

Hawthorn Martin, Director of Investments

Hawthorn Appoints Director of Investments

John A. Martin has been promoted to Director of Investments. As director of investments, Martin will be responsible for enhancing the consistency of Hawthorn's investment offering to clients as well as ongoing training and development of the investment team. He will continue to serve as the lead portfolio manager on some of Hawthorn's largest relationships.

As Senior Vice President and Senior Portfolio Manager, Martin personally manages nearly \$2 billion for high net-worth individuals. He chairs the Hawthorn Investment Review Committee and participates on the Management Committee team.

Prior to moving to Hawthorn, Mr. Martin was the Director of Investments of PNC Wealth Management in the Pittsburgh Market. Mr. Martin was charged with overseeing the investment process and performance of portfolio managers and client accounts. Mr. Martin has over thirty-five years of investment experience as an equity analyst, portfolio manager and chief investment officer. Mr. Martin came to the Pittsburgh market as Manager, Trust Investment Strategy in 1986 and was named Chief Investment Officer in January 1987. He was previously senior research analyst of Provident National Bank in Philadelphia (predecessor to PNC Bank), where he was responsible for energy investments and was a member of the Equity Strategy Committee. He joined Provident in 1977 from the Fleet National Bank, Providence, Rhode Island, where he had been an investment officer since 1973.

Mr. Martin is a Chartered Financial Analyst and a member of the Association for Investment Management and Research, the Pittsburgh Stock and Bond Association, and the International Association for Financial Planning. Mr. Martin received a BS in Finance from Bowling Green University and a MBA from Bryant University.

Mr. Martin has served the community as former Chairman of the Board of Trustees for the Phipps Conservatory and Botanical Gardens and as former Treasurer of the South Hills YMCA Board of Management and former Board Advisor for the Upper St. Clair High School Lacrosse Club.

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Investments: Not FDIC Insured. No Bank Guarantee. May Lose Value.

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MARTIN, DIRECTOR OF INVESTMENTS

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