J. KENT BLAIR, III, CFA

78 North Van Dien Avenue
Ridgewood, NJ 07450
kentblair@vandienasset.com
Office: (201) 857-2628 Cell: (201) 316-3176

SUMMARY

Highly accomplished Investment Professional with twenty-five years of broad buy-side experience. Energetic, results-driven team player with excellent communication skills. Comprehensive perspective developed from covering a multitude of industries, and holding various Portfolio Manager and Analyst positions at firms with disparate investment styles and processes. Strong equity market expertise, especially within Technology, Media, Telecom and Consumer Discretionary sectors. Well-versed in the competitive, technological, and regulatory issues that shape these industries. Long history of strong performance and excellent stock-picking ability supported by extensive written product. Published work demonstrates performance, investment rationale, industry knowledge, and productivity. Chartered Financial Analyst. Reference list, performance analysis, and all written work available.

EXPERIENCE

VAN DIEN ASSET MANAGEMENT LLC

Founder and President, 7/09 - Present

- Registered investment advisor focused on technology, media and telecom equities.
  - → Established and successfully registered independent investment advisor within State of New Jersey. Created or supervised creation of logo, marketing materials, and corporate website design (www.vandienasset.com).
  - → Managing long-only portfolios of fifteen to twenty-five stocks. Solid performance with account composite outperforming S&P 500 by 222 basis points from beginning of 2012 through 2014 (1/01/12 - 12/31/14).
  - → Record and archive monthly investment podcasts highlighting our investment outlook, reviewing performance, and analyzing industry and company news.

THE BANK OF NEW YORK MELLON – WEALTH MANAGEMENT

Vice President, Investment Research, 11/98 – 8/08

- Equity research analyst responsible for majority of the mid and large cap "TMT-oriented" sectors, including Telecommunications Services, Media and Entertainment, Internet, and Communications Equipment.
  - → Charged with developing investment strategy, individual buy/sell recommendations, and providing written product and portfolio manager service.
  - → Accountable for sector and stock performance within the two primary mutual funds (four star-rated BNY Hamilton Large Cap Equity Fund and BNY Hamilton Large Cap Growth Fund) and across the $10 billion in managed equity assets.
  - → Demonstrated superior stock-picking performance and active management of portfolio, outperforming the S&P 500 index by 551 basis points during calendar 2007, and by 676 basis points during 2008 tenure. Analysis available.
  - → Communicated analysis and thought process through written material, formal presentations, and daily research meeting commentary.
    - → Frequently called upon to make client presentations.
    - → Initiated timely coverage of various other industries, including Gaming & Lodging, Leisure, Business Services, and Aerospace & Defense.
    - → Adept at identifying themes, trends, and data points that lead to fundamental change in financial performance or investor sentiment.
    - → Member of Stock Selection Committee and frequent guest participant at Investment Policy Committee meetings.
  - → Advisor to BNY Capital Markets on several private equity investments.

COLUMBUS CIRCLE INVESTORS

Senior Securities Analyst, 11/95 – 12/97

- Responsible for generating buy recommendations, identifying trading opportunities, and recommending timely sale of stocks across all fund products (Long-Short, Value, Technology-Innovations, Large Cap, Mid Cap, and Small Cap), and accountable for outperforming designated indices.
  - → Industries covered included telecommunications services, cable and DBS, media, entertainment, telecommunications equipment, networking, office equipment, capital goods, machinery, autos and auto parts, engineering and construction, defense and conglomerates. Briefly covered banks, rails, and truckers.
  - → Incorporated Columbus Circle's "positive momentum, positive surprise" investment approach to managing $10 billion in equity assets.

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THE BANK OF NEW YORK – BNY ASSET MANAGEMENT
Equity Analyst, Investment Research, 8/93 – 11/95

- Responsible for investment strategy and individual stock recommendations within the telecommunication services, media, entertainment, communications equipment, entertainment software and other related industries.
  - → Incorporated relative earnings momentum and thematic investment approaches to generate investment ideas in accordance with our macroeconomic outlook.
  - → Marketed ideas and supported portfolio managers with presentations, daily research commentary and written reports.
  - → Important buy recommendations included Amphenol, Comcast, Nokia, and Broderbund Software

THE BANK OF NEW YORK – BNY ASSET MANAGEMENT
Portfolio Manager, Institutional Investment counsel, 11/91 – 8/93

- One of five-member team making investment decisions for $1.5 billion in equity assets of various endowments, foundations, and pensions.
  - → Met with institutional clients and prospects, updating them on market outlook and performance.
  - → Responsibilities included research coverage of technology related sectors.
  - → Co-manager of Emerging Growth Fund, predecessor to the highly successful BNY Hamilton Small Cap Growth Fund.

THE BANK OF NEW YORK – BNY ASSET MANAGEMENT
Portfolio Manager, Personal Asset Management, 8/88 – 11/91

- Portfolio manager of 150 trust, estate, and investment management accounts totaling $80 million.
  - → Based on needs and objectives of account, recommended asset allocation, diversification strategies, and individual equity and fixed income securities.
  - → Accountable for portfolio's performance and client relationship.
  - → Responsible for marketing Bank of New York product and generating new business.
  - → Supported portfolio managers with securities operations expertise.

THE DEPOSITORY TRUST COMPANY
Management trainee, 10/86 – 8/88

- As the first management trainee ever hired, helped design sustainable management training program within unionized workforce environment.
  - → Developed working knowledge of various operational aspects of securities industry.

EDUCATION

BUCKNELL UNIVERSITY, LEWISBURG, PA
B.A. Economics, Minor in Mathematics (Statistics), 1986

CITY OF LONDON POLYTECHNIC
Semester abroad, Fall 1985.

CHARTERED FINANCIAL ANALYST
Designation awarded in 2001.

SKILLS and INTERESTS

- Excellent analytical, interpersonal, communication, and management skills.
- Member, The Analysts Club, New York City. Investment club dating to the 1920s.
- Chairman, Somerville-Hawes Dads' Night fundraising organization.
- Active member of Christ Church in Ridgewood.
- Bucknell University Class of 1986 Gift Chair (ten years running, including 20th and 25th Reunions.)
- Cubmaster and Den Leader, Cub Scout Pack 55, Ridgewood, NJ.
- Ridgewood Youth Sports Coach: Football, Basketball, and Baseball (25+ teams coached).
- Interests include family (wife and three sons), reading, sports, music, travel, and model railroading.