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T H E L I S T

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FINANCIAL PLANNING FIRMS

RANKED BY ASSETS UNDER WNY MANAGEMENT

	Name/ Prior (*new or not ranked)/ URL	Address	under WNY management	CFPs	Brokers	CFA	Financial advisers	Top local executive(s)
1	Merrill Lynch Wealth Management ①	50 Fountain Plz. Buffalo, NY 14202 716-849-2121	\$13 billion	21	116	1	5	Jeff Smith
2	Morgan Stanley ③ morganstanleybranch.com/buffalony	50 Fountain Plz. Buffalo, NY 14202 716-849-4800	\$8.4 billion	15	0	0	50	David Andersen Mary Ann Coulson Michele Holbrook Skip Wilday
3	AXA Advisors ④ empirestate.axa-advisors.com	350 Essjay Rd. Williamsville, NY 14221 716-626-2507	\$8.39 billion	19	2	0	121	Ryan Hanretty Lou Nuchereno Michael Peters
4	UBS Financial Services Inc. ⑤ ubs.com	250 Delaware Ave. Buffalo, NY 14202 716-849-3850	\$6 billion	6	350	0	35	Jay Berube jay.berube@ubs.com
5	MassMutual Buffalo ② ny.state.massmutual.com	300 Corporate Pkwy. Amherst, NY 14226 716-852-1321	\$5 billion	7	90	0	90	Joseph DiLeo jdileo@finsvcs.com
6	M&T Securities Inc. ⑦ mtb.com	285 Delaware Ave. Buffalo, NY 14202 800-724-7788	\$3.39 billion	5	4	0	50	Michael Keane Rich Marsh Christopher Randall
7	RBC Wealth Management ⑧ rbcwm.com	6225 Sheridan Dr. Williamsville, NY 14221 716-635-8400	\$2.6 billion	3	0	0	16	Christopher Shafer christopher.shafer@rbc.com
8	Alliance Advisory Group Inc. ⑨ allianceadvisorygroup.com	600 Delaware Ave. Buffalo, NY 14202 716-817-7109	\$2.13 billion	2	0	0	45	James Fashano james.fashano@glic.com
9	Charles Schwab & Co. * schwab.com	8118 Transit Rd. Buffalo, NY 14221 716-810-1190	\$1.4 billion	3	6	0	5	Philip Hofmeister
10	Courier Capital LLC ⑩ couriercapital.com	1114 Delaware Ave. Buffalo, NY 14209 716-883-9595	\$1.3 billion	3	0	3	7	Thomas Hanlon thanlon@couriercapital.com
11	Nottingham Advisors ⑪ nottinghamadvisors.com	100 Corporate Pkwy. Amherst, NY 14226 716-633-3800	\$1.1 billion	1	0	2	4	Tom Quealy tom.quealy@nottinghamadvisors.com Lawrence Whistler larry.whistler@nottinghamadvisors.com
11	The BlackOak Group ⑫ theblackoakgroup.com	350 Essjay Rd. Williamsville, NY 14221 716-626-2531	\$1.1 billion	10	0	0	20	Austin Kelly austin.kelly@theblackoakgroup.com Michael Peters michael.peters@theblackoakgroup.com
13	First Aurora Financial Group ⑬ firstaurorafinancialgroup.com	634 Main St. East Aurora, NY 14052 716-655-7600	\$975 million	3	11	0	11	Richard Bisesi Donald Eustice Jeffrey Kamien Ronald Olson
14	Trubee Collins & Co. Inc. ⑮ trubeeollins.com	1 M&T Plz. Buffalo, NY 14203 716-849-1401	\$945 million	1	16	1	0	William Pictor wpictor@trubeeollins.com
15	Sgroi Financial LLC ⑭ sgroifinancial.com	965 Union Rd. West Seneca, NY 14224 716-674-6700	\$925 million	2	16	0	8	John Clouden johnc@sgroifinancial.com Patrick Sgroi pats@sgroifinancial.com
16	Sandhill Investment Management ⑰ sandhill-im.com	360 Delaware Ave. Buffalo, NY 14202 716-852-0279	\$905.08 million	1	0	2	6	Edwin Johnston emj@sandhill-im.com
17	Arbor Capital Management ⑯ arborcapitalmgt.com	100 Corporate Pkwy. Amherst, NY 14226 716-446-9111	\$850 million	1	0	2	2	Gerald Cole gtcole@arborcapitalmgt.com Lawrence McGowan ltmcgowan@arborcapitalmgt.com
18	Sanderson Wealth Management LLC ⑱ sandersonllc.com	50 Fountain Plz. Buffalo, NY 14202 716-566-2420	\$700 million	4	0	1	3	John Sanderson jsanderson@sandersonllc.com
19	PPS Retirement Advisors ⑲ ppsadvisors.net	8660 Sheridan Dr. Williamsville, NY 14221 716-204-0170	\$625 million	1	3	0	3	Robin Tomasula
20	Dopkins Wealth Management LLC ⑳ dopkinswealthmanagement.com	200 International Dr. Williamsville, NY 14221 716-634-8800	\$595 million	4	0	0	5	Thomas Emmerling temmerling@dopkins.com
21	Jensen Marks Langer & Vance LLC ㉑ jmlvwealthplanning.com	360 Delaware Ave. Buffalo, NY 14202 716-362-0170	\$515 million	4	9	0	9	Cynthia Vance cvance@jmlvwealthplanning.com
22	WNY Asset Management LLC ㉒ wnyasset.com	6500 Sheridan Dr. Williamsville, NY 14221 716-626-0060	\$490.15 million	6	0	0	8	Robert Castiglione Ronald Lojaco John Pieroni