



---

## OUR TEAM

### **Maria A. Callicoaat, Compliance Assistant**

Ms. Callicoaat joined Palisade Capital in 1995. As Compliance Assistant, Ms. Callicoaat actively assists the Vice President of Compliance with her duties. She received her B.S. in Economics from Ramapo College of New Jersey.

### **Lisa Chai, Senior Vice President of Research**

Lisa Chai joined Palisade Capital in February 2009 as Senior Vice President of Research. With over thirteen years of experience following technology companies, she is an important member of the Firm's small, smid and mid cap growth equities team.

Prior to joining Palisade, Ms. Chai was a member of AG Asset Management's small cap growth team. Prior to AGAM, she worked as a Research Analyst in private equity and a Portfolio Manager for a small-cap technology fund at the Tavistock Group. Previously, Ms. Chai was a partner at Ridgecrest Partners focusing on Technology. Prior to that, she was a Director at Georgeson & Company, advising in corporate governance consulting, mergers & acquisitions and corporate control transactions for the Telecom and Technology sectors.

Ms. Chai received her B.S. at Boston University's School of Management, with a major in Finance and minor in MIS.

### **Michael J. Chizmar, Associate-Convertible Securities**

Michael Chizmar joined Palisade Capital in December 2006. As Convertible Bond Associate, Mr. Chizmar assists in the daily trading and portfolio data management of both the firm's institutional convertible portfolios and convertible arbitrage funds. He is also responsible for updating market data and maintaining the convertible bond model inputs.

Prior to joining Palisade, Mr. Chizmar was a junior trader for the Convertible Arbitrage group at BNP Paribas/CooperNeff and a risk analyst at BNP Paribas/CooperNeff. He received his B.S. in Finance from Pennsylvania State University.

### **Brian Deitelzweig, Vice President and Head Trader**

Mr. Deitelzweig joined Palisade Capital in February 2009 as Vice President and Head Trader. As Vice President and Head Equity Trader, Mr. Deitelzweig's responsibilities relate to overseeing all equity trading for Palisade.

Prior to joining Palisade, Mr. Deitelzweig was head trader at AG Asset Management.

Mr. Deitelzweig received his B.A. in Accounting from the University of Hartford.

### **Bruce Deutsch, Managing Director of Institutional Sales and Marketing**

Mr. Deutsch joined Palisade Capital in February 2008. As Managing Director of Institutional Sales and Marketing, Bruce is responsible for marketing Palisade's products and communicating progress with plan sponsors and pension consultants.

Prior to joining Palisade Capital, Bruce was Senior Vice President, Atalanta Sosnoff Capital, LLC for five years and Senior Vice President & Director of Marketing, Thomas White International for six years, where he served in similar capacity. Bruce received his B.S. degree in Accounting from Lehigh University.

### **Michael I. Feiler, Vice President of Personal Wealth Management**

Mr. Feiler joined Palisade Capital upon its formation in 1995. As the Vice President of Personal Wealth Management, Mr. Feiler is responsible for managing client accounts, inquiries, marketing and meeting regularly with clients to discuss their investment objectives and performance.

Prior to joining Palisade Capital, Mr. Feiler participated in the Executive Training Program at Smith Barney. He received his B.S. in Business Administration and Certification in Health Care Management from SUNY- Stony Brook.

### **Brian K. Fern, Chief Financial Officer**

Mr. Fern joined Palisade Capital in 2004. As Chief Financial Officer, Mr. Fern is responsible for the safeguarding of the firm's assets as well as financial oversight for all private equity entities managed by the firm. He also works closely with the firm's outside auditors and with fund administrators on both onshore and offshore private partnerships.

Prior to joining Palisade Capital, Mr. Fern was a Vice President and Controller of CIBC-World Markets, working with the Real Estate, Credit Capital Markets and Investment Banking groups. Mr. Fern is a CPA; he received his B.S.B.A. from Boston University School of Management.

### **Bradley R. Goldman, General Counsel and Chief Compliance Officer**

Mr. Goldman joined Palisade Capital in 2006 and is primarily responsible for the management and oversight of the firm's legal affairs and securities compliance efforts. Mr. Goldman spends a significant portion of his time working with the firm's Private Equity team and serves on Palisade Capital's Due Diligence and Portfolio Management Committees.

