

Investment Management of Virginia, LLC

Large Capitalization Balanced Portfolio

Equities:

Investment Management of Virginia's Large Capitalization Core Equity Portfolio investment style emphasizes high quality. On a portfolio basis, prospective holdings should exhibit the following characteristics:

- Sustainable operating margins
- Consistent earnings growth
- Favorable returns on equity
- Long-term financial strength
- Sound management
- Industry leadership.

In selecting stocks for inclusion in our clients' portfolios, we employ both macroeconomic analysis and bottom-up fundamental analysis of individual companies. Ultimately, we seek a diversified basket of high-quality companies in the industry sectors that appear poised for good long-term growth. Among growth stocks within a given industry, we screen for quality and valuation. We attempt to avoid altogether those companies and sectors whose prospects are less certain or whose valuation metrics appear extended.

Investment Management of Virginia defines risk as permanent impairment or erosion of long-term fundamentals. Accordingly, we will consider selling a security based on the presence of one or more of the following conditions:

- Material earnings shortfall and/or negative earnings revisions
- Price target achieved in advance of supporting fundamentals
- Change detected in management integrity/commitment
- Good, alternative investment opportunity identified.

The equity component of Large Capitalization Balanced portfolios typically accounts for 60%-75% of the overall portfolio's market value and includes 30 to 35 positions.

Top Equity Holdings*: (At 12/31/2011)

International Business Machines	Johnson & Johnson
Exxon Mobil	Procter & Gamble
Chevron	3M
Abbott Labs	Coca-Cola
Pepsico	Automatic Data Processing

Fixed Income:

IMVA's fixed income investment style emphasizes investment grade securities, generally U.S. Treasuries, with short to intermediate maturity and duration. After carefully reviewing current and expected bond market conditions, along with the individual client's tolerance for risk and cash flow needs, we invest in securities whose credit quality and maturity structure provide a good balance of safety and current income. The fixed income allocation within Large Capitalization Balanced portfolios generally ranges from 25%-40% of total value.

Sector Breakdown:**

Cash	6%	Energy	11%
Government Bonds	22%	Financial	7%
Municipal Bonds	2%	Healthcare	11%
Basic Materials	2%	Technology	11%
Capital Goods	16%	Utilities	1%
Consumer Staples	10%	Telecom	1%

*The securities listed represent the top ten positions (based on current market values) held by portfolios in this composite and have not been selected by any performance criteria. These holdings are presented as "Supplemental Information" to the fully compliant GIPS presentation of the composite. It should not be assumed that recommendations in the future will be as profitable or will equal the performance of the above securities. **The sector breakdown is presented as "Supplemental Information" to the fully compliant GIPS presentation of the composite.

