

# Money managers (Ranked by total assets under management as of April 15, 2010)

| 2010 Rank | Name<br>Address   | Phone<br>Fax<br>Web  | Assets<br>under<br>management* | Assets<br>allocation:<br>Actively<br>managed<br>U.S. equities | Assets<br>allocation:<br>U.S. fixed<br>income | Local<br>employees | Sample of services<br>offered:  | Top local executive(s)   |
|-----------|---|--|--------------------------------|---|---|--------------------|---|--|
| 1.        | <b>Aberdeen Asset Management</b><br>1735 Market St., 32nd Floor<br>Philadelphia, Pa. 19103                                  | 215-405-5700<br>215-405-2385<br>www.aberdeen-asset.us        | \$259,274.1                    | \$4,079.4   | \$15,894.9                                    | 176                | Global asset manager offering equity, fixed income and property strategies                    | Gary Marshall<br>head of Americas  |
| 2.        | <b>Delaware Investments</b><br>2005 Market St.<br>Philadelphia, Pa. 19103   | 215-255-1200<br>NA<br>www.delawareinvestments.com            | \$136,083.8                    | \$21,677.5  | \$103,473.9                                   | 504                | Provides investment management services for individual and institutional investors.           | Patrick P. Coyne<br>president  |
| 3.        | <b>Janney Montgomery Scott</b><br>1801 Market St.<br>Philadelphia, Pa. 19103  | 800-526-6397<br>215-557-0843<br>www.janney.com               | \$51,142.4                     | \$16,609.8  | \$13,075.6                                    | 861                | Financial advice and service on asset management, institutional equity and fixed income sales | Timothy C. Scheve<br>president/CEO                                       |
| 4.        | <b>Aronson+Johnson+Ortiz</b><br>230 S. Broad St., 20th Floor<br>Philadelphia, Pa. 19102                                     | 215-546-7500<br>215-546-7506<br>www.ajopartners.com          | \$20,000                       | \$20,000  | \$0   | 37                 | Manages US equities for large tax-exempt institutional clients                                | Theodore R. Aronson<br>managing principal                                |
| 5.        | <b>MyCIO Wealth Partners</b><br>2929 Arch St.<br>Philadelphia, Pa. 19104  | 267-295-2281<br>267-295-2279<br>myciowp.com                  | \$6,925                        | \$3,800   | \$3,115                                       | 29                 | Wealth Management Service specializing in long/short equity.                                  | David E. Lees<br>senior partner  |
| 6.        | <b>The Haverford Trust Co.</b><br>3 Radnor Corporate Center, Suite 450<br>Radnor, Pa. 19087                                 | 610-995-8700<br>610-995-8796<br>www.haverfordquality.com     | \$6,600                        | \$2,450   | \$800   | 65                 | Investment management, trust and estate planning, banking services, retirement services       | Joseph J. McLaughlin<br>CEO/Chairman;<br>Binney Wiedlisbach<br>president |
| 7.        | <b>Susquehanna Wealth Management</b> <sup>1</sup><br>150 S. Warner Road, Suite 200, P.O. Box 960<br>Valley Forge, Pa. 19482 | 610-687-6800<br>NA<br>www.susquehanna.net/                   | \$6,100                        | \$4,200   | \$1,900                                       | 50                 | Trust services and investment advisory, retirement planning, asset management                 | Bernard A. Francis Jr.<br>SVP/group executive                            |
| 8.        | <b>BPG Properties</b><br>3200 Centre Square West, 1500 Market St.<br>Philadelphia, Pa. 19102                                | 215-496-0400<br>215-496-0431<br>www.bpgitd.com               | \$5,500                        | WND   | WND   | 135                | Private equity real estate fund managers  | Daniel M. DiLella<br>president/CEO                                       |