Prior to joining Palisade in 2006, Mr. Goldman was a corporate associate at the law firm of Riker, Danzig, Scherer, Hyland & Perretti LLP. There, he worked with his clients on a variety of governance, contractual and general corporate matters. Mr. Goldman began his career as an associate in the mergers and acquisitions department of Skadden, Arps, Slate, Meagher & Flom, LLP, where he represented companies in large private equity, mergers and acquisitions, and corporate finance transactions. Mr. Goldman is a member of the New York and New Jersey Bars. He received his Juris Doctor with Honors from the Rutgers-Newark School of Law, where he served as Senior Articles Editor of the Rutgers Law Review and member of The Order of the Coif, and his B.A. with Honors from Rutgers College as a Henry Rutgers Scholar.

### **Damon Gough, Vice President of Intermediary Distribution**

Mr. Gough joined Palisade Capital in February 2009 as Vice President of Intermediary Distribution. Mr. Gough is responsible for new business development in the High Net Worth and Financial Intermediary marketplace.

Prior to joining Palisade, Mr. Gough was Vice President at AG Asset Management where he was responsible for new business development in the Intermediary marketplace. Prior to AGAM, he was Director of Business Development for FDN Capital, which assisted investment managers to distribute their portfolios through various broker/dealer networks. Additionally, Mr. Gough served as Director of Retail Distribution at AMIC Distribution Partners Inc. (an affiliated firm of AMIC PLC London), where he represented multiple investment managers including Valenzuela Capital Partners, Sustainable Growth Advisers, Tuckerbrook Alternative Investments and REMS Group.

Mr. Gough brings specific knowledge of the Separate Account Wrap (SMA) and Mutual Fund space (wirehouse, regional B/D, bank and independent channels) having worked previously at Forward Management and Schroder Investment Management North America where he served as Regional Director of Sales for the Mid Atlantic and Mid Western states. Additionally, Mr. Gough worked in a client service capacity for Neuberger Berman's mutual fund group in New York.

Mr. Gough received his B.S. at Villanova University with a major in Business Administration and Finance.

### **Roseanne Heffernan, Client Account Specialist**

Ms. Heffernan joined Palisade Capital in 2004. As Client Account Specialist, she is responsible for new account documentation and assisting private wealth management clients with their individual daily requests.

Ms. Heffernan received her secretarial business degree from Berkeley Secretarial School.

### **James T. Jahnke, Managing Director of Private Equity**

Mr. Jahnke joined Palisade Capital in 2005. As Managing Director of Private Equity, Mr. Jahnke leads the private equity team at the firm, which is responsible for portfolio monitoring of existing investments and financial analysis, valuation determination, deal structuring and due diligence of new investments. Mr. Jahnke, together with the Principals of Palisade Capital, is responsible for the sourcing of new private equity investments.

Prior to joining Palisade, Mr. Jahnke held various positions over an eighteen year period at Chrysler and DaimlerChrysler in Control, Treasury, Merger and Acquisitions and Investor Relations. Mr. Jahnke received his M.B.A. from the University of Chicago Graduate School of Business and is a graduate of the University of Denver.

### **Kyle M. Kavanaugh, Senior Vice President of Research**

Mr. Kavanaugh joined Palisade Capital in 2001. As Senior Vice President of Research, Mr. Kavanaugh's current responsibilities include generating investment ideas and maintaining research coverage for the firm's small cap and micro cap equity portfolios.

Prior to joining Palisade, Mr. Kavanaugh was a sell-side analyst at Pennsylvania Merchant Group, Schroders and NatWest Securities. In addition, he has written and published investment advice for the Value Line Investment Survey. Mr. Kavanaugh has over 15 years research experience covering various sectors and industries. Mr. Kavanaugh received his B.S. in Finance and Economics from Drexel University.

### **Judith C. Keilp, Vice President of Compliance**

Ms. Keilp joined Palisade Capital in 2000. As Vice President of Compliance, Ms. Keilp works with the firm's Chief Compliance Officer and General Counsel on Palisade Capital's compliance efforts.

