

THE LIST

Compiled by Jean Lee
415-288-4962, @SFBIZJean
jlee@bizjournals.com

BAY AREA WEALTH MANAGEMENT FIRMS

RANKED BY LOCAL ASSETS UNDER MANAGEMENT FOR INDIVIDUAL CLIENT ACCOUNTS

| | Business name/Prior rank Website | Address Phone | Bay Area assets under management for individual clients ¹ | Total Bay Area assets under management | Minimum investment ² | Bay Area portfolio managers | Bay Area research analysts | Top local executive(s) |
|----|---|--|---|---|------------------------------------|-----------------------------------|-------------------------------------|--|
| 1 | Merrill Lynch Wealth Management ① ml.com | 555 California St. 8th Fl. San Francisco, CA 94104 415-676-2678 | \$94.3 billion | \$106.1 billion | \$250,000 | NR | NR | Jeffrey Markham, Division executive |
| 2 | UBS Financial Services Inc. * ubs.com | 555 California St. #4600 San Francisco, CA 94104 415-954-6700 | \$60 billion | \$70 billion | \$1 million | 291 | 6 | Jenny Krone, Administrative manager Michael Williams, Managing director |
| 3 | Morgan Stanley Wealth Management ② morganstanley.com | 101 California St. 3rd Fl. San Francisco, CA 94111 415-693-6000 | \$57.3 billion | \$154.6 billion | NR | NR | NR | Curt Peterson, Managing director/ Regional director, Southwest region |
| 4 | First Republic Private Wealth Management ③ firstrepublic.com | 111 Pine St. San Francisco, CA 94111 415-392-1400 | \$46.9 billion | \$54.5 billion | \$750,000 | 54 | 8 | James Herbert II, Chairman/CEO, First Republic Bank Robert Thornton, President, wealth management |
| 5 | Wells Fargo Wealth Management ④ wellsfargo.com | 420 Montgomery St. San Francisco, CA 94104 877-636-0501 | \$38.78 billion | \$38.78 billion | NR | 35 | 21 | Jay Welker, President/Head of wealth management |
| 6 | J.P. Morgan Private Bank * jpmorgan.com/pb/northerncalifornia | 560 Mission St. 23rd Fl. San Francisco, CA 94105 415-315-8282 | \$17 billion | \$33.8 billion | NR | 12 | NR | Christine Leong Connors, Head of Northern California |
| 7 | Fisher Investments ⑥ fisherinvestments.com | 13100 Skyline Blvd. Woodside, CA 94062 800-851-8845 | \$12.54 billion | \$48.73 billion | \$500,000 | 3 | 35 | Ken Fisher, CEO |
| 8 | Stifel ⑦ stifel.com | One Montgomery St. #3700 San Francisco, CA 94104 415-364-6800 | \$9.6 billion | \$9.6 billion | \$25,000 | 2 | 2 | Thomas Weisel, Co-chairman |
| 9 | Citi Private Bank ⑨ citiprivatebank.com | 1 Sansome St. 24th Fl. San Francisco, CA 94104 415-627-6330 | \$9 billion | NR | NR | 6 | NR | Hoyt Gier, Head of Northern California and Pacific Northwest |
| 10 | Baker Street Advisors ⑧ bakerstreetadvisors.com | 455 Market St. 23rd Fl. San Francisco, CA 94105 415-344-6180 | \$6.6 billion | \$6.6 billion | \$5 million | 6 | 4 | Jeffrey Colin Michael van den Akker Christopher Wilkens, Partners |
| 11 | Aspiriant LLC ⑮ aspiriant.com | 50 California St. #2600 San Francisco, CA 94111 415-371-7800 | \$3.8 billion | \$3.8 billion | \$2 million | 19 | 2 | Greg Schick, Director, wealth management |
| 12 | The Northern Trust Co. ⑬ northerntrust.com | 580 California St. #1800 San Francisco, CA 94104 415-765-4400 | \$3.53 billion | \$3.53 billion | NR | 7 | NR | Tim Geraghty, Region president |
| 13 | RBC Wealth Management ⑫ rbcwealthmanagement.com | 345 California St. 29th Fl. San Francisco, CA 94104 415-445-8660 | \$3.4 billion | \$5.8 billion | \$100,000 | 24 | 1 | Michael Schipper, Complex director, San Francisco |
| 14 | Wetherby Asset Management ⑪ wetherby.com | 580 California St. 8th Fl. San Francisco, CA 94104 415-399-9159 | \$3.39 billion | \$3.68 billion | \$10 million | 14 | 6 | Debra Wetherby, CEO |
| 15 | B/O/S (Bingham, Osborn & Scarborough LLC) ⑭ bosinvest.com | 345 California St. #1100 San Francisco, CA 94104 415-781-8535 | \$3.23 billion | \$3.96 billion | \$3 million | 18 | 7 | Kevin Dorwin Carol Benz, Managing principals |
| 16 | Tiedemann Wealth Management ⑰ tiedemannwealth.com | 101 California St. #1200 San Francisco, CA 94111 415-733-0000 | \$3.17 billion | \$3.27 billion | \$25 million | 5 | 5 | Michael Yelverton, Managing director |
| 17 | Kayne Anderson Rudnick Wealth Advisors ⑯ kayne.com | 580 California St. #1750 San Francisco, CA 94104 800-231-7414 | \$2.9 billion | \$14.16 billion | \$1 million | 10 | 6 | Thomas Connaghan, SVP |
| 18 | MUFG Union Bank * unionbank.com | 350 California St. San Francisco, CA 94104 415-765-2000 | \$2.42 billion | \$11.8 billion | \$250,000 | 16 | 7 | Lisa Roberts, Managing director/Head of private wealth management for Northern California, Pacific Northwest David Wines, President/CEO, HighMark Capital Management Inc. 4 |
| 19 | Bailard Inc. ⑳ bailard.com | 950 Tower Ln. #1900 Foster City, CA 94404 650-571-5800 | \$2.2 billion | \$3.6 billion | \$2 million | 11 | 11 | Burnie Sparks, President Peter Hill, Chairman/CEO |
| 20 | Delegate Advisors LLC ⑲ delegateadvisors.com | 801 Montgomery St. 2nd Fl. San Francisco, CA 94133 415-432-4353 | \$1.8 billion | \$1.8 billion | \$10 million | 3 | 0 | Andy Hart, Managing partner Paul Perez, CCO/Senior adviser/ Partner Chris Roth, Senior adviser/Partner |
| 21 | CIBC Atlantic Trust Private Wealth Management ㉑ cibcatlantictrust.com | 3 Embarcadero Ctr. #1600 San Francisco, CA 94111 415-433-5844 | \$1.52 billion | \$1.92 billion | NR | 5 | NR | Richard Vandenberg, Managing director |
| 22 | Parallel Advisors LLC * paralleladvisors.com | 150 Spear St. #950 San Francisco, CA 94105 415-728-9198 | \$1.38 billion | \$1.38 billion | NR | 19 | 4 | C.J. Rendic, CEO |
| 23 | Osborne Partners Capital Management LLC ㉒ osbornepartners.com | 580 California St. #1900 San Francisco, CA 94104 415-362-5637 | \$1.35 billion ⁵ | \$1.45 billion ⁶ | \$500,000 | 4 | 2 | Charles Osborne, Chairman/Principal Justin McNichols, CIO/Principal |
| 24 | Thomas Wirig Doll * twdadvisors.com | 165 Lennon Ln. #200 Walnut Creek, CA 94598 925-939-2500 | \$1.3 billion | \$1.3 billion | \$500,000 | 10 | 1 | Jay Wirig, Managing partner Brent Thomas, Partner Judy Calle, Executive director |
| 25 | Cypress Wealth Advisors * cypresswealth.com | 101 California St. #1025 San Francisco, CA 94111 415-489-2100 | \$1.2 billion | \$1.2 billion | NR | 4 | 2 | Barbara Young, CEO |