| 9.        | <b>Cooke &amp; Bieler</b><br>1700 Market St., Suite 3222<br>Philadelphia, Pa. 19103   | 215-567-1101<br>215-567-1681<br>www.cooke-bieler.com         | \$5,193.1                      | WND   | WND   | 32                 | Services offered include equity (large-, mid-, all-cap value) and balanced                    | Samuel H. Ballam III,<br>Thad Fletcher,<br>John Hamblett<br>partners     |
| 10.       | <b>PENN Capital Management Co. Inc.</b><br>Navy Yard Corp. Ctr., Three Crescent Drive<br>Philadelphia, Pa. 19112            | 215-302-1500<br>215-468-1609<br>www.penncapital.com          | \$4,885.3                      | \$2,370.7   | \$2,514.6                                     | 54                 | Specializes in high yield fixed income and micro-to-mid capitalization equity portfolios      | Richard A. Hocker<br>founder   |
| 11.       | <b>Chartwell Investment Partners</b><br>1235 Westlakes Drive, Suite 400<br>Beryn, Pa. 19312                                 | 610-296-1400<br>610-296-1430<br>www.chartwellip.com          | \$4,764                        | \$3,470   | \$1,294                                       | 44                 | Independent Investment Advisory firm for institutional, sub-advisory and private clients      | Timothy J. Riddle<br>managing partner/CEO                                |
| 12.       | <b>Schneider Capital Management</b><br>460 E. Swedesford Road, Suite 2000<br>Wayne, Pa. 19087                               | 610-687-8080<br>610-687-6218<br>www.schneidercap.com         | \$2,973                        | \$2,973   | \$0   | 22                 | Institutional separate accounts and mutual funds  | Arnold C. Schneider III<br>president                                     |
| 13.       | <b>Clark Capital Management Group</b><br>1050 Market St., One Liberty Park, 33rd Floor<br>Philadelphia, Pa. 19103           | 800-766-7264<br>215-569-3639<br>www.ccmg.com                 | \$2,100                        | \$1,800   | \$300   | 49                 | Sophisticated investment solutions featuring unique hedging strategies                        | Harry J. Clark<br>president/CEO  |
| 14.       | <b>Logan Capital Management</b><br>6 Coulter Ave., Suburban Square<br>Ardmore, Pa. 19003                                    | 215-569-1100<br>215-851-9444<br>www.logancapital.com         | \$1,615                        | \$1,023   | \$550   | 24                 | U.S. equities, fixed income and international ADR   | Al Beese, Stephen S. Lee,<br>Dana Stewardson<br>principals               |
| 15.       | <b>Pennsylvania Trust</b><br>5 Radnor Corporate Center<br>Radnor, Pa. 19087   | 610-975-4300<br>610-975-4324<br>www.penntrust.com            | \$1,600                        | \$832   | \$560   | 40                 | Investment management and fiduciary services for individuals and families                     | Richardson T. Merriman<br>CEO  |
| 16.       | <b>PMG Advisors</b><br>100 Four Falls Corporate Center, Suite 600<br>W. Conshohocken, Pa. 19428                             | 610-260-6240<br>610-260-6241<br>www.pmg.com                  | \$1,500                        | \$0   | \$1,500                                       | 6                  | Broad range of U.S. fixed income portfolios for institutional clients, nationwide             | Anthony J. Basile<br>principal/managing director                         |
| 17.       | <b>Swarthmore Group Inc.</b><br>1717 Arch St., Suite 3810<br>Philadelphia, Pa. 19103  | 215-557-9300<br>215-557-9305<br>www.swarthmoregroup.com      | \$1,208.5                      | \$681.5   | \$527   | 13                 | Independent minority-owned registered investment adviser                                      | Paula Mandile<br>CEO   |
| 18.       | <b>Davidson Trust Co.</b><br>20 N. Waterloo Road<br>Devon, Pa. 19335  | 610-975-9700<br>610-975-0050<br>www.davidsontrustcompany.com | \$985                          | \$500   | \$260   | 27                 | Wealth advisory, investment management, trustee   | Alvin A. Clay III<br>CEO   |
