.62%	15.06%	-3.45%	10.62%
2011	10.04%	2.11%	7.93%	9.04%
2012	14.18%	16.00%	-1.82%	13.18%
2013	31.26%	32.39%	-1.13%	30.26%
2014	13.88%	13.69%	0.19%	12.88%
2015	2.27%	1.38%	0.89%	1.27%
2016	15.29%	11.96%	3.33%	14.29%
2017	16.95%	21.83%	-4.88%	15.95%
2018	-4.85%	-4.39%	-0.46%	-5.85%
2019	26.69%	31.48%	-4.79%	25.69%
2020 YTD	4.05%	18.39%	-14.34%	3.05%
Cumulative Return	346.84%	417.18%	-70.34%	303.20%
Annualized	13.90%	15.35%	-1.46%	12.88%
1 Year	4.05%	18.39%	-14.34%	3.05%
3 Years	7.84%	14.16%	-6.32%	6.84%
5 Years	11.08%	15.21%	-4.13%	10.08%
7 Years	10.17%	12.91%	-2.74%	9.17%
10 Years	12.50%	13.88%	-1.38%	11.50%

Investments are not FDIC-insured, nor are they deposits of or guaranteed by a bank or any other entity, so they may lose value. Investors should carefully consider investment objectives, risks, charges and expenses. Additional information can be obtained from a financial professional and should be read carefully before investing. Dividends and yields represent past performance, there is no assurance they will continue to be paid in the future. Platform restrictions may apply.

Berkshire Dividend Growth Strategy Investment Management & Research Personnel



Kenneth J. Krogulski, CFA

President and Chief Investment Officer

Education

- BS, Indiana University of Pennsylvania
- MBA, Wilkes University
- CFA Charterholder since 1986

Experience

Ken has 40 years of experience in security analysis and portfolio management. He joined Berkshire in 1990 after serving for 11 years as senior portfolio manager for the First Eastern Bank's trust company. He is the Chair of the Appleseed Partnership and is a director of Allied Services, Cumberland Pharmaceuticals, Inc. (CPIX: NASDAQ) and Landmark Bank (LDKB: NASDAQ).

Berkshire Dividend Growth Strategy

Investment Management & Research Personnel



Gerard Mihalick, CFA

- Vice President and Portfolio Manager

Education

- BA, Gettysburg College
- CFA Charterholder
- Member, New York Society of Security Analysts

Experience

Gerry has over 25 years of experience in the investment management industry and joined Berkshire in 1995. He is a member of the firm's investment committee, participates in the firm's equity and fixed income research process and has portfolio management responsibility over a number of client accounts. Gerry is member of the New York Society of Security Analysts and serves as a director for the St. Vincent DePaul Kitchen and the Salvation Army, Wilkes-Barre Corp. Prior to joining Berkshire, he was employed as a portfolio manager with Fleet Investment Advisors in Rochester, New York.

Berkshire Dividend Growth Strategy

Investment Management & Research Personnel



Michael D. Weaver, CFA

Vice President and Portfolio Manager

Education

- BA, Economics, University of Virginia
- CFA Charterholder

Experience

Mike has over 20 years experience in security analysis and portfolio management. At Berkshire, Mike is a member of the firm's investment committee and has equity research and portfolio management responsibilities. Prior to joining Berkshire in 1999, Mike was a senior portfolio manager for Mellon Private Asset Management. He is a former director of the North Branch Land Trust and the Luzerne Foundation.

Berkshire Dividend Growth Strategy

Investment Management & Research Personnel



Gregory C. Weaver, CFA

Vice President and Senior Analyst

Education

- BS, Business Administration, University of Central Florida
- CFA Charterholder

Experience

Greg is a member of the firm's investment committee and has equity and fixed income research and portfolio management responsibilities. Prior to joining Berkshire in 2007, Greg was a financial analyst for both MGM Studios and Paramount Pictures. He was an Investment Representative for Trust Company of the West and most recently served as Wealth Manager for the M&T Bank Investment Group. He is a member of the CFA Society of Philadelphia and serves on the board of the Wilkes-Barre YMCA, the Home For Homeless Women, the Luzerne County Historical Society, and the Wyoming Commemorative Association.