Prior to joining Palisade Capital, Ms. Keilp served as counsel to the equity products group of New York Life Insurance Co. and MBL Life Assurance Corporation. Ms. Keilp is a Chartered Mutual Fund Counselor<sup>sm</sup>. She received her Juris Doctor and M.B.A. from Seton Hall University. Ms. Keilp is a member of the New York, New Jersey and Washington D.C. bars. She received her B.A. Magna Cum Laude in Economics from St. Peter's College.

### **Kevin P. Klarnet, CFA, Director of Convertible Securities**

Mr. Klarnet joined Palisade Capital in 1995. As Director of Convertible Securities, Mr. Klarnet is a member of the Investment Policy Committee and assists in the management of the firm's institutional convertible portfolios. His responsibilities include equity and credit analysis of companies with outstanding convertible securities and providing daily portfolio analytics for the convertible portfolio.

Prior to joining Palisade, Mr. Klarnet was Vice President and principal strategist in convertible securities at Prudential Securities. His previous experience includes portfolio management and research positions at Value Line, Round Hill Capital and Shearson Lehman Brothers with emphasis throughout his career in convertible securities and options. Mr. Klarnet is a CFA Charterholder; he received his M.S. in Economics from the University of Rhode Island and his B.A. in Economics and Geology from Colgate University.

## **Monique Kosse, Senior Vice President of Research**

Ms. Kosse joined Palisade Capital in 2007. As Senior Vice President of Research, Ms. Kosse's current responsibilities include generating investment ideas and maintaining research coverage for the firm's small cap and micro cap equity portfolios specializing in the Healthcare sector.

Prior to joining Palisade, Ms. Kosse was a Senior Equity Research Analyst at Rochdale Investment Management where she analyzed all sectors within healthcare, including biotechnology, services, devices, hospitals, home health, nursing homes, and healthcare IT. Previous to Rochdale, Ms. Kosse was at Fiduciary Trust Co. and Deutsche Asset Management where she worked extensively within the Healthcare field.

Ms. Kosse received her M.B.A. in Finance from New York University, Stern School of Business and her B.A. in Chemistry and German from St. Olaf College.

## **William W. Lee, Senior Vice President of Research**

Mr. Lee joined Palisade Capital in 2006. As Vice President of Research, Mr. Lee focuses on convertible securities with a concentration on Consumer Staples, Financials, Industrials (non-defense), Technology, Telecommunications and Utilities.

Prior to joining Palisade, Mr. Lee was a Portfolio Manager at Loxias Fund Management focusing on capital structure arbitrage. His previous experience includes corporate development/principal investing at Sony Corporation of America, investment banking at Lehman Brothers and investment research at Delphi Management. Mr. Lee earned his M.B.A in Finance from the Stern School of Business at New York University and his B.A. in Biology from Yale University.

## **Dan MacMillan, Trader**

Dan MacMillan joined Palisade Capital in March 2009 as an equity trader specializing in Separately Managed Accounts, Unified Managed Accounts and equity trading for the firm's institutional clients. Mr. MacMillan is responsible for the oversight and day-to-day management of SMA and UMA operations; including trading, administrative, portfolio accounting, performance and client service functions for these sponsor programs.

Prior to joining Palisade, Mr. MacMillan was a Vice President at AG Asset Management in charge of the SMA and UMA trading. Prior to AGAM, Mr. MacMillan was a Portfolio Administrator with KLS Professional Advisors Group, where he was responsible for the operational functions for the financial advisor.

Mr. MacMillan received his B.S. in Management with a concentration in Finance and MIS from the State University of New York at Binghamton.

## **Eva Madha, Marketing Associate**

Ms. Madha joined Palisade Capital in April 2008. As Marketing Associate, Ms. Madha is responsible for completing RFPs and for developing, preparing, revising and maintaining marketing materials, competitive analyses and lead generation. In addition, she will work with consultants to ensure that information regarding Palisade in consultants' databases is kept current.

Prior to joining Palisade, Ms. Madha was a Marketing and Data Analyst at Bear Stearns. Previous to that, Eva worked eight years at Merrill Lynch, her last position being Request for Proposal Analyst. Ms. Madha has successfully completed Level 1 of the CFA Program. She received her Aerospace Engineering Masters from Parks College, Cahokia, IL and her B.S. in Aerospace Engineering Technology from Cal State Polytechnic, Pomona, CA.