Large Capitalization Balanced Portfolio Composite

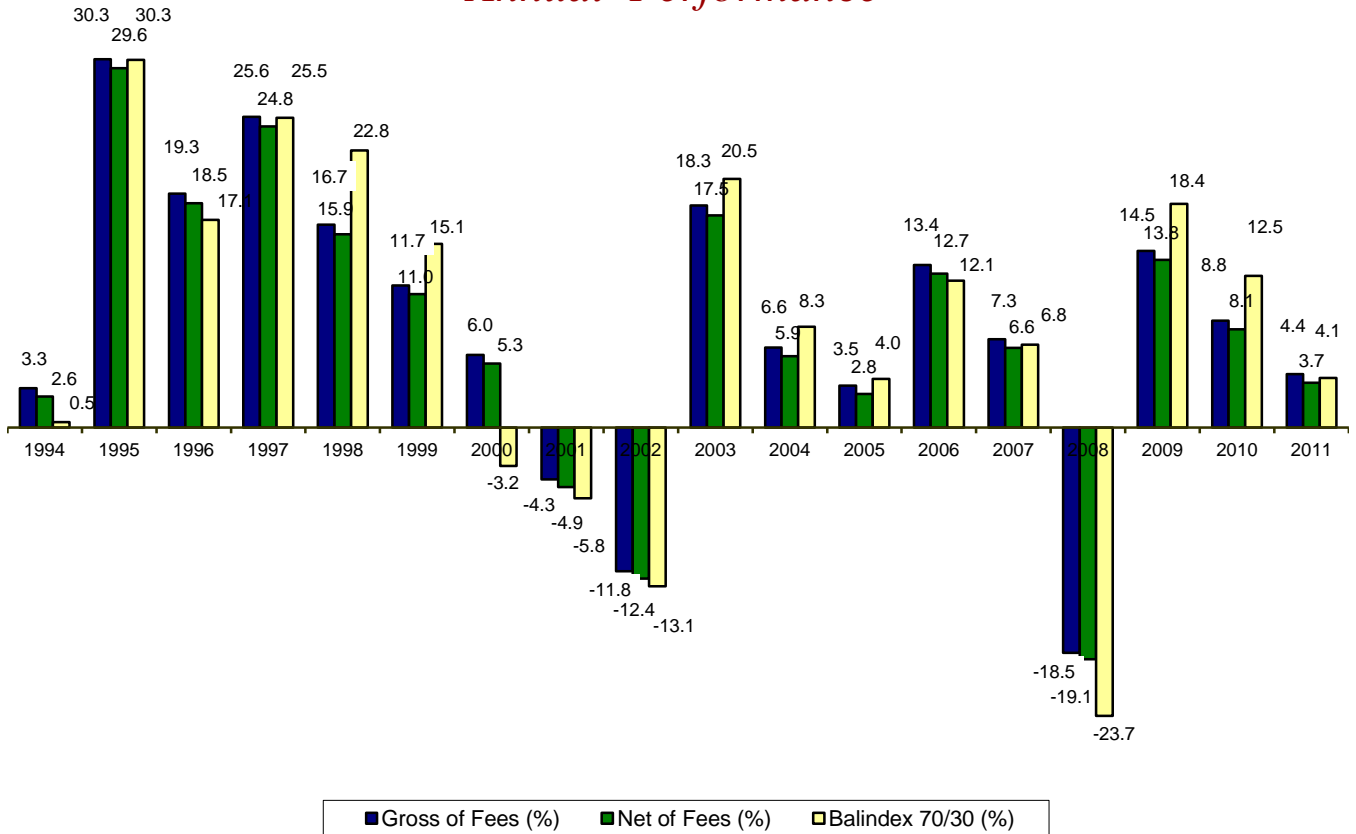
***Performance Results**

<u>Period</u>	<u>Gross Balanced</u>	<u>Net Balanced</u>	<u>Balindex1</u>	<u>T-bill2</u>
Annual 1994	3.3%	2.6%	0.5%	4.2%
Annual 1995	30.3%	29.6%	30.3%	6.2%
Annual 1996	19.3%	18.5%	17.1%	5.5%
Annual 1997	25.6%	24.8%	25.5%	5.6%
Annual 1998	16.7%	15.9%	22.8%	5.4%
Annual 1999	11.7%	11.0%	15.1%	5.0%
Annual 2000	6.0%	5.3%	-3.2%	6.5%
Annual 2001	-4.3%	-4.9%	-5.8%	4.6%
Annual 2002	-11.8%	-12.4%	-13.1%	1.9%
1 st Qtr '03	-1.7%	-1.8%	-1.8%	0.2%
2 nd Qtr '03	9.3%	9.1%	11.2%	0.3%
3 rd Qtr '03	8.6%	0.7%	1.9%	0.4%
4 th Qtr '03	9.1%	8.9%	8.3%	0.3%
Annual 2003	18.3%	17.5%	20.5%	1.1%
1 st Qtr '04	0.9%	0.8%	1.9%	0.4%
2 nd Qtr '04	2.2%	2.0%	0.5%	0.3%
3 rd Qtr '04	-1.3%	-1.4%	-0.6%	0.4%
4 th Qtr '04	4.7%	4.5%	6.4%	0.5%
Annual 2004	6.6%	5.9%	8.3%	1.5%
1 st Qtr '05	-0.3%	-0.5%	-1.7%	0.5%
2 nd Qtr '05	0.1%	-0.1%	1.7%	0.7%
3 rd Qtr '05	1.6%	1.4%	2.3%	0.9%
4 th Qtr '05	2.1%	1.9%	1.7%	1.0%
Annual 2005	3.5%	2.8%	4.0%	3.1%
1 st Qtr '06	2.9%	2.8%	2.8%	0.9%
2 nd Qtr '06	0.4%	0.2%	-0.9%	1.2%
3 rd Qtr '06	4.9%	4.7%	4.9%	1.3%
4 th Qtr '06	4.7%	4.5%	4.9%	1.3%
Annual 2006	13.4%	12.7%	12.1%	4.7%
1 st Qtr '07	-0.1%	-0.3%	1.0%	1.2%
2 nd Qtr '07	4.1%	3.9%	4.4%	1.3%
3 rd Qtr '07	5.0%	4.8%	2.6%	1.4%
4 th Qtr '07	-1.8%	-1.9%	-1.2%	1.1%
Annual 2007	7.3%	6.6%	6.8%	5.1%
1 st Qtr '08	-3.7%	-3.8%	-5.3%	1.0%
2 nd Qtr '08	-4.6%	-4.7%	-2.4%	0.4%
3 rd Qtr '08	0.3%	0.1%	-4.9%	0.8%
4 th Qtr '08	-11.6%	-11.7%	-13.2%	0.3%
Annual 2008	-18.5%	-19.1%	-23.7%	2.4%
1 st Qtr '09	-7.4%	-7.5%	-7.5%	0.2%
2 nd Qtr '09	7.4%	7.2%	10.4%	0.0%
3 rd Qtr '09	9.9%	9.7%	11.3%	0.0%
4 th Qtr '09	4.8%	4.6%	4.1%	0.1%
Annual 2009	14.5%	13.8%	18.4%	0.3%
1 st Qtr '10	3.6%	3.4%	4.2%	0.0%
2 nd Qtr '10	-7.9%	-8.0%	-7.0%	0.0%
3 rd Qtr '10	7.7%	7.5%	8.6%	0.0%
4 th Qtr '10	6.0%	5.7%	6.9%	0.0%
Annual 2010	8.8%	8.1%	12.5%	0.0%
1 st Qtr '11	4.1%	3.9%	4.2%	0.1%
2 nd Qtr '11	1.6%	1.4%	0.8%	0.1%
3 rd Qtr '11	-8.3%	-8.5%	-8.7%	0.0%
4 th Qtr '11	7.7%	7.5%	8.6%	0.0%
Annual 2011	4.4%	3.7%	4.1%	0.2%
<u>Cumulative Return</u>				
1/1/94-12/31/11	295.3%	251.3%	270.7%	85.2%
<u>Annualized Return</u>				
1/1/94-12/31/11	7.9%	7.2%	7.6%	3.5%

