



## Press Release

### James N. Nelson, III, CFA joins NexTier as a Senior Consulting Principal

CHICAGO, ILLINOIS – *January 1, 2018* – NexTier Companies, LLC (**Company**) announced today that James N. Nelson, III, CFA has joined the Company, as a Senior Consulting Principal. He is responsible for leading engagements within the institutional investment management consulting practice and various other business development activities.

Lawrence C. Manson, Jr., the Chairman and Chief Executive Officer of the Company, said, “I am excited to announce the addition of James to the NexTier Team. He brings a wealth of practical experience as a former, Chief Investment Officer, Director of Research, and Institutional Portfolio Manager. He will work closely with our clients leveraging his vast experience.”

Mr. Nelson has nearly 20 years of experience ranging from managing institutional portfolios to leading analyst teams and developing firmwide processes to support product diversification. Most recently, Mr. Nelson served in management roles as Deputy Chief Investment Officer and Director of Research at Herndon Capital Management LLC (Herndon). As an investment executive at Herndon for more than six years, Mr. Nelson was responsible for developing and executing the firm’s product diversification strategy through the entire product lifecycle, including strategy/ideation, research/design, internal/regulatory approvals, implementation/launch, market positioning and distribution. He also was responsible for building and leading a team of global investment analysts to support the firm’s international large-cap core EAFE and ACWI, and domestic large-cap, mid-cap value and mid-cap growth strategies.

In the past, Mr. Nelson was a partner, analyst and portfolio manager at McHugh Associates Inc., a growth-focused institutional asset management firm that was purchased in 2009 by Logan Capital Management, Inc. He began his career as an analyst at the Ewing Marion Kauffman Foundation and Cooke & Bieler, L.P.

### About NexTier Companies, LLC

The Company is a consulting and investment advisory firm focused on helping investment organizations compete more effectively by providing strategic and tactical support services designed to reduce business risk and support growth. The Company was founded in 2012 and is headquartered in Chicago with an office in New York and consultants located in Atlanta, Boston, Denver, Philadelphia, Los Angeles and Washington, D.C.

#### Media Contact:

Lawrence C. Manson, Jr.  
Chairman and Chief Executive Officer  
NexTier Companies, LLC  
312.948.9178 x201  
[lmanson@nextiercompanies.com](mailto:lmanson@nextiercompanies.com)

***Business solutions for the institutional investment management community***