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THE LIST

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LARGEST AREA REGIONAL MONEY MANAGERS

RANKED BY DISCRETIONARY ASSETS UNDER MANAGEMENT¹

Rank	Business name (prior rank) Website	Address Phone	Discr. assets under mgmt. ¹	No. of discr. clients/accounts	Nondiscr. assets under mgmt.	Local money mgrs.	Top local executive(s)
1	C.S. McKee LP ① csmckee.com	1 Gateway Center, 8th Fl. Pittsburgh, PA 15222 412-566-1234	\$10.18 billion	375	\$0	NA	Eugene Natali, gnatali@csmckee.com; Mark Gensheimer, mgensheimer@csmckee.com
2	Snow Capital Management LP ③ snowcm.com	2100 Georgetowne Dr. #400 Sewickley, PA 15143 724-934-5800	\$4.18 billion	2,156	NA	NA	Richard Snow, rsnow@snowcapitalmanagement.com; Joshua Schachter, jschachter@snowcm.com; Nathan Snyder, nsnyder@snowcm.com; Carl Vuono, cvuono@snowcm.com
3	Janney Capital Management ② janney.com	1 PPG Place #2200 Pittsburgh, PA 15222 412-562-8100	\$3.88 billion	NA	NA	NA	Mark Luschni, mluschni@janney.com
4	Hefren-Tillotson Inc. ④ hefren.com	308 7th Ave. Pittsburgh, PA 15222 412-434-0990	\$3.53 billion	10,287	\$2.34 billion	NA	Kimberly Fleming, kim.fleming@hefren.com
5	F.N.B. Wealth Management ⑤ fnb-online.com	12 Federal St. Pittsburgh, PA 15212 855-688-0001	\$2.44 billion	NA	\$723,215	12	Kim Craig, craig@fnb-corp.com
6	Fort Pitt Capital Group Inc. ⑦ fortpittcapital.com	Foster Plz. 10 Pittsburgh, PA 15220 412-921-1822	\$1.89 billion	4,624	\$73.88 million	14	Theodore Bovard, tbovard@fortpittcapital.com; Charlie Smith, csmith@fortpittcapital.com; Michael Blehar, mblehar@fortpittcapital.com
7	HBKS Wealth Advisors ⑥ hbkswealth.com	7000 Stonewood Dr. #300 Wexford, PA 15090 724-934-8200	\$1.82 billion	6,712	\$14.82 million	2	Greg Sorce, gsorce@hbkswealth.com; Matthew Costigan, mcostigan@hbkswealth.com; Scott Cross, scross@hbkswealth.com
8	Staley Capital Advisers Inc. ⑧ staleycap.com	1 Oxford Centre, 39th Fl. Pittsburgh, PA 15219 412-394-1292	\$1.52 billion	NA	NA	5	John Staley, staley@staleycap.com; Brian McInerney, mcinerney@staleycap.com; Christopher Pretsch, pretsch@staleycap.com
9	Stewart Capital Advisers LLC, an S&T Bank Co. ⑨ stewartcap.com	3 Gateway Center Pittsburgh, PA 15222 724-465-3458	\$1.42 billion	NA	NA	1	Malcolm Polley, malcolm.polley@stewartcap.com; Karen Hackman, karen.hackman@stewartcap.com
10	Waldron Private Wealth ⑩ waldronprivatewealth.com	1150 Old Pond Rd. Bridgeville, PA 15017 412-221-1005	\$1.19 billion ²	120 ²	\$4.99 million ²	NA	John Waldron; Chris Roe; Jim Mendelson, jmendelson@waldronwm.com; Matthew Helfrich
11	JFS Wealth Advisors ⑪ jfswa.com	6 PPG Pl. #1250 Pittsburgh, PA 15222 412-281-4567	\$1.11 billion	2,725	\$190.72 million	4	J. Stephen Lee, steel@jfswa.com
12	CIM Investment Management Inc. ⑫ ciminvest.com	239 4th Ave. #1302 Pittsburgh, PA 15222 412-765-2771	\$1.09 billion ²	39 ²	\$24 million ²	NA	Andrew Fisher, afisher@ciminvest.com; Antoine Smalls, asmalls@ciminvest.com
13	Guyasuta Investment Advisors Inc. ⑬ guyasuta.com	285 Kappa Dr. #220 Pittsburgh, PA 15238 412-447-4560	\$1.06 billion	270	\$0	9	Richard Meyer, Invest@Guyasuta.com; Henry Beukema; Ronald Bartosh, rlb@guyasuta.com
14	Smithfield Trust Co. ⑭ smithfieldtrustco.com	20 Stanwix St. #650 Pittsburgh, PA 15222 412-261-0779	\$1.05 billion	NA	\$15.38 million	8	Robert Kopf, rkopf@smithfieldtrustco.com
15	TWIN Capital Management Inc. ⑮ twincapital.com	3244 Washington Rd. #202 McMurray, PA 15317 724-942-2000	\$961.8 million	33	\$166.12 million	2	Geoffrey Gerber
16	Fragasso Financial Advisors ⑯ fragassoadvisors.com	610 Smithfield St. #400 Pittsburgh, PA 15222 412-227-3200	\$865.67 million	1,412	\$279.6 million	7	Robert Fragasso, rfragasso@fragassoadvisors.com; Daniel Dingus, ddingus@fragassoadvisors.com; Melissa Richey, mrichey@fragassoadvisors.com
17	Cookson, Peirce & Co. Inc. ⑰ cooksonpeirce.com	555 Grant St. #380 Pittsburgh, PA 15219 412-471-5320	\$853.8 million	296	\$0	2	Bruce Miller, bwm@cooksonpeirce.com; Daniel Henderson, dsh@cooksonpeirce.com; Cory Krebs, csk@cooksonpeirce.com
18	Private Wealth Advisors Inc. ⑱ pwausa.com	4900 Perry Hwy. #300 Pittsburgh, PA 15229 412-931-2700	\$819.9 million ²	2,401 ²	\$223.49 million ²	NA	John Schneider, jschneider@pwausa.com; Joseph Scarpo, jscarpo@pwausa.com; Patricia Schneider, pschneider@pwausa.com; Stuart Miller, stumiller@pwausa.com; Kevin Comstock, kcomstock@pwausa.com
19	Cantor Fitzgerald Wealth Partners LLC ⑲ cfwp.com	210 6th Ave. #250 Pittsburgh, PA 15222 412-562-3232	\$698.19 million	1,456	\$3.1 billion	0	Rick Applegate
20	Aufman Associates Inc. ⑳ aufmanassociates.com	2200 Georgetowne Dr. #401 Sewickley, PA 15143 724-934-5600	\$637.61 million ²	137 ²	\$33.34 million ²	NA	Edward Aufman
21	McKinley Carter Wealth Services ㉑ mc-ws.com	100 Bradford Rd. #400 Wexford, PA 15090 724-940-4400	\$629.85 million ⁴	790 ⁴	\$181.4 million ⁴	3	David McKinley, dmckinley@mc-ws.com; Brian Gongaware, bgongaware@mc-ws.com
22	Hunter Associates Inc. ㉒ hunterassociatesinc.com	436 7th Ave. Pittsburgh, PA 15219 412-471-4191	\$596.66 million	NA	\$9.75 million	NA	Erica Snyder, snyder@hunterassociatesinc.com; Robert McCulloch; Bradley Marshall
23	Xpyria Investment Advisors Inc. ㉓ xpyriainvest.com	401 Liberty Ave. Pittsburgh, PA 15222 412-232-3310	\$595.84 million ²	637 ²	\$231,852 ²	NA	Michael Giammatteo, giammatteo@xpyriainvest.com
24	Bill Few Associates Inc. ㉔ billfew.com	107 Mt. Nebo Pointe #200 Pittsburgh, PA 15237 412-630-6000	\$545 million	1,745	\$310 million	NA	Michael Kauffelt, mkauffelt@billfew.com
25	Henry H. Armstrong Associates Inc. ㉕ henryarmstrong.com	1 Gateway Center #1825 Pittsburgh, PA 15222 412-471-1551	\$531.86 million ²	131 ²	\$845,965 ²	NA	James Armstrong, jamesarmstrong@henryarmstrong.com