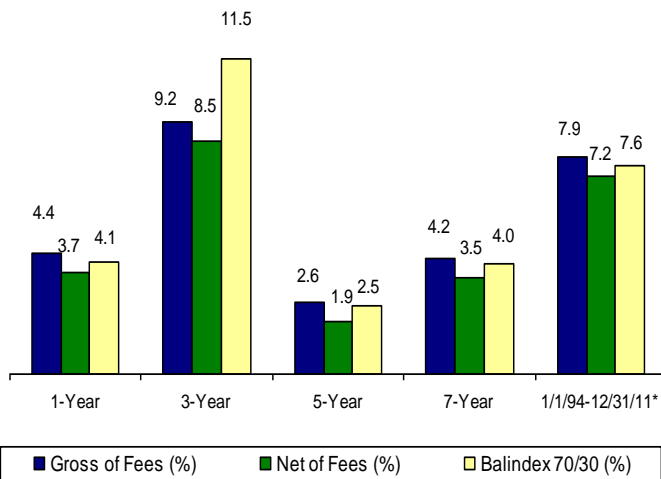
*Inception of the composite was 1/1/93. Returns shown represent the performance since 1/1/94, when Bradley H. Gunter began managing the portfolio. Performance figures, both net and gross of fees, have been examined through September 30, 2011. Please refer to the attached GIPS fully compliant presentation for a detailed explanation of performance presented. Performance returns are for the period ending 12/31/11. Past performance is no guarantee of future results, and no representation is made that results similar to those shown can be achieved. A complete presentation of any composite and/or a list of all composites is available upon request. (1) 70% S&P 500 / 30% Barclays Capital Intermediate Treasury (formerly known as Lehman Intermediate Treasury Index). (2) The 90 Day T-Bill return represents the risk-free rate of return.

Investment Management of Virginia, LLC

Large Capitalization Balanced Portfolio Composite Annual Performance**



Annualized Performance**



Commentary

The Large Capitalization Balanced Portfolio Composite rose 7.5%, net of fees, during the fourth quarter, compared to 8.6% for the Balanced Index (70% S&P 500 Index/30% Barclays Capital Intermediate Treasury). For the full year, the Composite gained 3.7%, net of fees, while the Balanced Index rose 4.1%. Since 1/1/94, the Composite has had a 7.2% annualized rate of return, net of fees, compared to 7.6% for the Balanced Index.

