

## NEWS RELEASE

February 2008 Issue

### FINANCIAL WHIZ

By Susan Keen Flynn · Inside Business



Brian Hopkins, 31

Vice president and portfolio manager, Ancora Advisors LLC  
brian@ancora.ws

**INVESTMENT INTEREST:** Brian Hopkins earned a degree in finance and economics from Georgetown University in 1998. Before the Akron native's junior year, he interned on the trading desk with General Electric's pension fund, helping buy and sell blocks of shares. It was here that he fell in love with investing.

**CAREER PATH:** After graduation, Hopkins worked for investment banking firm Deutsche Bank Alex. Brown, including a stint in London. In 2001, he went to work for a private equity firm, Primus Venture Partners, before joining investment adviser Ancora Advisors in 2003.

**DOWN ON THE FARM:** Hopkins recently formed the New Farm Alliance, a company dedicated to buying and preserving farmland in northern Ohio. He hopes to raise between \$5 million and \$10 million to help safeguard local farms and jobs, conserve energy and reduce chemicals in food.

What's your day-to-day role at Ancora?

I make buy-and-sell decisions regarding securities for two different hedge funds. One's a \$25 million hedge fund called Merlin Partners and the other is a \$500,000 startup hedge fund called Lancelot Partners. I also manage brokerage accounts for a number of high net-worth people.

What's your biggest achievement to date?

The \$25 million hedge fund was really started by myself and one other guy, and we've had very good returns since its inception. We built it from the ground up. It's now a pretty good product for our firm and becoming well known around the city.

Main challenges at work?

Navigating the day-to-day noise of the market and focusing in on doing what's best for clients in the long term.

Where do you see yourself at age 40?

I would like to be doing what I'm doing right now but in the context of a much larger fund.

Any financial advice for young professionals?

Don't necessarily follow the party line of most investment advisers, which is to buy and hold certain types of stock. Start to think about other types of assets, not just the GEs and Microsofts of the world. There are all kinds of other investments, especially international securities and commodities that people my age need to think

about having in their portfolios.

Why the interest in local farmland?

There are issues related to energy that will come up in the next five to 10 years that people don't fully appreciate. The trend is for things produced locally. Rather than building a huge "McMansion," people need to think about how we relate to the planet and need to have a smaller footprint in terms of how much energy they use.

Are you involved in any philanthropy?

My wife and I are Catholic and relate to our faith pretty strongly. We donate time and money to various Catholic charities.

Dream vacation?

Can I have two? One is to go to Omaha, Neb., for Warren Buffett's annual meeting. They call it "Woodstock for Capitalists." The second is one we do every summer: We go to Kelleys Island, a fairly well-preserved place that's great for families.