

T H E L I S T

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WEALTH MANAGEMENT FIRMS

RANKED BY BAY AREA ASSETS UNDER MANAGEMENT FOR INDIVIDUAL CLIENT ACCOUNTS

	Business name/Prior rank Website	Address Phone	Bay Area assets under management for individual clients ¹	Total Bay Area assets under management	Minimum investment ²	Bay Area portfolio managers	Bay Area research analysts	Top local executive(s)
1	UBS Global Wealth Management ① financialservicesinc.ubs.com	555 California St. 32, 34, 46 Fl. San Francisco, CA 94014 415-398-6400	\$60.61 billion	\$62.54 billion	NR	182	4	Jennifer Povlitz, Managing director/West division director for wealth management USA
2	First Republic Private Wealth Management ③ firstrepublic.com	111 Pine St. San Francisco, CA 94111 415-392-1400	\$25.9 billion	\$34.9 billion	NR	48	13	Robert Thornton, President, wealth management
3	Baker Street Advisors bakerstreetadvisors.com	575 Market St. #600 San Francisco, CA 94105 415-344-6180	\$10.2 billion	\$10.2 billion	\$5 million	8	5	Jeffrey Colin Michael van den Akker Christopher Wilkens, Partners
4	Stifel ⑧ stifel.com	1 Montgomery St. #3700 San Francisco, CA 94104 415-364-6800	\$6.62 billion	\$6.62 billion	NR	0	2	Thomas Weisel, Co- chairman
5	RBC Wealth Management ⑥ rbcwealthmanagement.com	345 California St. 29th Fl. San Francisco, CA 94104 415-445-8660	\$6.61 billion	\$6.61 billion	NR	45	5	Michael Schipper, Complex director, San Francisco
6	Raymond James Financial ⑨ raymondjames.com	575 Market St. #3900 San Francisco, CA 94105 415-538-5700	\$6.58 billion	\$6.72 billion	NR	NR	NR	Nathan Clakley, Complex manager
7	The Private Bank at Union Bank ⑩ unionbank.com	400 California St. San Francisco, CA 94104 415-765-2000	\$4.47 billion	\$12.4 billion	NR	13	3	Lisa Roberts, Head of private wealth management ³
8	Tiedemann Advisors ⑩ tiedemannadvisors.com	101 California St. #1200 San Francisco, CA 94111 415-449-1000	\$4.3 billion	\$4.4 billion	\$25 million	9	6	Michael Yelverton, Managing director
9	Wetherby Asset Management ⑭ wetherby.com	580 California St. 8th Fl. San Francisco, CA 94104 415-399-9159	\$3.81 billion	\$4.19 billion	NR	18	6	Debra Wetherby, CEO/ Wealth manager
10	B O S (Bingham, Osborn & Scarborough LLC) ⑬ bosinvest.com	345 California St. #1100 San Francisco, CA 94104 415-781-8535	\$3.53 billion	\$4.19 billion	\$3 million	20	1	Kevin Dorwin, CEO Carol Benz, President/COO
11	Kayne Anderson Rudnick Wealth Advisors ⑰ kayne.com	580 California St. #1750 San Francisco, CA 94104 800-231-7414	\$3.47 billion	\$27.82 billion	\$1 million	11	5	Thomas Connaghan, SVP
12	Aspiriant LLC ⑮ aspiriant.com	50 California St. #2600 San Francisco, CA 94111 415-371-7800	\$3.44 billion	\$3.44 billion	\$2 million	24	0	Greg Schick, Director, wealth management
13	Parallel Advisors LLC ⑳ paralleladvisors.com	150 Spear St. #950 San Francisco, CA 94105 866-627-6984	\$3.34 billion	\$3.41 billion	\$240,000	23	2	C.J. Rendic, CEO
14	Delegate Advisors ⑲ delegateadvisors.com	801 Montgomery St. #200 San Francisco, CA 94133 415-432-4353	\$2.5 billion	\$2.5 billion	\$25 million	3	0	Andy Hart, CEO