Fourth Quarter 2011 Performance**

Large Capitalization Balanced Portfolio (Gross)	7.7%
Large Capitalization Balanced Portfolio (Net)	7.5%
Balindex (70/30)***	8.6%
T-Bill	0.0%

*Inception of the composite was 1/1/93. Returns shown represent the performance since 1/1/94, when Bradley H. Gunter began managing the portfolio. **Please refer to the attached GIPS fully compliant presentation for a detailed explanation of performance presented. Performance returns are for the period ending 12/31/11. Past performance is no guarantee of future results, and no representation is made that results similar to those shown can be achieved. A complete presentation of any composite and/or a list of all composites is available upon request. ***70% S&P 500 / 30% Barclays Capital Intermediate Treasury Index (formerly known as Lehman Intermediate Treasury Index).

INVESTMENT MANAGEMENT OF VIRGINIA, LLC
LARGE CAPITALIZATION BALANCED PORTFOLIO COMPOSITE
ACCOMPANYING NOTES

Year	Total Return Gross (Percent)	Total Return Net ^A (Percent)	Benchmark S&P 70/BICIT 30 ^{B,C,D,E} (Percent)	Benchmark 90-Day T-Bill (Percent)	Composite 3 Yr. St. Dev. (Percent)	Benchmark S&P 70/BICIT 30 ^{B,C,D,E} 3 Yr. St. Dev. (Percent)	Benchmark 90-Day T-Bill 3 Yr. St. Dev. (Percent)	Number of Portfolios	Composite Dispersion (Percent)	Composite Assets End of Period (Millions)	Non-Fee Paying Composite Assets End of Period (MM)	Percentage of Non-Fee Paying Composite Assets	Total Firm Assets End of Period (Millions)
*1994	3.25	2.57	0.45	4.23	N/A	N/A	N/A	33	0.94	38.10	0.30	0.78%	106.69
1995	30.32	29.57	30.25	6.20	N/A	N/A	N/A	31	1.85	42.59	0.51	1.19%	182.76
1996	19.25	18.46	17.10	5.50	N/A	N/A	N/A	33	1.31	37.61	0.00	0.00%	326.48
1997	25.58	24.77	25.50	5.59	N/A	N/A	N/A	41	1.70	54.55	0.00	0.00%	782.62
1998	16.69	15.92	22.82	5.38	N/A	N/A	N/A	31	0.81	44.95	0.00	0.00%	295.03
1999	11.69	10.98	15.11	4.95	N/A	N/A	N/A	36	1.51	46.23	0.00	0.00%	308.22
2000	5.99	5.28	-3.16	6.47	N/A	N/A	N/A	39	1.20	48.03	0.00	0.00%	283.31
2001	-4.26	-4.88	-5.80	4.57	N/A	N/A	N/A	43	1.17	47.12	0.00	0.00%	269.84
2002	-11.81	-12.41	-13.05	1.90	N/A	N/A	N/A	40	1.52	33.96	0.00	0.00%	221.40
2003	18.29	17.46	20.46	1.10	N/A	N/A	N/A	45	1.19	38.69	0.00	0.00%	261.10
2004	6.59	5.87	8.30	1.51	N/A	N/A	N/A	46	0.52	44.12	0.00	0.00%	335.02
2005	3.47	2.77	4.02	3.06	N/A	N/A	N/A	47	0.28	45.54	0.00	0.00%	329.85
2006	13.39	12.68	12.08	4.65	N/A	N/A	N/A	44	0.54	42.16	0.00	0.00%	348.29
2007	7.27	6.56	6.83	5.14	N/A	N/A	N/A	50	0.64	47.69	0.00	0.00%	357.32
2008	-18.53	-19.05	-23.71	2.44	N/A	N/A	N/A	52	2.06	36.19	0.00	0.00%	285.31
2009	14.53	13.80	18.40	0.25	N/A	N/A	N/A	46	3.71	33.15	0.00	0.00%	335.79
2010	8.80	8.09	12.50	0.00	N/A	N/A	N/A	45	0.76	33.16	0.00	0.00%	427.21
**2011	4.40	3.73	4.12	0.16	11.59	12.93	0.09	33	0.62	26.90	0.00	0.00%	409.51

*Inception of the composite was 1/1/93. Creation of the composite was 1/1/93. Bradley H. Gunter assumed management responsibility on 1/1/94. **2011 performance returns are for the period ending 12/31/11.

- Fee schedule: 1.00% per annum on the first \$1 million of assets; 0.75% per annum on the next \$4 million of assets; 0.50% on assets greater than \$5 million. Fees are negotiable.
- The S&P 65/SBI 35 synthetic index was changed to a blend of the S&P 60/SBI 40 during the first quarter of 1999, because this is a more accurate representation of the sector weightings in the client accounts.
- The S&P 60/SBI 40 synthetic index was changed to a blend of the S&P 70/SBI 30 during the fourth quarter of 2002, because this is a more accurate representation of the sector weightings in the client accounts.
- The S&P 70/SBI 30 synthetic index was changed to a blend of the S&P 500 Index (70%) and the Lehman Intermediate Treasury Index (30%) during the fourth quarter of 2004, because treasury securities more accurately represent the bond holdings in the client accounts.
- The Lehman Intermediate Treasury Index was rebranded to the Barclays Capital Intermediate Treasury Index during the fourth quarter of 2008.

