

Money managers

(Ranked by total assets under management as of June 15, 2009)

'09 Rank	Name Address	Phone Fax Web	Assets under management	Assets allocation: actively managed U.S. equities/U.S. fixed income	Local employees	Sample of services offered	Local executive
1.	Key Financial Inc. 1560 McDaniel Drive West Chester, Pa. 19380	610-429-9050 610-429-9279 www.keyfinancialinc.com	\$206,462,000,000	\$113,300,000,000 \$92,907,000,000	9	Comprehensive financial planning, asset management, estate planning	Patricia C. Brennan president
2.	Aberdeen Asset Management 1735 Market St., 37th Floor Philadelphia, Pa. 19103	215-405-5700 215-405-2385 www.aberdeen-asset.com	\$168,000,000,000*	\$3,450,000,000 \$16,450,000,000	178	Global asset manager offering equity, fixed income and property strategies	Gary Bartlett CEO/head, fixed income
3.	Delaware Investments 2005 Market St. Philadelphia, Pa. 19103	215-255-1200 NA www.delawareinvestments.com	\$116,000,000,000	\$24,886,000,000 \$26,924,000,000	500	Provides investment services to individual and institutional investors	Patrick P. Coyne president
4.	Aronson+Johnson+Ortiz 230 S. Broad St. Philadelphia, Pa. 19102	215-546-7500 215-546-7506 www.ajopartners.com	\$17,284,000,000	\$17,284,000,000 \$0	39	WND	Theodore R. Aronson managing principal
5.	MyCIO Wealth Partners 2929 Arch St. Philadelphia, Pa. 19104	267-295-2281 267-295-2279 www.myciowp.com	\$6,150,000,000	\$3,300,000,000 \$2,600,000,000	27	Wealth management services with a speciality in long/short equity	David E. Lees senior partner
6.	BPG Properties 3200 Centre Square West, 1500 Market St. Philadelphia, Pa. 19102	215-496-0400 215-496-0431 www.bpgitd.com	\$6,100,000,000	\$0 \$0	150	WND	Daniel M. DiLella president/CEO
7.	The Haverford Trust Co. 3 Radnor Corporate Center, Suite 450 Radnor, Pa. 19087	610-995-8700 610-995-8796 www.haverfordquality.com	\$5,000,000,000	\$1,900,000,000 \$734,000	61	Investment management, trust and estate services, endowment services and private banking	Joseph J. McLaughlin CEO/chairman
8.	Cooke & Bieler 1700 Market St., Suite 3222 Philadelphia, Pa. 19103	215-567-1101 215-567-1681 www.cooke-bieler.com	\$4,300,000,000	\$3,900,000,000 \$98,600,000	34	Services offered include equity (large-, mid-, all-cap value) and balanced	Samuel H. Ballam III partner
9.	Chartwell Investment Partners 1235 Westlakes Drive, Suite 400 Berwyn, Pa. 19312	610-296-1400 610-296-1430 www.chartwellip.com	\$4,027,000,000	\$2,859,000,000 \$1,168,000,000	48	Independent investment advisory firm - institutional, sub-advisory and private clients	Timothy J. Riddle managing partner/ CEO
10.	PENN Capital Management Co. Inc. 457 Haddonfield Road Cherry Hill, N.J. 08002	856-910-8181 856-910-8153 www.penncapital.com	\$3,430,000,000	\$1,610,000,000 \$1,820,000,000	54	WND	Richard A. Hocker founder
11.	Schneider Capital Management 460 E. Swedesford Road, Suite 2000 Wayne, Pa. 19087	610-687-8080 NA www.schneidercap.com	\$2,300,000,000	\$2,300,000,000 \$0	22	Institutional separate accounts and mutual funds	Arnold C. Schneider III president
12.	Clark Capital Management Group 1650 Market St. Philadelphia, Pa. 19103	800-766-2264 NA NA	\$1,350,000,000	\$1,100,000,000 \$250,000,000	41	Sophisticated investment solutions featuring unique hedging strategies	Harry J. Clark president/CEO
13.	Pennsylvania Trust 5 Radnor Corporate Center Radnor, Pa. 19087	610-975-4300 610-975-4324 www.penitrust.com	\$1,300,000,000	\$750,000,000 \$480,000,000	34	Investment management and fiduciary services for individuals and families	Richardson T. Merriman CEO
14.	Logan Capital Management 6 Coulter Ave., Suburban Square Ardmore, Pa. 19003	215-569-1100 215-851-9444 www.logancapital.com	\$1,289,600,000	\$723,228,000 \$500,629,000	26	U.S. equities, fixed income and international ADR's	David Harrison chairman