► CLOSER LOOK

JUST MISSED THE LIST

Rank	Company	AUM
26	Symons Capital Management Inc.	\$516.6M
27	Muhlenkamp & Co. Inc.	\$503.7M
28	Schneider Downs Wealth Management Advisors LP	\$495.1M
29	BPU Investment Management Inc. ⁴	\$488.7M
30	D.B. Root & Co.	\$475M
31	DiNuzzo Index Advisors Inc.	\$444.5M
32	Rockshelter Capital Management LLC	\$399M
33	Grant Street Asset Management ²	\$398.2M
34	Legend Financial Advisors Inc. ²	\$280.2M
35	Medallion Wealth Management Inc. ⁴	\$197.5M
36	Allegheny Financial Group ²	\$171.1M
37	Altair Management Partners ²	\$145.7M

31 DiNuzzo Index Advisors Inc. \$444.5M

\$44.1B

Discretionary assets under management at the top 25 firms on The List.

ABOUT THE LIST

Information on The List was supplied by individual companies or from firm ADV forms filed with the Securities and Exchange Commission and could not be independently verified by the Pittsburgh Business Times. Discretionary assets under management (AUM) are those where the manager may make investment decisions without consulting the client. For nondiscretionary assets, client approval is required to execute investment advice. Money management firms that are regionally based and have the bulk of their money management operations housed locally are included on the Regional Money Managers List. Firms with national and international scope in money management that have significant presence in the region are included on the Global Money Managers List.

¹ Firms were asked to provide discretionary assets under management as of June 30, 2015. If that number was not submitted, the number is most recent available from the firm or from SEC filings, as noted.

² From most recent SEC form ADV

³ A chartered trust company managing money on a discretionary basis. It is registered with the Pennsylvania Department of Banking rather than the SEC.

⁴ As of Dec. 31, 2014



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