

# FT 300

## Top Registered Investment Advisers

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## Bright lights in tough times

The inaugural edition of the FT 300 list begins by asking what makes a top-quality adviser **Pages 2-3**

## FT 300 Top Registered Investment Advisers



# The leading firms in the FT 300

The top registered independent advisers in the US, listed state by state, with the methodology on Page 12

### FT 300

The FT 300 top registered investment advisers in the US listed alphabetically by state

Firm name	City	Client segments served				Firm name	City	Client segments served			
		Retail (individuals with <\$1m)	HNW (individuals with \$1m – \$10m)	Ultra HNW (individuals with \$10m +)	Institutional			Retail (individuals with <\$1m)	HNW (individuals with \$1m – \$10m)	Ultra HNW (individuals with \$10m +)	Institutional
<b>Alaska</b>						Beacon Pointe Advisors	Newport Beach	✓	✓	✓	✓
Alaska Permanent Capital Management	Anchorage		✓		✓	Brouwer & Janachowski LLC	Tiburon	✓	✓	✓	✓
<b>Arizona</b>						California Financial Advisors	San Ramon	✓	✓		
Miller Russell Associates	Phoenix	✓	✓	✓	✓	Cardiff Park Advisors	Carlsbad	✓	✓	✓	✓
TCI Wealth Advisors, Inc.	Tucson	✓	✓	✓	✓	Churchill Management Group	Los Angeles	✓	✓	✓	✓
TFO Phoenix	Phoenix	✓	✓	✓	✓	Clifford Swan Investment Counsel	Pasadena	✓	✓	✓	✓
United Planners Financial Services of America	Scottsdale	✓	✓	✓	✓	Destination Wealth Management	Walnut Creek	✓	✓	✓	✓
<b>California</b>						Dowling & Yahnke, LLC	San Diego	✓	✓	✓	✓
AMI Asset Management Corporation	Los Angeles		✓	✓	✓	First Republic Investment Management, Inc.	San Francisco	✓	✓	✓	✓
Aspiriant	Los Angeles		✓	✓	✓	Gemmer Asset Management LLC	Walnut Creek	✓	✓	✓	✓
Atherton Lane Advisers LLC	Menlo Park	✓	✓	✓	✓	Genovese Burford & Brothers	Sacramento	✓	✓	✓	✓
Baker Street Advisors, LLC	San Francisco		✓	✓	✓	Golub Group, LLC	San Mateo	✓	✓	✓	✓
						Halbert Hargrove	Long Beach	✓	✓	✓	✓
						Hanson McClain Advisors	Sacramento	✓	✓		✓