► CLOSER LOOK

\$386B
Total Bay Area assets under management for individual clients for all 25 firms on the List combined, a 27.4 percent increase from our 2016 list

WE ASKED: What advantages does your firm offer over solely automated investment services (a.k.a. "robo advisors"?)
"Ability to customize allocations, provide advice on a range of topics outside of investments."
-Chris Roth, Delegate Advisors LLC

"We offer services that go beyond simple investing strategies or model portfolios, services such as estate planning, philanthropic giving plans and concentrated wealth strategies."
-Laura Kramer, Aspiriant LLC

"Our ability to respond immediately to market and macro-economic fluctuations, and provide customized solutions that align with their specific goals and objectives."
-Juanita Gutierrez, MUFG Union Bank

ABOUT THE LIST
This List includes wealth management firms with offices located in the Bay Area, which is defined as Alameda, Contra Costa, Marin, San Francisco and San Mateo counties, and the city of Palo Alto.

Information was obtained from firm representatives.

Hall Capital Partners (ranked #5 on last year's List) and Boston Private Wealth (ranked #23 on last year's List) did not respond to requests for information.

NOTES: NR - not reported. * - did not rank.

NEED A COPY OF THE LIST?
For information on obtaining commemorative plaques, reprints or web permissions, contact Lacey Patterson at 415-288-4961, or at lpatterson@bizjournals.com.

¹ Assets under management for individual clients with separate or individually managed accounts (individual clients only, not institutional) as of April 1, 2017, unless otherwise noted.

² Pertains to individual clients with separate or individually managed accounts.

³ The Presidio Group, ranked #17 on our 2016 list, merged with Tiedemann Wealth Management in 2016.

⁴ HighMark is a wholly-owned subsidiary of MUFG Union Bank.

⁵ Preliminary Individual AUM as of May 31, 2017.

⁶ Preliminary regulatory AUM as of May 31, 2017.