

As seen in the August 14, 2015 Issue of

BUFFALO BUSINESS FIRST

T H E L I S T

2015 FINANCIAL PLANNING FIRMS RANKED BY ASSETS UNDER WNY MANAGEMENT

	Name/ Prior (*new or not ranked)/ URL	Address	Assets under WNY management	CFPS	Brokers	CFA	Financial advisers	Top local executive
1	Merrill Lynch Wealth Management ②	50 Fountain Plz. Buffalo, NY 14202 716-849-2121	\$11.6 billion	21	106	2	106	Jeff Adams, jeff_adams@ml.com
2	Morgan Stanley ① morganstanleybranch.com/buffalony	50 Fountain Plz. Buffalo, NY 14202 716-849-4800	\$9.66 billion	12	51	0	43	Mary Ann Coulson, mary.ann.coulson@ms.com, Jim Bardenett, Michele Holbrook, Tom Robertson
3	MassMutual Buffalo ③ buffalo.massmutual.com	300 Corporate Pkwy. Amherst, NY 14226 716-852-1321	\$8.3 billion	21	484	0	97	Joseph DiLeo, jdileo@finsvcs.com, Bruce Supernault, bsupernault@financialguide.com
4	Wells Fargo Advisors ⑦ wellsfargoadvisors.com	6700 Main St. Williamsville, NY 14221 716-810-5000	\$5 billion	13	40	0	27	Gary Kokin, gary.kokin@wellsfargoadvisors.com
5	Key Investment Services LLC ⑤ keybank.com	50 Fountain Plz. Buffalo, NY 14202 716-843-4491	\$4.77 billion	1	26	0	0	Karen Patulski, kpatulski@KISinvestments.com
6	M&T Securities Inc. ⑥ mtb.com	285 Delaware Ave. Buffalo, NY 14202 800-724-7788	\$4.1 billion	8	6	0	48	Sam Guerrieri, Paul DiBenedetto
7	RBC Wealth Management ⑧ rbcwm.com	6225 Sheridan Dr. Williamsville, NY 14221 716-635-8400	\$2.3 billion	2	0	0	14	Christopher Shafer, christopher.shafer@rbc.com
8	Alliance Advisory Group Inc. ⑨ allianceadvisorygroup.com	600 Delaware Ave. Buffalo, NY 14202 716-817-7109	\$1.9 billion	4	53	0	62	Robert Fashano, robert_j_fashano@glic.com
9	First Niagara Investment Services ⑩ firstniagara.com	726 Exchange St. Buffalo, NY 14210 716-625-7500	\$1.57 billion	2	19	0	17	David Kensinger, david.kensinger@fnfg.com
10	Nottingham Advisors ⑭ nottinghamadvisors.com	100 Corporate Pkwy. Amherst, NY 14226 716-633-3800	\$1 billion	0	0	1	6	Tom Quealy, tom.quealy@nottinghamadvisors.com, Lawrence Whistler, larry.whistler@nottinghamadvisors.com
11	Trubee Collins & Co. Inc. ⑮ trubeeollins.com	1350 One M&T Plz. Buffalo, NY 14203 716-849-1401	\$930 million	1	16	1	0	William Pictor, wpictor@trubeeollins.com
12	First Aurora Financial Group ⑬ firstaurorafinancialgroup.com	634 Main St. East Aurora, NY 14052 716-655-7600	\$925 million	2	11	0	0	Richard Bisesi, rbisesi@lasallest.com, Ronald Olson, rolson@lasallest.com, Donald Eustice, deustice@lasallest.com, Jeffrey Kamien
13	Arbor Capital Management * arborcapitalmgt.com	100 Corporate Pkwy. Amherst, NY 14226 716-446-9111	\$870.22 million	1	0	2	3	Lawrence McGowan, ltmcgowan@arborcapitalmgt.com, Gerald Cole, gtc@arborcapitalmgt.com
14	Sgroi Financial LLC ⑯ sgroifinancial.com	965 Union Rd. West Seneca, NY 14224 716-674-6700	\$825 million	2	7	0	7	Patrick Sgroi, pats@sgroifinancial.com, Jeffrey Sgroi, jeffs@sgroifinancial.com, John Clouden, johnc@sgroifinancial.com
15	Sanderson Wealth Management LLC ⑰ sandersonllc.com	50 Fountain Plz. Buffalo, NY 14202 716-566-2420	\$670 million	4	0	1	3	John Sanderson, jsanderson@sandersonllc.com
16	Sandhill Investment Management ⑲ sandhill-im.com	360 Delaware Ave. Buffalo, NY 14202 716-852-0279	\$602 million	1	1	2	6	Edwin Johnston, emj@sandhill-im.com, Matthew Wiens
17	Dopkins Wealth Management LLC ⑱ dopkinswealthmanagement.com	200 International Dr. Williamsville, NY 14221 716-634-8800	\$596.46 million	4	0	0	4	Thomas Emmerling, temmerling@dopkins.com
18	PPS Pension & Financial Services Inc. ⑳ ppspensions.net	8660 Sheridan Dr. Williamsville, NY 14221 716-204-0170	\$525 million	1	1	0	4	Robin Tomasula
19	Jensen Marks Langer & Vance LLC ㉑ jmlvwealthplanning.com	360 Delaware Ave. Buffalo, NY 14202 716-362-0170	\$480 million	3	7	0	6	Cynthia Vance, cvance@jmlvwealthplanning.com
20	WNY Asset Management LLC / CPA Financial Network ㉒ wnyasset.com	6500 Sheridan Dr. Williamsville, NY 14221 716-626-0060	\$460 million	5	6	1	6	John Pieroni, jpieroni@wnyasset.com, Robert Castiglione, rcastiglione@wnyasset.com, Ronald Lojacono, rlojacono@wnyasset.com

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