15.	Swarthmore Group Inc. 1717 Arch St., Suite 3810 Philadelphia, Pa. 19103	215-557-9300 215-557-9305 www.swarthmoregroup.com	\$973,200,000	\$614,200,000 \$359,000,000	13	Independent minority-owned registered investment advisor	Paula Mandle CEO; Glenn E. Becker president/CIO
16.	Davidson Trust Co. 20 N. Waterloo Road Devon, Pa. 19333	610-975-9700 610-975-0050 www.davidsontrustcompany.com	\$810,000,000	\$456,000,000 \$242,000,000	28	Wealth advisor, investment manager, trustee	Steven R. Klammer president
17.	BCG Securities Inc. 600 Delran Parkway, Suite B Delran, N.J. 08075	856-393-1950 856-824-1475 www.bcgsecurities.com	\$800,000,000	\$300,000,000 \$50,000,000	15	Full-service wealth management and retirement planning firm	Robert Paglione CEO
18.	Sage Financial Group Five Tower Bridge, 300 Barr Harbor Drive West Conshohocken, Pa. 19428	484-342-4400 484-537-0550 www.sagefinancial.com	\$700,000,000	\$350,000,000 \$350,000,000	22	Independent privately owned investment management and financial planning for individuals	Stephen L. Cohn Alan Cohn co-founders/ co-presidents
19.	Coho Partners 1 Tower Bridge, 100 Front St. W. Conshohocken, Pa. 19428	610-834-8001 610-834-0995 www.cohopartners.com	\$265,000,000	\$185,000,000 \$0	6	Investment management services for institutions and high net worth investors	Glenn Dever president
20.	Blue Bell Private Wealth Management 470 Norristown Road, Suite 305 Blue Bell, Pa. 19422	610-825-3540 610-825-9690 www.bluebellpwm.com	\$246,000,000	\$0 \$0	8	Fee only investment advisory services, wealth management, hedging strategies	Justin Capetola J. Scott Miller Jr. managing partners
21.	TGS Financial Advisors 170 N. Radnor Chester Road, Suite 110 Radnor, Pa. 19087	610-892-9900 610-892-9830 www.tgsfinancial.com	\$172,630,000	\$62,348,000 \$29,012,000	14	Comprehensive investment management and financial planning services	Marvin L. Barron III managing director
22.	Hoover Financial Advisors 112 Moores Road, Suite 100 Malvern, Pa. 19355	610-651-2777 610-651-2797 www.pethever.com	\$165,000,000	\$100,000,000 \$50,000,000	8	Comprehensive personal financial planning and investment management services	Peter K. Hoover president
23.	Bishop & Associates Inc. 1617 John F. Kennedy Blvd., Suite 480 Philadelphia, Pa. 19103	215-568-5450 215-568-1914 www.bishop-associates.com	\$90,000,000	\$65,000,000 \$15,000,000	3	Investment counseling, wealth management, financial planning	Henry R. Kwiecinski chairman/CEO
24.	Cheswold Lane Asset Management 1 Tower Bridge, Suite 960 West Conshohocken, Pa. 19428	610-940-5331 610-941-5009 www.cheswoldlanefunds.com	\$78,000,000	\$0 \$0	3	Institutional money manager focused on developed market equities	Colleen Quinn Scharpf president and COO
25.	Kelly Capital Management 1204 Baltimore Pike, Suite 305 Chadds Ford, Pa. 19317	610-558-1159 NA NA	\$50,000,000	\$25,000,000 \$25,000,000	4	Actively managed, custom designed portfolios	James Kelly president

The List

LIST FACTS

NA=Not available
WND=Would not disclose
Ties listed alphabetically
Footnote: As of May 31, 2009.
Source: Listed companies

Information on this list was supplied by individual companies through questionnaires and could not be independently verified by the Philadelphia Business Journal. Several companies including Rittenhouse Asset Management Inc., Church Capital Management, Rorer Asset Management, and PMG Advisors did not respond to our inquiries by deadline. Only those that responded to our inquiries were listed. If you wish to be surveyed when this list is next updated, or if you wish to be considered for other Lists, please visit www.bizjournals.com/philadelphia/bol_survey/ to complete a nomination form for your company.

Researched by: Sharon Oliver.



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