Investment Management of Virginia, LLC claims compliance with the Global Investment Performance Standards (GIPS[®]) and has prepared and presented this report in compliance with the GIPS standards. Investment Management of Virginia, LLC has been independently verified by previous verifiers for the periods January 1, 1993 through December 31, 2003, and verified by Ashland Partners & Company for the periods of January 1, 2004 through September 30, 2011. 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. The Large Capitalization Balanced Portfolio composite has been examined for the periods January 1, 1993 through September 30, 2011. The verification and performance examination reports are available upon request.

1. Basis of Presentation

Investment Management of Virginia, LLC ("the Company") is a registered investment advisor under the Investment Advisors Act of 1940. The Company was originally established as Scott & Stringfellow Capital Management, Inc., a division of Scott & Stringfellow, in 1982. In March 1999, Scott & Stringfellow became a wholly owned subsidiary of Branch Banking & Trust Company (BB&T). The Company became an independent investment advisor in July of 2000 when the principals of Scott & Stringfellow Capital Management, Inc. purchased the Company from BB&T. The Company is an independent registered investment advisor; it is closely affiliated with Dynamis Advisors, LLC, also a registered investment advisor.

2. Composite Criteria

The Composite consists of institutional, endowment, retirement, and individual accounts. Tax-exempt and taxable accounts are included. The Composite's equity investment style emphasizes large capitalization growth companies. Stocks considered should show earnings growth at least 1.5 times the S&P 500 earnings growth rate for the next three years and should have an expected return at least 1.5 times the Treasury Bill return for the immediate twelve-month period. The fixed income investment style emphasizes only investment grade securities with short to intermediate maturity and duration. The Company determines an appropriate risk and return profile for each individual client. After carefully reviewing the current and expected bond market conditions, the individual risk and return profile is used to make maturity structure and sector allocation decisions for the client. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Performance results of the Composite are based on U.S. dollar returns.

3. Calculation Methodology

The Composite results are time-weighted rates of return net of commissions and transaction costs and have been presented both gross and net of investment advisory fees. Quarterly composite rates of return, which are net of investment advisory fees, are calculated at the account level. For each account, the fee percentage is subtracted from the account's gross monthly return, during the month the fee is incurred, to obtain a monthly account return net of investment advisory fees. 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 1994 through 2010 because it is not required for periods prior to 2011. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year. Additional information regarding policies for valuing portfolios, calculating performance and preparing compliant presentations is available upon request.

4. Comparison with Market Index

Results of the Composite are shown compared to the 90-Day T-Bill Index and a blended index, which is calculated daily and comprised of 70% of the Standard & Poor's 500 Index and 30% of the Barclays Capital Intermediate Treasury Index. The Standard & Poor's 500 Index is a capitalization-weighted index, and is calculated based on a total return basis with dividends reinvested. The Standard and Poor's 500 Index is a capitalization-weighted index of 500 blue-chip U.S. companies representing the industrial, transportation, utility and financial sectors with heavy emphasis on the industrial sector. The Barclays Capital Intermediate Treasury Index is a capitalization-weighted index and includes Treasury notes with a maturity ranging from one to ten years. The 90-Day Treasury Bill Index is a total return index that comes from the average yield of three-month Treasury bills. Performance has been linked in the same manner as the Large Capitalization Balanced Portfolio Composite. The returns for these unmanaged indexes do not include any transaction costs, management fees, or other costs. Investment Management of Virginia, LLC takes no responsibility for the validity of the index and/or other performance numbers provided by reputable outside sources.

5. SEC Advertising Disclosure Footnotes

All performance composite returns are reported net and gross of investment advisory fees charged by Investment Management of Virginia. Net performance reflects the deduction of actual quarterly fees for each account in the composite. Gross of fees performance returns are presented before investment management fees but after all trading commissions, custodial fees, and non-reclaimable foreign withholding taxes.

6. Additional Information

A complete presentation of any composite and/or a list of all composites is available upon request. Such inquiries should be addressed to George McVey, Investment Management of Virginia, LLC, 919 E. Main Street, Suite 1600, Richmond, Virginia 23219, or contact him through email at gmcvey@imva.net.