

## News Release

**MEDIA CONTACT:** Bill Benintende  
Public Relations  
302-651-8268  
wbenintende@wilmingtontrust.com

### **Wilmington Trust Adds to Wealth Management Team in New York**

Trio specializes in serving endowments and foundations

Wilmington, DE, October 20, 2010 – Wilmington Trust, one of the nation’s leading wealth management companies, announced that it has added three senior wealth advisors to the company’s Wealth Advisory Services (WAS) business in the Northeast region.

Wilmington Trust’s new hires are Walter J. Dillingham Jr., CFA®, managing director and business development officer; John M. Lawson, managing director and investment advisor; and Leigh H. Weiss, managing director and investment advisor. All three work in the New York office of Wilmington Trust FSB and specialize in serving the endowments and foundations market. They come to Wilmington Trust from Bank of America Merrill Lynch in New York.

“Walter, John, and Leigh bring many years of experience to our team, particularly in their work to support endowments and foundations,” said Roger W. Hobby, president of Wilmington Trust FSB’s Northeast region. “Although they will work out of our New York office, each of them will serve as a national resource for our firm as we continue to expand our efforts in the important endowment-and-foundation market segment.”

Mr. Dillingham is a Chartered Financial Analyst® (CFA) and has 27 years of financial services industry experience. Most recently, he was director of Philanthropic Management for Bank of America Merrill Lynch, where he provided asset management services to endowments, foundations, and health-care

organizations throughout New York, New Jersey, and Pennsylvania. Mr. Dillingham held a similar role at Bank of America predecessor Fleet Bank, which he joined in 2000. Earlier, at David L. Babson & Co. Inc., he worked with institutional investors on sub-advisory and managed account programs. At Standard & Poor's Corporation, Mr. Dillingham worked with institutional investors as a director of Managed Funds Ratings and served as an equity analyst covering the financial services sector. He started his career as a corporate accountant. Mr. Dillingham earned an MBA from Babson College and an undergraduate degree from Bates College. He also holds a certificate in Fundraising and Philanthropy from New York University. Mr. Dillingham is a trustee of Fisher College and serves on the Investment Advisory Committee of United Nations University and on the Professional Advisory Committee for both Lighthouse International and the Children's Support Foundation. He is a member of the CFA Institute, the New York Society of Securities Analysts, and the Philanthropic Planning Group of Greater New York.

Mr. Lawson has more than 18 years of experience working with institutional asset management clients. Most recently, as a senior institutional portfolio strategist at Bank of America Merrill Lynch, he provided asset allocation, strategic policy development, portfolio construction, and tactical implementation advice for institutional clients in customized investment programs. These clients included endowments, foundations, corporate pension plans, and other investment pools associated with religious organizations, museums and other cultural organizations, educational institutions, and healthcare providers. At predecessor company U.S. Trust, Mr. Lawson was a senior institutional relationship manager, with a focus on serving endowment and foundation clients. Earlier, he supported pension clients at Sanford C. Bernstein & Co. and Bankers Trust Company. Mr. Lawson holds an MBA from Fordham University and an undergraduate degree from Bucknell University.

Mr. Weiss brings more than 31 years of financial services and investment management experience to Wilmington Trust. At Bank of America Merrill Lynch, he was a managing director and senior institutional portfolio strategist. In this role, he developed and implemented investment guidelines, asset allocation strategies, and customized investment portfolios for endowments, foundations, retirement plans, and trusts. As a managing director at predecessor company U.S. Trust, Mr. Weiss was a portfolio manager and strategist. He served on several of U.S. Trust's senior investment committees and managed assets for institutional investors and high-net-worth clients. He previously worked for many years at Goldman Sachs as an investment banker, managing teams that executed debt and equity financings, acquisitions, divestitures, restructurings, and other transactions. He began his career as a municipal bond analyst for Oppenheimer & Co., Inc. Mr. Weiss holds an MBA from the University of Chicago Booth

School of Business and an undergraduate degree from the Wharton School of the University of Pennsylvania.

Wilmington Trust's WAS business offers a comprehensive array of personal trust, wealth planning, fiduciary, asset management, and family office services that help clients grow, preserve, and transfer wealth. WAS maintains 20 offices in many key high-net-worth markets throughout the United States.

Wilmington Trust Corporation (NYSE: WL) is a financial services holding company that provides Regional Banking services throughout the mid-Atlantic region, Wealth Advisory services to high-net-worth clients in 36 countries, and Corporate Client services to institutional clients in 89 countries. Its wholly owned bank subsidiary, Wilmington Trust Company, which was founded in 1903, is one of the largest personal trust providers in the United States and the leading retail and commercial bank in Delaware. Wilmington Trust Corporation and its affiliates have offices in Arizona, California, Connecticut, Delaware, Florida, Georgia, Maryland, Massachusetts, Michigan, Minnesota, Nevada, New Jersey, New York, Pennsylvania, South Carolina, Vermont, the Cayman Islands, the Channel Islands, London, Dublin, Frankfurt, Luxembourg, and Amsterdam. For more information, visit [www.wilmingtontrust.com](http://www.wilmingtontrust.com).

# # #

CFA® and Chartered Financial Analyst® are trademarks owned by the CFA Institute.