

MONEY MANAGERS

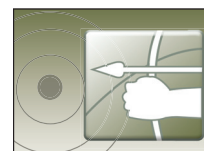
RANKED BY ASSETS UNDER MANAGEMENT LOCALLY⁽¹⁾

Rank	Company Address Phone/Web site	Total assets under local management with discretion (millions)		% change	Total number of local accounts	Minimum individual account (thousands)	Portfolio analysts on staff	Compensation for services	Chief investment officer	Top local executive Title
		Dec. 31, 2010	Dec. 31, 2009							
1	Victory Capital Management Inc. 127 Public Square, Cleveland 44114 (216) 689-4400/www.victoryconnect.com	\$35,816.0	\$48,009.0	-25.4%	634	\$10,000.0	61	Percentage of assets under management	Greg River	David C. Brown Co-CEO
2	Boyd Watterson Asset Management LLC 1801 E. Ninth St., Suite 1400, Cleveland 44114 (216) 771-3450/www.boydwatterson.com	\$3,521.4	\$3,053.7	15.3%	236	\$250.0	2	Fee only, percentage of assets under management	Brian L. Gevry	Brian L. Gevry, CEO, CIO Timothy M. Hyland sr. exec. vice president
3	Ancora Advisors LLC 2000 Auburn Drive, Suite 300, Cleveland 44122 (216) 825-4000/www.ancora.net	\$2,567.5	\$2,470.9	3.9%	1,274	\$20.0	10	Fee only	Denis J. Amato	Frederick D. DiSanto CEO
4	Wasmer, Schroeder & Co. 1111 Superior Ave., Suite 965, Cleveland 44114 (216) 622-0000/www.wasmerschroeder.com	\$1,273.4	\$1,050.6	21.2%	324	\$1,000.0	4	Percentage of assets under management	Michael J. Schroeder	John S. Majoros III, Thomas N. Richmond Jr., principals, portfolio managers
5	Oak Associates Ltd. 3875 Embassy Pkwy., Akron 44333 (330) 668-1234/www.oakfunds.com	\$880.0	\$960.0	-8.3%	50	\$3,000.0	3	Percentage of assets under management	James D. Oelschlager	James D. Oelschlager president, CIO
6	Goode Investment Management Inc. 50 Public Square, Suite 1700, Cleveland 44113 (216) 771-9000/www.goodeinvestment.com	\$499.0	\$471.8	5.8%	13	\$0.0	2	Percentage of assets under management	Bruce T. Goode	Bruce T. Goode president
7	North Point Portfolio Managers Corp. 5910 Landerbrook Drive, Ste. 160, Mayfield Hts. 44124 (440) 720-1100/http://nppmcorp.com	\$445.6	\$373.9	19.2%	200	\$500.0	3	Percentage of assets under management	Diane M. Stack	Ronald J. Lang president, secretary
8	Winslow Asset Management Inc. 3333 Richmond Road, Suite 180, Beachwood 44122 (216) 360-4700/www.winslowasset.com	\$425.0	\$360.0	18.1%	107	\$1,000.0	4	Percentage of assets under management	Gerald W. Goldberg	Gerald W. Goldberg chairman, CIO Kara H. Lewis, president
9	Spero-Smith Investment Advisers Inc. 3601 Green Road, Suite 102, Beachwood 44122 (216) 464-6266/www.sperosmith.com	\$399.2	\$326.0	22.4%	262	\$500.0	6	Fee only and percentage of assets under management	Mimi Lord	Robert C. Smith president, CEO
10	RAV Financial Services LLC 2000 Auburn Drive, Suite 310, Beachwood 44122 (216) 831-4900/www.ravfinancial.com	\$320.0	\$309.0	3.6%	375	\$500.0	3	Fee only	David M. Taucher	Robert A. Valente CEO
11	Carnegie Investment Counsel 25550 Chagrin Boulevard, Suite 101, Beachwood 44122 (216) 367-4114/www.carnegie-capital.com	\$314.0	\$213.0	47.4%	340	\$500.0	5	Fee only	Richard L. Alt	Gary P. Wagner, COO Richard L. Alt, CIO
12	Gratry & Co. 20600 Chagrin Blvd., Suite 320, Shaker Heights 44122 (216) 283-8423/www.gratry.com	\$277.0	\$209.8	32.0%	563	\$0.0	2	Fee only	Jerome R. Gratry Mark A. Anderson Gregory A. Trof	Jerome R. Gratry president, managing director, CCO
13	First Fiduciary Investment Counsel 6100 Oak Tree Blvd., Cleveland 44131 (216) 643-9100/www.firstfiduciary.com	\$255.6	\$219.9	16.2%	294	\$250.0	NA	Percentage of assets under management		Mary F. Anderson president
14	HW Financial Advisors 23240 Chagrin Blvd., Cleveland 44122 (216) 378-7296/www.hwfa.com	\$253.0	\$224.0	12.9%	492	NA	NA	Percentage of assets under management	Stephen L. Rudolph	Stephen L. Rudolph CIO