Berkshire Dividend Growth Strategy Trading & Research Personnel



Rachel Ames, CFA

Vice President, Trading and Portfolio Analyst

Education

- BS, Finance George Washington University
- CFA Charterholder

Experience

Rachel has over 15 years of experience in portfolio management. Prior to joining Berkshire in September of 2019, she worked at various asset management companies in the Washington DC area. Most recently she served as Vice President of Portfolio Management with CBOE Vest. She also spent 14 years at ProShare Advisors, LLC in the role of Portfolio Manager. Rachel holds the Chartered Financial Analyst (CFA) designation and a bachelor's degree in Finance from George Washington University.

Berkshire Dividend Growth Strategy Institutional and Advisory Distribution



Jason J Reilly, CFP®

Vice President and Strategy Distribution

Education

- BS, Finance Kings College
- CERTIFIED FINANCIAL PLANNER™ Professional

Experience

Jason has over a decade of experience in the wealth and investment management business. Prior to joining Berkshire in 2015, he spent eight years with PNC Bank in both the Philadelphia and Northeast PA markets, where he served their High-Net Worth client base. At Berkshire, Jason is an integral part of building and maintaining our institutional relationships with investment firms. Jason has served on the board of directors for various local non-profit organizations.

Berkshire Dividend Growth Strategy Disclosure Information



Berkshire Asset Management, LLC claims compliance with the Global Investment Performance Standards (GIPS®). Berkshire Asset Management is a fee-based, SEC registered advisory firm serving the portfolio management needs of institutional and high-net worth clients. Registration with the SEC or any state securities authority does not imply a certain level of skill or training. The Dividend Growth Composite contains portfolios invested in Berkshire's Dividend Growth Strategy with an equity allocation target of 90% - 100%. The Dividend Growth Strategy's primary objective is to generate a growing stream of equity income by investing in a diversified portfolio of equities with stable, high, and growing dividends. The benchmark is the S&P 500 Index. The index returns are provided to represent the investment environment existing during the time periods shown. For comparison purposes, the index is fully invested, does not include any trading costs, management fees, or other costs, and the reinvestment of dividends and other distributions is assumed. An investor cannot invest directly in an index. Gross returns are presented before management and other fees but after all trading expenses. Net returns are calculated by deducting actual management fees from gross returns. Returns reflect the reinvestment of dividends and other earnings. Valuations are computed and performance is reported in U.S. dollars. To receive a complete list of composite descriptions and/or a compliant presentation, contact Jason Reilly, CFP® Tel: 570-825-2600 or info@berkshiream.com. Past performance does not guarantee future results. Platform restrictions may apply. Individual accounts vary.

Definitions: The S & P 500 Index is a market capitalization weighted index of the largest 500 U.S. stocks. It is a market-value weighted index (stock price times # of shares outstanding), with each stock's weight in the index proportionate to its market value. The index is designed to measure changes in the economy and is representative of most major industries. Russell 1000 Value Index (RLV) measures the performance of those Russell 1000 companies with lower price-to-book ratios and lower forecasted growth values. The index was developed as of August 31, 1992. You cannot invest directly in an index. Beta is a measure of volatility vs. an index. Current yield is the mean estimated annual dividend amount based on current calendar year, divided by the current stock price. Dividend Payout ratio is the fraction of net income a firm pays to its shareholders in dividends, in percentage. Forward Price Earnings Ratio (P/E) is the ratio of the price of a stock and the company's projected earnings per share. Upside/Downside capture ratios refer to a portfolios performance as a percentage of either positive returns (upside) or negative returns (downside) vs. an index. Standard Deviation is a measure of total risk. Return on equity (ROE) measures profitability by dividing dollars of profit by shareholders' equity. If represented in this presentation - Alpha, Beta and capture ratios are generally presented as calculated by Morningstar.

Risks: Past performance does not guarantee future results. Different types of investments involve varying degrees of risk, and there can be no assurance that any specific investment will either be suitable or profitable for an individual's investment portfolio. Dividends are subject to change, are not guaranteed, and may be cut. Investing based on dividends alone may not be favorable as it does not include all material risks. There is no guarantee any stated (or implied) portfolio or performance objective mentioned by Berkshire can be met. Berkshire's equity style may focus its investments in certain sectors or industries, thereby increasing potential volatility relative to other strategies or indices. The dividend strategy may include bundled services also known as a "wrap fee program". Because there is typically a low turnover in the strategy, this may be more costly for some investors. No one should assume that any information presented serves as the receipt of, or a substitute for, personalized individual advice from a qualified advisor or any other investment professional.

