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THE COMMUNITY OF BUSINESS™

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Wealth Management

Ranked by assets managed in
San Diego County for fiscal 2016Researched by
Courtney Shamrell

Rank (Last Year)	Company Address Website Phone		Total assets managed: (millions) •2016 •2015 •% increase (decrease)	•Minimum investment account •Individual Institution	Number of local portfolio managers or investment advisers	•Local executive(s) •Chief investment officer	Year est. locally
1 (1)	Brandes Investment Partners L.P. 11988 El Camino Real, Suite 600, San Diego 92130 www.brandes.com 858-755-0239		\$29,794.0 \$26,000.0 15	\$100,000 (1) \$10,000,000	17	Charles Brandes Brent Woods Glenn Carlson Kenneth Little	1974
2 (NR)	Morgan Stanley 101 W. Broadway, Suite 1800, San Diego 92101 www.morganstanley.com 800-473-1331		\$26,300.0 \$25,522.0 3	wnd wnd	226	VR Raman	wnd
3 (4)	Chandler Asset Management Inc. 6255 Lusk Blvd., San Diego 92121 www.chandlerasset.com 800-317-4747		\$12,882.0 \$11,747.0 10	\$250,000 \$10,000,000	11	Kay Chandler Martin D. Cassell Nicole Dragoo Martin D. Cassell	1988
4 (3)	UBS Financial Services Inc. 1200 Prospect St., Suite 500, La Jolla 92037 www.ubs.com 858-454-9181		\$12,608.0 \$12,230.0 3	\$1,000,000 wnd	99	Chris Marsh Michael Ryan	wnd
5 (5)	Gurtin Municipal Bond Management (2) 440 Stevens Ave., Suite 260, Solana Beach 92075 www.gurtin.com 858-436-2200		\$11,692.4 \$9,928.0 18	\$100,000 \$1,000,000	16	Bill Gurtin Michael Johnson Bill Gurtin	2008
6 (8)	Dowling & Yahnke LLC 12340 El Camino Real, Suite 450, San Diego 92130 www.dywealth.com 858-509-9500		\$3,414.0 \$3,048.0 12	\$1,000,000 \$2,000,000	10	Dale Yahnke, Mark Munoz, Karrol Gibbs Will Beamer Alana Asmussen, Mike Brown, Paul Temby, Will Beamer	1991
7 (7)	Northern Trust 4370 La Jolla Village Drive, Suite 1000, San Diego 92122 www.northerntrust.com 858-824-1200		\$3,270.0 \$3,100.0 5	\$5,000,000 \$20,000,000	6	John Ippolito Bill Chenoweth	1989
8 (NR)	Ameriprise Financial Services Inc. 8910 University Center Lane, Suite 200, San Diego 92122 www.ameriprise.com 858-535-1331		\$2,700.0 \$2,200.0 23	wnd wnd	100	Joseph DeFalco	1962
9 (11)	Pure Financial Advisors Inc. 3131 Camino del Rio N., Suite 1550, San Diego 92108 www.purefinancial.com 619-814-4100		\$1,321.9 \$1,116.2 18	wnd wnd	22	Michael Fenison Michael Fenison	2007
10 (14)	Reilly Financial Advisors 7777 Alvarado Road, Suite 116, La Mesa 91942 www.rfawealth.com 619-698-0794		\$1,023.6 \$792.7 29	\$350,000 wnd	15	Frank Reilly David Cariani	1999
11 (17)	Efficient Market Advisors LLC 4180 La Jolla Village Drive, Suite 315, San Diego 92037 www.efficient-portfolios.com 858-847-0690		\$1,008.1 \$718.0 40	\$100,000 \$100,000	5	Herb Morgan Herb Morgan	2004
12 (12)	HoyleCohen LLC 9350 Waxie Way, Suite 500, San Diego 92123 www.hoylecohen.com 858-576-7300		\$911.8 \$880.3 4	\$500,000 \$500,000	13	Mark Delfino Vanessa Wieliczko	2001
13 (NR)	Private Assest Management Inc. 5348 Carroll Canyon Road, Suite 200, San Diego 92121 www.pamgmt.com 858-750-4200		\$853.0 \$770.0 11	\$100,000 \$100,000	4	Jonathan Elsberry Jeff Witt	1993
14 (13)	Northwestern Mutual 600 W. Broadway, Suite 600, San Diego 92101 www.sandiego.nm.com 619-234-3111		\$837.0 \$817.9 2	wnd wnd	86	Garrett J. Bleakley	1952
15 (15)	HighTower San Diego 12760 High Bluff Drive, Suite 110, San Diego 92130 www.hightowersandiego.com 858-356-6340		\$824.0 \$751.1 10	\$5,000,000 \$10,000,000	3	Drew Nordlicht David Molnar	2012
16 (18)	Weatherly Asset Management 832 Camino del Mar, Suite 4, Del Mar 92014 www.weatherlyassetmgt.com 858-259-4507		\$586.2 \$530.1 11	\$1,000,000 \$1,000,000	5	Carolyn Taylor, Candise Holmlund, Brent Armstrong, Ashley Copp, Kelli Ruby Carolyn Taylor	1994
17 (NR)	Aspiriant (3) 201 Lomas Santa Fe Drive, Suite 360, Solana Beach 92075 http://aspiriant.com/ 949-627-4566		\$553.2 \$539.0 3	\$1,500,000 wnd	5	Neil Hokanson Mark Petrie John Allen	1987
18 (20)	Blankinship & Foster LLC 420 Stevens Ave., Suite 250, Solana Beach 92075 www.bfadvisors.com 858-755-5166		\$470.0 \$414.0 14	\$1,000,000 \$1,000,000	5	Stefan Prvanov, Jon Beyrer, Frederick Brooks, Teresa Kakadelas Frederick V. Brooks Jr.	1974
19 (38)	Donnelly Wealth Advisors 5151 Shoreham Place, Suite 270, San Diego 92122 www.dwa-sd.com 858-622-9009		\$337.4 \$320.0 5	\$500,000 \$1,000,000	4	Richard Donnelly	2000

