

LOWE, BROCKENBROUGH & CO., INC.

INVESTMENT COUNSEL

Professional Staff



Austin Brockenbrough, III
Managing Director

A founding partner of Lowe, Brockenbrough in 1970, Mr. Brockenbrough serves as Chairman of the firm's Management Committee. Mr. Brockenbrough previously served as an institutional account executive at Wheat First Butcher Singer. He has a B.S. in Finance from the University of Richmond. Mr. Brockenbrough has 44 years of investment experience.



Austin Brockenbrough, IV, CFA
Managing Director

Mr. Brockenbrough previously was an investment executive at Paine Webber in Denver, Colorado. He holds a B.S. in English with a concentration in American Studies and an M.B.A. from the University of Virginia. Mr. Brockenbrough has 16 years of investment experience.



J. Ros Bowers, Jr., CFA
Managing Director

Prior to joining our firm, Mr. Bowers was an International Analyst for Evergreen Funds in Boston. He holds a B.A. in Economics and History from the University of Virginia and an M.B.A. from the University of North Carolina. Mr. Bowers has 19 years of investment experience.

Robert R. Burke, CFA, CFP
Managing Director

Prior to joining our firm, Mr. Burke was a portfolio manager at Trustmark National Bank and a tax consultant with Ernst and Young. A past president of the Mississippi Society of Financial Analysts, he has a B.A. in Economics and a Master of Science in Accounting from the University of Virginia. Mr. Burke has 16 years of investment experience.

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Charles M. Caravati, III, CFA
Managing Director

Mr. Caravati serves as the firm's Director of Portfolio Strategy. Prior to coming to Lowe, Brockenbrough, he was an account manager at NationsBank. He holds a B.A. in History and Economics and an M.B.A. from the University of Virginia. Mr. Caravati has 21 years of investment experience.



William R. Claiborne, CFA
Managing Director

Mr. Claiborne is Director of Account Management Services. Prior to joining Lowe, Brockenbrough in June 1993, Mr. Claiborne was Vice President, portfolio manager at Commonwealth Investment Counsel, a Wheat First Butcher Singer Subsidiary. He is a graduate of the University of Virginia with a B.A. in Economics and has 26 years of investment experience.



Joseph A. Jennings, III, CFA
Managing Director

Manager of the firm's taxable fixed income portfolios, Mr. Jennings was previously a Senior Vice President at Crestar Bank and at Central Fidelity Bank, where he managed fixed income portfolios for the banks' investment divisions. He holds a B.A. in Economics from the University of Virginia and an M.B.A. from the University of Richmond. Mr. Jennings has 22 years of investment experience.

Vanetta L. Kersey
Director of Operations

Prior to joining our firm, Mrs. Kersey was in Operations and Trading for Mentor Investment Group, a Wheat First Securities subsidiary. Mrs. Kersey has 22 years of investment experience.

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David A. Lyons, CFA
Managing Director

Mr. Lyons is responsible for the firm's marketing and operations. Prior to joining Lowe, Brockenbrough, Mr. Lyons was Vice President, Institutional Marketing, at T. Rowe Price Retirement Plan Services. He holds a B.S. in Business Administration from the University of Richmond and a M.B.A. from Johns Hopkins University. Mr. Lyons is a Certified Employee Benefits Specialist and has 22 years investment experience.



Page T. Reece, CFA, CPA
Chief Compliance Officer

Before joining Lowe, Brockenbrough in 1997, Mrs. Reece was Director of Client Services for Mentor Investment Advisors. She holds a B.B.A. in Accounting from the College of William and Mary and an M.B.A. in Finance from the University of Richmond. Mrs. Reece has 29 years investment experience.



David K. Sanderlin, CLSSS
Director of Information Technology

Prior to joining Lowe, Brockenbrough, Mr. Sanderlin has been a Senior Systems Analyst for Central Fidelity Bank as well as having been a technical consultant within the financial industry. He holds Bachelors of Science Degrees in Management and Management Information Systems from Old Dominion University. Mr. Sanderlin has 25 years Information Technology experience.



Lawrence B. Whitlock, Jr., CFA
Managing Director

Mr. Whitlock has responsibilities in portfolio management and quantitative research. He was formerly President and Chief Investment Officer of Commonwealth Investment Counsel, a subsidiary of Wheat First Butcher Singer. He holds a B.A. in History from the University of Richmond and a Master of Science in Business from Virginia Commonwealth University. Mr. Whitlock joined Lowe, Brockenbrough in 1993 and has 36 years of investment experience.