## **Allen R. Margolius, Associate Portfolio Manager and Senior Vice President of Research**

Mr. Margolius joined Palisade Capital in February 2009. As Associate Portfolio Manager and Senior Vice President of Research, Mr. Margolius' current responsibilities include assisting in the daily management of the firm's small cap growth portfolio.

Prior to joining Palisade, Mr. Margolius was a Managing Director at AG Asset Management for five years and assisted with the management of a \$1B small cap growth portfolio. Prior to AGAM, Mr. Margolius spent four years at Credit Suisse Asset Management, where he was an Associate Portfolio Manager and Equity Research Analyst. Allen began his career at JP Morgan & Co., Inc. where he worked in Emerging Markets Debt Restructuring as an Interest Bond Specialist from 1992 to 1995.

Mr. Margolius received his M.B.A. from The Wharton School with a finance major, and his B.A. from SUNY Binghamton where he was a political science major and graduated with honors.

### **Jonathan A. Masarof, Vice President of Risk Management & Portfolio Analysis**

Jonathan A. Masarof joined Palisade Capital in June 2010, as Vice President of Risk Management & Portfolio Analysis. Jonathan's responsibilities include firm-wide risk measurement and management, GIPS compliance, attribution and portfolio analytics, and performance measurement.

Prior to joining Palisade, Mr. Masarof was the Investment Risk and Performance Manager at Clay Finlay, where he managed risk and performance measurement for the firm's global equity products. Previous to Clay Finlay, Jonathan was at Brown Brothers Harriman, where he was a Quantitative Performance and Financial Analyst for their international equity group.

Jonathan received his B.A. in Journalism from the University of Rhode Island.

### **Mahendra Misir, Managing Director of Operations**

Mr. Misir joined Palisade Capital upon its formation in 1995, and has worked with the founding Principals since 1991. As Managing Director of Operations, Mr. Misir is responsible for the firm's accounting and reconciliation unit. Mr. Misir and his team work closely with Portfolio Managers to assure that all of Palisade's clients' needs are satisfied. Mr. Misir received his B.A. in Mathematics from the City University of New York.

### **Shon S. Moss, Private Equity**

Mr. Moss joined Palisade Capital in October 2007. As Vice President of Private Equity, Mr. Moss is responsible for originating, structuring and executing transactions for the private equity portfolio as well as active involvement in post investment oversight and monitoring. Prior to joining Palisade, Mr. Moss was a Private Equity Associate at The Riverside Company where he performed all aspects of investment execution while monitoring four portfolio companies of which one was sold. Previous to Riverside, Shon originated, structured and executed high yield financing for middle market leveraged buyouts at both JPMorgan and PB Capital. Mr. Moss earned his M.B.A. in Strategic Management from the Wharton School at the University of Pennsylvania and his B.A. from DePauw University as a Management Fellow Scholar with a degree in Economics.

### **Kris Tomasovic Nelson, Senior Vice President of Research**

Ms. Nelson joined Palisade Capital in February 2009 as Senior Vice President of Research. With over nine years of investment experience, Ms. Nelson is a strong asset to the Firm's small, smid and mid cap growth equities team. As a Senior Vice President of Research, Ms. Nelson's responsibilities include covering the Technology, Telecommunications, Education and Restaurant Industries.

Prior to joining Palisade, Ms. Nelson was a Director of AG Asset Management's small cap growth team for five years. Prior to that, Ms. Nelson worked at ABN AMRO for two years as a Research Associate in the Industrial Manufacturing and Technology Group and as a Research Assistant in the Telecom Equipment Group.

Ms. Nelson is a CFA Charterholder. She received her B.S. from Villanova University in Accounting and then taught English in Japan for the Japan Exchange and Teaching Program for two years. Ms. Nelson has also achieved Level III Certification on the Japanese Proficiency Exam.

### **Sammy Oh, Managing Director and Senior Portfolio Manager**

Mr. Oh joined Palisade Capital in February 2009 as Managing Director and Senior Portfolio Manager of the Firm's small and mid cap growth equity portfolios.

Prior to joining Palisade, Mr. Oh spent five years as Managing Director and Portfolio Manager at AG Asset Management (formerly known as ForstmannLeff) and seven years as Credit Suisse Asset Management where he was also a Managing Director.