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20 (24)	Sage Capital Advisors LLC 5672 La Jolla Blvd., La Jolla 92037 www.sage-cap.com 858-459-0172		\$249.7 \$232.7 7	\$100,000 \$300,000	5 Diana Blair Matt Johnson	2005
21 (26)	American Money Management PO Box 675203, Rancho Santa Fe 92067 www.amminvest.com 858-755-0909		\$230.0 \$206.0 12	\$100,000 \$500	8 Gabriel Wisdom Michael Moore	1999
22 (30)	Wealth Quest Partners 9915 Mira Mesa Blvd., Suite 140, San Diego 92131 www.wqpartners.com 858-433-7002		\$229.8 \$190.4 21	\$500,000 wnd	3 René de Charon Jeanni Harrison Jeff Platt Jeff Platt	2014
23 (NR)	Oppenheimer & Co. 4655 Executive Drive, Suite 350, San Diego 92121 www.opco.com 858-202-3800		\$225.0 wnd wnd	wnd wnd	3 Derek Bruton	2010
24 (23)	WFA Wealth Managers 3170 Fourth Ave., Third Floor, San Diego 92103 www.wfawealthmanagers.com 619-491-0225		\$221.0 \$251.0 (12)	\$5,000 \$100,000	6 Peter Wheeler David White Joseph Arce Kenneth Frost	1982
25 (27)	Rice Hall James & Associates LLC 600 W. Broadway, Suite 1000, San Diego 92101 www.ricehalljames.com 619-239-4855		\$213.9 \$201.7 6	\$2,000,000 \$5,000,000	6 Thao N. Buuhoan Carl M. Obeck Thomas McDowell	1974
26 (29)	Superior Planning Inc. 4275 Executive Square, La Jolla 92037 www.superplan.com 858-546-1046		\$211.1 \$192.4 (4) 10	\$2,000,000 \$5,000,000	2 James (Buddy) Thomas Jr. Kelly Nilsson	1987
27 (28)	Symbio Financial Partners 7777 Fay Ave., Suite 315, La Jolla 92037 www.symbiofinancialpartners.com 858-551-8770		\$210.0 \$200.0 5	\$0 \$0	3 Shari Miller Michael Dorvillier	1992
28 (39)	Beta Wealth Group 16870 W. Bernardo Drive, Suite 170, San Diego 92127 www.betawealthgroup.com 858-207-3377		\$206.0 \$0.2 102,388	\$0 \$0	2 Jodi Vleck Giri Krishnan	2009
29 (NR)	AlphaCore Capital 875 Prospect St., Suite 315, San Diego 92037 www.alphacorecap.com 858-875-4100		\$205.0 \$54.0 280	\$200,000 \$5,000,000	5 Dick Pfister	wnd
30 (25)	Aldrich Wealth LP (5) 5946 Priestly Drive, Suite 200, Carlsbad 92008 www.wealthadvisors.com 760-431-8440		\$202.3 \$231.2 (13)	\$50,000 \$1,000,000	4 Carl Pinkard Darin Richards	2000
31 (NR)	Neosho Capital LLC 4250 Executive Square, Suite 545, La Jolla 92037 www.neoshocapital.com 858-657-9040		\$175.5 \$165.5 6	\$500,000 \$500,000	4 Christopher Richey Alphonse Chan	2004
32 (31)	Financial Alternatives Inc. 7825 Fay Ave., Suite 210, La Jolla 92037 www.financialalternatives.com 858-459-8289		\$163.3 \$135.9 20	\$2,000,000 \$2,000,000	3 Jim Freeman Chris Jaccard	1991
33 (32)	ICM Private Client Group Inc. 5780 Fleet St., Suite 170, Carlsbad 92008 www.icmpcg.com 760-804-9696		\$144.0 \$132.0 9	\$100,000 \$500,000	9 Michael Gallop Bryan Sonderby Brandon Cass Steve Rubinstein	1996
34 (34)	Petix & Botte Financial 7777 Alvarado Road, Suite 320, La Mesa 91942 www.petixbotte.com 619-698-6500		\$140.0 \$119.7 17	\$100,000 \$100,000	3 Vickie Petix Paul Botte	1984
35 (NR)	Pacific Wealth Management LLC 11512 El Camino Real, Suite 350, San Diego 92130 www.pacwealth.com 858-509-9797		\$129.0 \$129.0 0	\$500,000 \$1,000,000	5 Mark C. Hill James C. Kuntz	2001
36 (35)	Messner & Smith 530 B St., Suite 300, San Diego 92101 www.messnersmith.com 619-239-9049		\$102.2 \$101.2 1	\$1,000 \$2,000	4 John Messner Ellis Smith Mike Collins Kevin Dukesherer	1984
37 (36)	D'Arcy Capital Management 12625 High Bluff Drive, San Diego 92130 www.darcycapital.com 858-461-4391		\$94.8 \$94.7 0	\$500,000 \$1,000,000	2 Krysta Cordill Brett D'Arcy	2011
38 (37)	Nerad + Deppe Wealth Management 8910 University Center Lane, Suite 645, San Diego 92122 www.nd-wm.com 858-457-1325		\$44.5 \$43.5 2	\$250,000 wnd	2 Richard Nerad Steven Deppe	2009

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