15	The Mutual Fund Store 36040 Detroit Road, Suite E, Avon 44011 (440) 934-6565/www.mutualfundstore.com	\$239.0	\$186.0	28.5%	2,708	\$50.0	3	Percentage of AUM	Adam Bold	Brian Fowles managing partner, senior investment advisor
16	Private Harbour Investment Management & Counsel 29525 Chagrin Blvd., Pepper Pike 44122 (216) 292-5700/http://privateharbour.com	\$225.6	\$200.5	12.5%	194	\$1,000.0	3	Percentage of assets under management	James A. Blue	Geoffrey J. Greenleaf CEO
17	Van Cleef Asset Management Inc. 3201 Enterprise Parkway, Suite 140, Beachwood 44122 (216) 464-0253/www.vanCleefinc.com	\$204.0	\$180.0	13.3%	NA	NA	5	Percentage of assets under management	Geoffrey C. Hauck Marty Burke Jr. Lino Sergio	Geoffrey C. Hauck
18	Jentner Financial Group 302 N. Cleveland Massillon Road, Akron 44333 (330) 668-1000/www.jentner.com	\$186.0	\$153.8	20.9%	138	\$500.0	1	Percentage of assets under management	Martin A. Weisberg	Bruce A. Jentner president
19	Tower Wealth Management 20600 Chagrin Boulevard, Ste. 803, Shaker Hts. 44122 (216) 295-2400/www.towerwealthmanagement.com	\$158.6	\$139.2	13.9%	125	\$500.0	4	Percentage of assets under management	William G. Batcheller Ensign J. Cowell S. Sterling McMillan William G. Batcheller	Ensign J. Cowell managing principal
20	Reed Financial Services Inc. 3690 Orange Place, Suite 240, Beachwood 44122 (216) 464-2090/www.reed-financial.com	\$129.0	\$110.3	16.9%	250	\$250.0	2	Percent of assets	James M. Reed	James M. Reed president
21	Shaker Investments 3690 Orange Place, Suite 400, Cleveland 44122 (216) 292-2950/www.shakerinvest.com	\$128.0	\$115.0	11.3%	40	\$200.0	3	Percentage of assets under management	Edward P. Hemmelgarn	NA
22	Midwest Investment Management LLC 1301 E. Ninth St., Suite 1110, Cleveland 44114 (216) 830-1110/www.mimllc.com	\$124.8	\$131.3	-4.9%	374	\$500.0	3	Fee only, percentage of assets	Norman F. Klopp	Norman F. Klopp managing partner
23	Broadleaf Partners LLC 9 Aurora St., Suite 5, Hudson 44236 (330) 650-0921/www.broadleafpartners.com	\$90.0	\$60.5	48.8%	267	\$100.0	2	Percentage of assets under management	Doug MacKay	Doug MacKay CEO, CIO
24	Cornerstone Wealth Management 835 Sharon Drive, Suite 280, Westlake 44145 (440) 899-4000/www.cornerstonewealthmgmt.com	\$89.0	\$79.7	11.7%	198	\$0.0	3	Percentage of assets under management	Nick Dionisos	David A. Gomersall president
25	Paradigm Wealth Management LLC 27865 Clemens Road, Suite 1A, Westlake 44145 (440) 892-5900/www.paradigmwealthmgmt.com	\$87.5	\$76.0	15.1%	50	\$500.0	1	Percentage of assets under management	William Keller	Douglas Kuhlman managing partner
26	Bosshard Investment Management Co. LLC 130 Springside Drive, Akron 44333 (330) 666-6886	\$55.0	NA	NA	NA	\$1,000.0	NA	Fee only	Michael McClary	Otto Bosshard president
27	Sigma Investment Counselors 30195 Chagrin Blvd., Suite 210 N, Pepper Pike 44124 (888) 718-1132/www.sigmainvestments.com	\$21.1	\$17.2	22.8%	22	\$500.0	1	Percentage of assets under management	Denise M. Farkas	Denise M. Farkas chief investment officer

Source: Information is supplied by the companies unless footnoted. Crain's Cleveland Business does not independently verify the information and there is no guarantee these listings are complete or accurate. We welcome all responses to our lists and will include omitted information or clarifications in coming issues. Business lists and The Book of Lists are available to purchase at www.crainscleveland.com.

RESEARCHED BY Deborah W. Hillyer

(1) Companies on the Money Managers list are registered investment advisers with the Securities and Exchange Commission and have full discretionary control over where all of their clients' money is invested. This criteria is in keeping with the standard used by our sister publication, Pensions & Investments.



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