Mr. Oh began his career as a Financial Analyst at Oracle Corporation. After business school, he joined ForstmannLeff as an Equity Analyst and then moved on to be an Associate Portfolio Manager of small cap U.S. equities at Bessemer Trust. Mr. Oh joined Warburg Pincus in 1997 and moved on to Credit Suisse Asset Management when it acquired Warburg Pincus. In 1998, he was named Co-Portfolio Manager of the small cap growth product and in 2001 he also became Co-Portfolio Manager of the mid cap growth and mid cap growth products.

Mr. Oh received his M.B.A. from the Amos Tuck School at Dartmouth University and his A.B. from Stanford University.

### **Bernard J. Picchi, Managing Director Private Wealth Management**

Mr. Picchi joined Palisade Capital in July 2009 after a 30-plus-year investment career.

Prior to his joining Palisade, Mr. Picchi worked as an analyst and consultant for several mid-sized broker/dealers and investment advisory firms.

From 1980 to 1999, Mr. Picchi was an All Star rated energy analyst at Salomon Brothers, Kidder Peabody, and Lehman Brothers, where he also served as Director of US Stock Research. On the institutional side of the investment business, Mr. Picchi was sole manager of the 5 star rated, \$1.5 billion Capital Appreciation Fund of Federated Investors, where he served as US Director of Research from January 2000 to June 2002.

A graduate of Georgetown University's School of Foreign Service, Mr. Picchi is also a Chartered Financial Analyst. Mr. Picchi speaks frequently on energy and investment topics for Bloomberg, CNBC and the New York Society of Security Analysts.

### **Wendy S. Popowich, Managing Director of Private Wealth Management**

Ms. Popowich joined Palisade Capital in 2004. Prior to joining Palisade, Ms. Popowich worked for 21 years at the U.S. Trust Company as a Senior Portfolio Manager and Managing Director of the Personal Wealth Division. During her tenure, she managed assets for high net-worth individuals and was the sole portfolio manager of the Excelsior Global Competitors Fund. Ms. Popowich served on the Investment Policy Committee and was a member of the Client Service Task Force. Ms. Popowich received her M.B.A. from New York University and her B.B.A. in Finance from The George Washington University.

### **William L. Potter, Managing Director and Senior Portfolio Manager**

Mr. Potter joined Palisade Capital in February 2009, as Managing Director and Senior Portfolio Manager responsible for the Firm's mid cap growth equity portfolio.

Prior to joining Palisade, Mr. Potter was the portfolio manager of AG Asset Management's mid cap growth strategy. He joined AGAM in 2002 from ABN AMRO (formerly ING Barings, and Furman Selz) where he was Managing Director and Research Analyst from 1997 to 2002. During that time, he was recognized as a leader in technology and industrial equity research in several published surveys, including the Wall Street Journal's 'Best on the Street Survey' in 2000 and 2001. Prior to ABN AMRO, Mr. Potter was a Vice President and Research Analyst at Alex, Brown for three years and at Wertheim Schroder for three years.

From 1988 to 1992 Mr. Potter worked in venture capital at Safeguard Securities and led private financings for several companies that subsequently went public, including Cambridge Technology Partners and Wave Technologies. Mr. Potter started his career in commercial banking in 1982 as a corporate lending officer at Manufacturers Hanover Trust and then at Chemical Bank from 1985 to 1987, before going to business school. Mr. Potter is a frequent speaker at seminars and conferences on the topics of investment strategy, security selection, portfolio construction and risk controls.

Mr. Potter received his M.B.A. from The Wharton School of the University of Pennsylvania, and his B.B.A. from Emory University.

### **Jason W. Rich, Vice President, Private Equity**

Mr. Rich joined Palisade Capital in March, 2008. As a Private Equity Associate, Mr. Rich is responsible for analyzing, structuring, and negotiating potential investment opportunities and assisting with monitoring the existing portfolio companies.

Prior to joining Palisade, Mr. Rich was Vice President and Chief Financial Officer of Regus Industries, LLC where he was responsible for overseeing the corporate finance, business development, treasury and accounting functions of the company. Prior to Regus, Jason was at First Broadcasting, LLC in Dallas and TD Securities' Media & Communications Investment Banking Group in New York. Mr. Rich received his Bachelor of Science degree from Providence College where he graduated Magna Cum Laude.