Market Commentary, Aggregate Holdings, Securities, Sectors, Portfolio Characteristics Mentioned: No statement made in this presentation shall construe investment advice. This presentation is for informational purposes only. Views, comments or research mentioned is not intended to be a forecast of future events. The mention of any security or sector is not deemed as a recommendation to buy or sell. Any reference to any security or sector is used to explain the portfolio manager's rationale for portfolio decisions or philosophy. Research or financial statistics cited regarding securities or sectors do not contain all material information about them. Any securities mentioned represent a partial list of holdings whereas Berkshire portfolios typically contain approximately 30-40 securities in percentage weightings ranging from 1-5%. A complete list of holdings from a representative account is available upon request. Overall portfolio characteristics mentioned are from a representative account deemed representative of the strategy; data may be compiled from Bloomberg, Baseline or Berkshire estimates. Individual holdings, performance and aggregate characteristics of actual portfolios may vary based on a variety of factors including market conditions, timing of client cash flows and manager discretion. This presentation contains Berkshire opinions and use of Berkshire estimates which are subject to change at any time. Berkshire employees may have personal positions in any securities or sectors mentioned. Charts, presentations or articles may be obtained from third parties and Berkshire does not guarantee their accuracy.

Berkshire Dividend Growth Strategy Disclosure Information



Compliant Presentation

Berkshire Asset Management
Dividend Growth Strategy
12/31/2008 to 12/31/2019

Year	Composite Gross Return (%)	Composite Net Return (%)	Composite Benchmark Return (%)	Composite 3-Yr Std Dev (%)	Benchmark 3-Yr Std Dev (%)	Year End Portfolio	Internal Dispersion (%)	Composite Assets (\$)	Firm Assets (\$)
2009 ¹	23.24	23.12	22.50			2	n/a	56.10	561.42
2010	11.62	10.95	15.06			14	n/a	76.44	620.20
2011	10.04	9.54	2.11			19	1.60	28.15	603.71
2012	14.18	13.44	16.00	11.69	15.09	22	1.15	23.38	638.08
2013	31.26	30.39	32.39	9.41	11.94	26	2.20	32.81	835.67
2014	13.88	13.15	13.69	8.21	8.97	31	1.39	50.08	925.35
2015	2.27	1.64	1.38	10.34	10.47	43	1.23	64.60	948.89
2016	15.29	14.62	11.96	9.94	10.59	44	1.71	85.83	1,174.94
2017	16.95	16.26	21.83	9.23	9.92	44	1.95	81.71	1,441.98
2018	-5.15	-5.69	-4.38	9.54	10.80	42	1.89	55.80	1,505.60
2019	26.78	26.10	31.49	10.26	11.93	39	2.28	70.95	1,614.44

Partial Years

¹ Returns for 2009 are from 06/30/2009 to 12/31/2009

Berkshire Dividend Growth Strategy Disclosure Information



Berkshire Asset Management, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Berkshire Asset Management, LLC has been independently verified for the periods January 1, 2009 through December 31, 2018. The verification report is available upon request. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composite presentation.

Notes:

1. Berkshire Asset Management is a fee-based, SEC registered advisory firm serving the portfolio management needs of personal high net worth and institutional clients. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.
2. The Dividend Growth Composite contains portfolios invested in Berkshire's Dividend Growth Strategy with an equity allocation target of 90% - 100%. The Dividend Growth Strategy's primary objective is to generate a growing stream of equity income by investing in a diversified portfolio of equities with stable, high, and growing dividends. The minimum size required to be in this composite is \$300,000.
3. The benchmark is the S&P 500 Index. The index returns are provided to represent the investment environment existing during the time periods shown. For comparison purposes, the index is fully invested, does not include any trading costs, management fees, or other costs, and the reinvestment of dividends and other distributions is assumed. An investor cannot invest directly in an index.
4. Valuations are computed and performance is reported in U.S. dollars.
5. Gross returns are presented before management and other fees but after all trading expenses. Net returns are calculated by deducting actual management fees from gross returns. Returns reflect the reinvestment of dividends and other earnings. The standard investment management fee schedule is as follows: 1.00% on the first \$2 million; 0.75% on the next \$3 million; 0.65% on the next \$5 million; and 0.50% over \$10 million.
6. This composite was created in August 2016. A complete list of composite descriptions is available upon request.
7. Internal dispersion is calculated using the equal-weighted standard deviation of annual gross returns of those portfolios that were included in the composite for the entire year. It is not presented for any period with five or fewer accounts in the composite for the full year.
8. The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period. The standard deviation is not presented for 2009 and 2010 because it is not required for periods prior to 2011. The standard deviation is not presented for 2011 because 36 monthly returns for the composite are not available.
9. Past performance does not guarantee future results.