| 19.       | <b>Sage Financial Group</b><br>Five Tower Bridge, 300 Barr Harbor Drive<br>West Conshohocken, Pa. 19428                     | 484-342-4400<br>484-537-0550<br>www.sagefinancial.com        | \$897.1                        | \$412.8   | \$366   | 26                 | Investment and wealth management services   | David Cohn CEO;<br>Alan Cohn, Stephen L.<br>Cohn co-presidents           |
| 20.       | <b>BCG Securities Inc.</b><br>600 Delran Parkway, Suite B<br>Delran, N.J. 08075   | 856-393-1950<br>856-824-1475<br>www.bcgsecurities.com        | \$873.3                        | \$750   | \$120   | 35                 | Full service wealth management and retirement planning firm                                   | Robert Pagliano<br>CEO   |
| 21.       | <b>Coho Partners</b><br>300 Beryn Park, 801 Cassatt Road, Suite 100<br>Beryn, Pa. 19312                                     | 484-318-7575<br>484-318-7576<br>www.cohopartners.com         | \$358                          | \$267.3   | \$21.7  | 6                  | Institutional large cap equity investment and high-net-worth investing                        | Glenn A. Dever<br>president  |
| 22.       | <b>Key Financial Inc.</b><br>1560 McDaniel Drive<br>West Chester, Pa. 19380   | 610-429-9050<br>610-429-9279<br>www.keyfinancialinc.com      | \$280.5                        | \$176.7   | \$103.8                                       | 8                  | Comprehensive financial planning, asset management, estate planning                           | Patricia C. Brennan<br>president   |
| 23.       | <b>Blue Bell Private Wealth Management</b><br>470 Norristown Road, Suite 305<br>Blue Bell, Pa. 19422                        | 610-825-3540<br>610-825-9690<br>www.bluebellpwm.com          | \$260                          | WND   | WND   | 7                  | Fee only investment advisory services, wealth management, hedging strategies                  | Justin Capetola<br>J. Scott Miller Jr.,<br>managing partners             |
| 24.       | <b>Wiley Group</b><br>5 Tower Bridge, 300 Barr Harbor Drive, Suite 175<br>West Conshohocken, Pa. 19428                      | 610-234-2100<br>610-234-2099<br>www.livemore.net             | \$230                          | \$100   | \$64  | 10                 | An independent wealth advisory firm specializing in low-volatility, steady-return investments | Jim Wiley<br>CEO/CIS   |
| 25.       | <b>Hoover Financial Advisors</b><br>112 Moores Road, Suite 100<br>Malvern, Pa. 19355  | 610-651-2777<br>610-651-2797<br>www.peteahoover.com          | \$205                          | \$120   | \$80  | 8                  | Comprehensive personal financial planning and investment management services                  | Peter K. Hoover<br>president   |

# The List

## LIST FACTS

NA=Not available  
 WND=Would not disclose  
 Ties listed alphabetically  
 Footnote: \*In millions; 1- Susquehanna Bancshares Inc.

Source: Listed companies

Information on this list was provided by individual companies through questionnaires and could not be independently verified by the Philadelphia Business Journal. Bishop & Associates declined to participate for consideration of our 2010 list. Only those that responded to our inquiries were listed. If you wish to be surveyed when this list is next updated, or considered for other lists, email solver@bizjournals.com. Make sure to include which list(s) you wish to be surveyed for as well as your contact information.  
 Researched by: Sharon Oliver



eBizlists is the electronic version of the Book of Lists. To order call 1-800-486-3289.



For logo information  
 Call 215-238-5109

## UPCOMING LISTS

**July 30**  
 South Jersey hotels | South Jersey law firms

**August 6**  
 Minority-owned businesses

**August 13**  
 Ad agencies | PR firms | Video production firms | Graphic designers | Web design and developers | Interactive advertising and marketing agencies