### **Mario N. Sasso, Trader**

Mr. Sasso joined Palisade Capital in 1995. As Trader, Mr. Sasso places portfolio trades in accordance with Palisade's best execution policy. Prior to joining Palisade, Mr. Sasso was a federal funds trader and euro dollar trader for off shore accounts. He received his B.A. in business management from St. Peters College in Jersey City.

### **Jeffrey Schwartz, CFA, Senior Portfolio Manager**

Mr. Schwartz joined Palisade Capital in late 2004 and is a member of the Investment Policy Committee. Mr. Schwartz is the portfolio manager for the institutional small cap and mutual fund portfolios and the micro cap hedge fund.

Prior to joining Palisade, he was Senior Portfolio Manager and Vice President of Safeco Asset Management and Senior Portfolio Manager and a Principal of Munder Capital Management. Mr. Schwartz is a CFA Charterholder. Mr. Schwartz received his M.B.A. from the University of Michigan and his B.A. in Mathematics from the State University of New York at Binghamton.

### **Marc H. Shapiro, Associate Portfolio Manager, Senior Vice President of Research**

Mr. Shapiro joined Palisade Capital in 2004. As Associate Portfolio Manager and Senior Vice President of Research for the firm's small cap and micro cap equity portfolios, Mr. Shapiro researches, analyzes and generates ideas for both products.

Prior to joining Palisade, Mr. Shapiro was a portfolio manager/analyst at Awad Asset Management and an analyst at Schroders. Mr. Shapiro received his M.S. in Finance from Drexel University and his B.S. in Finance from the College of New Jersey.

### **Elliot B. Stiefel, CFA, Managing Director of Convertible Securities**

Mr. Stiefel joined Palisade Capital in 2004 and is a member of the Investment Policy Committee. Mr. Stiefel is the portfolio manager for both the firm's institutional convertible portfolios and convertible arbitrage funds.

Prior to joining Palisade, Mr. Stiefel was a Portfolio Manager at Cameron Capital Management. Prior to Cameron, he managed portfolios and held trader/analyst positions at Jamie Securities, Dean Witter Reynolds, LIT America and Clinton Group. Mr. Stiefel is a CFA Charterholder; he received his M.S. in Investment Management from Pace University and earned a B.S. in Finance from the University of Maryland.

### **Barbara Taback, Vice President of Administration**

Ms. Taback joined Palisade Capital in 2002. As Vice President of Administration, Ms. Taback is responsible for human resources, special projects and office management.

Prior to joining Palisade, Ms. Taback was the office manager at the investment advisor firm Stechler & Company. She received her B.S. in Education from the University of Cincinnati.

### **Jeffrey Weekes, Private Equity Associate**

Mr. Jeffrey Weekes joined Palisade Capital on September 2 as an Associate in the Firm's Private Equity department. Mr. Weekes will be responsible for monitoring and analyzing private equity investment opportunities and for building and maintaining financial models for potential private equity investments and existing portfolio companies. Prior to joining Palisade, Mr. Weekes was an Investment Banking Analyst at Citigroup Global Markets, Inc. where he was responsible for analyzing and participating in the execution of mergers & acquisitions, carve-outs, and equity and debt financings for companies in the technology sector. Prior to Citigroup, Jeff was an Energy Analyst at the Center for Advanced Energy Systems. Mr. Weekes earned his B.A. in Mechanical Engineering, with a minor in Economics, from Rutgers University, and a B.A. in Physics from Davidson College.

### **Brian Zimmerman, Associate Portfolio Manager and Senior Vice President of Research**

Mr. Zimmerman joined Palisade Capital in February 2009 as Associate Portfolio Manager and Senior Vice President of Research, and is a member of the Firm's small, mid and mid cap growth equities team. With fifteen years of investment management experience, his industry breadth and extensive fundamental research skills, philosophy, process and culture makes him a significant contributor to Palisade's research efforts.

Prior to joining Palisade, Mr. Zimmerman was a research analyst at AG Asset Management, where he worked since 2005. Prior to AGAM, Mr. Zimmerman was a Research Analyst at MSW Asset Management.

Mr. Zimmerman received his B.S. in Business Administration from Old Dominion University and is a member of the New York Society of Security Analysts and the National Association of Petroleum Industry Analysts.