

THE LIST

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BUFFALO
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2011

Financial planning firms

Ranked by assets under WNY management

RANK/ PRIOR RANK	ASSETS UNDER WNY MANAGEMENT	CFP'S/ NON-CFP'S/ BROKERS	% FEE-BASED/ % COMMISSION	WNY CEO/YEAR FOUNDED IN WNY
22 20	WNY Asset Management LLC / CPA Financial Network 6500 Sheridan Drive Williamsville, NY 14221 626-0060 wnyasset.com	\$396 million	3 1 0 60% 35%	John Pieroni, Robert Castiglione, Thomas Duerr, Ronald Lojaco 1994
23 17	New York Life Insurance Co. 6400 Main St. Williamsville, NY 14221 626-7305 newyorlife.com	\$350 million	2 0 50 DND DND	John Foster, Luciano Miceli, Barbara Bargmann, Seth Asman 1935
24 NR	Jensen Marks Langer & Vance 360 Delaware Ave. Buffalo, NY 14202 362-0170 jmlvwealthplanning.com	\$310 million	3 4 7 DND DND	Cynthia Vance, Christopher Marks, Brian Jensen, John Langer, Phillip Vance 2005
25 23	Scheff Thompson Cress Investment Group LLC 9505 Main St. Clarence, NY 14031 759-0800 raymondjames.com/scheffgroup	\$305 million	0 9 9 50% 40%	Alan Scheff 2005
26 27	Ogorek Wealth Management LLC 6400 Sheridan Drive Williamsville, NY 14221 626-5000 ogorek.com	\$245 million	2 0 0 DND DND	Anthony Ogorek 1987
27 24	Schroeder Braxton & Vogt Inc. 1412 Sweet Home Road Amherst, NY 14228 634-6113 sbvfinancial.com	\$242 million	3 1 0 DND DND	Richard Schroeder, Rosanne Braxton, Steven Elwell 1980
28 24	Carter Financial Management* 6470 New Taylor Road Orchard Park, NY 14127 662-2110 carterfinancialmanagement.com	\$210 million	1 7 7 DND DND	Raymond Carter 1991
29 28	Sandhill Investment Management 360 Delaware Ave. Buffalo, NY 14202 852-0279 sandhill-im.com	\$208 million	0 3 0 100% DND	Edwin Johnston III, Larry Stolzenburg, Gary Stott 2003
30 26	Independent Retirement Advisors 646 N. French Road Amherst, NY 14228 636-7526 ira-ltd.com	\$163 million	2 3 0 45% 53%	David Bangert, Daniel Kautz, Gregory Lewis 2005
31 29	Miller Gesko 237 Main St. Buffalo, NY 14203 877-852-7628 millergesko.com	\$160 million	1 2 0 100% DND	Robert Miller Jr., Henry Urban Jr., Paul Gesko 1969
32 NR	Robshaw & Julian Associates Inc. 6255 Sheridan Drive Amherst, NY 14221 633-6555 robshawjulian.com	\$150 million	0 3 0 100% DND	Stephen Robshaw, James Julian, Ronald Roche 1979
33 30	Waterford Advisors LLC 6225 Sheridan Drive Williamsville, NY 14221 580-3906 waterfordadv.com	\$134 million	3 2 0 87% 10%	Gregory Kozerski 1999
34 31	Waring Financial Group 38 Lake St. Hamburg, NY 14075 648-2412 waringfinancialgroup.com	\$130 million	0 0 2 DND DND	Thomas Waring Jr. 1996
35 32	Clearplan Financial Inc. 4735 Southwestern Blvd. Hamburg, NY 14075 312-7424 clearplanfinancial.com	\$129 million	1 4 1 30% 65%	Robert Kloss 2007
36 33	Key Private Bank 50 Fountain Plaza Buffalo, NY 14202 843-4411 key.com	\$82.4 million	3 4 0 DND DND	Richard Suchan 1939
37 34	Southtowns Financial Group 3438 Orchard Park Road Orchard Park, NY 14127 662-0070 familyvalu.com	\$82 million	2 1 2 DND DND	Christopher Hull 1994
38 34	EMS Group / EMS Financial Services LLC 8625 Main St. Williamsville, NY 14221 634-7070 emsinsurance.com	\$65 million	2 8 10 10% 80%	Paul Barone, Bradley Stahlka, Joseph Floss, Thomas Fox 1995
39 NR	ROI Financial Group 8685 Sheridan Drive Amherst, NY 14221 568-4800 roifinancialgroup.com	\$52 million	1 5 7 15% 80%	Marc Rosenthal, David Oestreicher, Chris Naugle 1992
40 36	Kenneth M. Weinstein CPA/CFP 1450 Niagara Falls Blvd. Tonawanda, NY 14150 837-2525 kennethweinstein.com	\$10 million	1 1 1 10% 90%	Kenneth Weinstein 1995