## FT 300 Top Registered Investment Advisers

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		Retail (individuals with <\$1m)	HNW (individuals with \$1m - \$10m)	Ultra HNW (individuals with \$10m +)	Institutional			Retail (individuals with <\$1m)	HNW (individuals with \$1m - \$10m)	Ultra HNW (individuals with \$10m +)	Institutional
Spero-Smith Investment Advisers, Inc.	Cleveland	✓	✓	✓	✓	Retirement Advisors of America	Addison	✓	✓		
Summit Financial Strategies, Inc.	Columbus	✓	✓	✓	✓	Sendero Wealth Management	San Antonio	✓	✓	✓	✓
Truepoint Wealth Counsel	Cincinnati	✓	✓	✓	✓	SFMG Wealth Advisors	Plano	✓	✓	✓	
<b>Oklahoma</b>						South Texas Money Management	San Antonio	✓	✓	✓	✓
Capital Advisors, Inc.	Tulsa	✓	✓	✓	✓	Tanglewood Wealth Management, Inc.	Houston	✓	✓	✓	✓
Exencial Wealth Advisors	Oklahoma City	✓	✓	✓	✓	True North Advisors	Dallas	✓	✓	✓	✓
Tom Johnson Investment Management, LLC	Oklahoma City	✓	✓		✓	<b>Vermont</b>					
<b>Oregon</b>						Manchester Capital Management LLC	Manchester	✓	✓	✓	✓
Ferguson Wellman Capital Management	Portland	✓	✓	✓	✓	<b>Virginia</b>					
Northside Capital Management, LLC	Hood River		✓	✓		Burney Company	Falls Church	✓	✓	✓	✓
Vision Capital Management, Inc.	Portland	✓	✓		✓	Cassaday & Company, Inc.	McLean	✓	✓	✓	
<b>Pennsylvania</b>						Catawba Capital Management	Roanoke	✓	✓		✓
Cornerstone Advisors Asset Management, Inc.	Bethlehem		✓	✓	✓	Edelman Financial Services LLC	Fairfax	✓	✓	✓	✓
Fort Pitt Capital Group	Pittsburgh	✓	✓	✓	✓	Glassman Wealth Services	McLean	✓	✓	✓	✓
Fragasso Financial Advisors	Pittsburgh	✓	✓	✓	✓	Mason Investment Advisory Services, Inc.	Reston	✓	✓	✓	✓
HBKS Wealth Advisors	Erie	✓	✓	✓	✓	SIGNATURE.	Norfolk		✓	✓	✓
Logan Capital Management, Inc.	Ardmore	✓	✓	✓	✓	The London Company of Virginia, LLC	Richmond	✓	✓	✓	✓
Mill Creek Capital Advisors, LLC	Conshohocken	✓	✓	✓	✓	West Financial Services, Inc.	McLean	✓	✓	✓	✓
myCIO Wealth Partners, LLC	Philadelphia	✓	✓	✓	✓	Wilbanks Smith & Thomas Asset Management, LLC	Norfolk	✓	✓	✓	✓
Palladium, LLC	Malvern		✓		✓	<b>Washington</b>					
Prudent Management Associates	Philadelphia		✓	✓	✓	Badgley Phelps Investment Managers	Seattle	✓	✓	✓	✓
Sage Financial Group	Conshohocken	✓	✓	✓		Brighton Jones	Seattle	✓	✓	✓	✓
Schneider Downs Wealth Management Advisors, LP	Pittsburgh	✓	✓	✓	✓	Bristlecone Advisors, LLC	Seattle		✓	✓	✓
Tower Bridge Advisors	Conshohocken	✓	✓	✓	✓	Empirical Wealth Management	Seattle	✓	✓	✓	
Veritable, L.P.	Newtown Square		✓	✓		Evergreen Capital	Bellevue	✓	✓	✓	
Wescott Financial Advisory Group LLC	Philadelphia	✓	✓	✓	✓	Fisher Investments	Camas	✓	✓	✓	✓
XPYRIA Investment Advisors	Pittsburgh	✓	✓	✓	✓	Freestone Capital Management	Seattle	✓	✓	✓	✓
<b>Rhode Island</b>						Laird Norton Wealth Management	Seattle		✓	✓	✓
Endurance Wealth Management	Providence		✓	✓	✓	Merriman Wealth Management, LLC	Seattle	✓	✓	✓	
Professional Planning Group	Westerly	✓	✓	✓	✓	SNW Asset Management	Seattle		✓		✓
<b>Tennessee</b>						Threshold Group	Gig Harbor		✓	✓	✓
CapWealth Advisors	Franklin	✓	✓	✓	✓	<b>Wisconsin</b>					
Highland Capital Management, LLC	Memphis	✓	✓	✓	✓	Annex Wealth Management, LLC	Elm Grove	✓	✓		✓
Legacy Wealth Management	Memphis	✓	✓	✓	✓	Cleary Gull	Milwaukee	✓	✓	✓	✓
TrustCore	Brentwood	✓	✓	✓	✓	Diversified Management, Inc.	Milwaukee	✓	✓	✓	
<b>Texas</b>						Orgel Wealth Management	Altoona	✓	✓	✓	✓
Covenant Multifamily Office LLC	San Antonio	✓	✓	✓	✓	Sadoff Investment Management	Milwaukee	✓	✓		✓
Money Matters with Ken Moraif	Plano	✓	✓								

### Methodology A quantifiable and objective way to establish who is in an elite group, but not a competitive ranking

The principle behind the Financial Times 300 is to centre the criteria on the affluent and wealthy investors who tend to be readers of the Financial Times.

We assessed the registered investment adviser (RIA) practices from the perspective of current and prospective investors.

The Financial Times' methodology is quantifiable and objective. We went through the database of RIAs who are registered with the US Securities and Exchange Commission, and selected those practices reporting to the SEC that they had \$300m or more in assets under management. That ensured a list

of firms with established and institutionalised investment processes. The RIA firms had no subjective input.

The FT then invited qualifying RIA firms – more than 2,000 – to fill in a lengthy application that gave more information about their practices. We augmented that information with our own research into the practices, including data from regulatory filings.

The formula the FT uses to grade advisers is based on six broad factors and calculates a numeric score for each adviser.

Areas of consideration include adviser assets under management, asset growth, the firm's years in

existence, industry certifications of key employees at the firms, SEC compliance record and online accessibility:

- **Assets under management (AUM):** signals experience managing money and client trust.

- **AUM growth rate:** growing assets is a proxy for performance, as well as for asset retention, and ability to generate new business.

- **Firm's years in existence:** indicates reliability as a firm, and experience managing assets through varying market environments.

- **Compliance record:** provides evidence of past client disputes; a string of complaints can signal potential problems.

- **Industry certifications (CFA, CFP, etc):** shows technical and industry knowledge, obtaining these designations signals to clients a professional commitment to investment skills.

- **Online accessibility:** illustrates commitment to providing investors with easy access and transparent contact information.

Assets under management and asset growth comprise 85-90 per

cent of each adviser's score.

Additionally, to serve our readers' interests and provide a diversity of advisers, the FT places a cap on the number of RIAs from any one state that's roughly correlated to the distribution of millionaires across the US.

We present the FT 300 as an elite group, not a competitive ranking of 1 to 300.

We acknowledge that ranking the industry's most elite advisers from 1 to 300 is a futile exercise, since each advisory firm takes its own approach to its practice and has different specialisations.

**Loren Fox**