15	Bailard ⑱ bailard.com	950 Tower Ln. #1900 Foster City, CA 94404 650-571-5800	\$2.4 billion	\$3.4 billion	\$2 million	17	7	Sonya Mughal, COO/Chief risk officer Peter Hill, Chairman/CEO
16	CIBC Private Wealth Management ㉑ wealth.us.cibc.com	3 Embarcadero Ctr. #1600 San Francisco, CA 94111 415-433-5844	\$2.39 billion	\$2.39 billion	\$1 million	5	0	Richard Vandenberg, Managing director
17	Parnassus Investments parnassus.com	1 Market St. #1600 San Francisco, CA 94105 415-778-0200	\$2.19 billion	\$30.99 billion	NR	9	6	Benjamin Allen, CEO
18	Fairview Capital Investment Management LLC ㉒ fairviewcap.com	300 Drakes Landing Rd. #250 Greenbrae, CA 94904 415-464-4640	\$2.1 billion	\$2.1 billion	\$2 million	4	7	Andrew Mathieson, CEO
18	Private Ocean Wealth Management ㉓ privateocean.com	100 Smith Ranch Rd. #300 San Rafael, CA 94903 415-526-2900	\$2.1 billion ⁴	\$2.1 billion	NR	12	1	Greg Friedman, CEO
20	Litman Gregory Asset Management ㉔ lgam.com	100 Larkspur Landing Cir. #204 Larkspur, CA 94939 415-461-8999	\$1.42 billion	\$1.75 billion	NR	7	5	Jennifer Ceccarelli, Principal/COO/CCO Steve Savage, Principal/ CEO Alice Lowenstein, Principal/Managing director
21	Evercore Wealth Management ㉕ evercorewealthmanagement.com	425 California St. #1500 San Francisco, CA 94104 415-288-3000	\$1.26 billion	\$1.46 billion	\$5 million	6	1	Keith McWilliams, Partner/ Head of San Francisco office
22	Osborne Partners Capital Management LLC ㉖ osbornepartners.com	580 California St. #1900 San Francisco, CA 94104 415-362-5637	\$1.24 billion	\$1.24 billion	\$500,000	4	3	Joe Conachy, Managing director Alicia Cheng, CCO/Principal Sonia Von Berg, COO/ Principal Chuck Else, Principal Justin McNichols, CIO/ Principal
23	Ashfield Capital Partners ㉗ ashfield.com	801 Montgomery St. #200 San Francisco, CA 94133 415-391-4747	\$982.52 million	\$1.21 billion	\$5 million	5	1	J. Stephen Lauck, Chairman/Portfolio manager Peter Johnson, CEO/ Portfolio manager
24	Osterweis Capital Management ㉘ osterweis.com	1 Maritime Plz. #800 San Francisco, CA 94111 415-434-4441	\$890.44 million	\$5.3 billion	\$5 million	11	4	John Osterweis, Chairman/ CIO
25	Rebalance ㉙ rebalance360.com	530 Lytton Ave. #200 Palo Alto, CA 94301 650-396-3900	\$795.55 million	\$795.55 million	\$100,000	3	1	Mitch Tuchman, Managing Director

¹ Assets under management for individual clients with separate or individually managed accounts (individual clients only, not institutional) as of April 1, 2020, unless otherwise noted.

² Pertains to individual clients with separate or individually managed accounts.

³ Head of private wealth management for Northern California and the Pacific Northwest.

⁴ As of May 31, 2020.

NOTES: * - did not rank. NR - not reported.

► CLOSER LOOK

487

Total Bay Area portfolio managers for the 25 companies on the List

5

Number of companies with women as their top local executive

34

Total number of companies included in the online version of this List. To see the full list of 30 companies and other lists online (often including information not shown in print), visit bizjournals.com/sanfrancisco/datacenter/lists.

JUST MISSED THE LIST

Burton Enright Welch \$751M

Rudney Associates \$535M

ABOUT THE LIST

This List includes wealth management firms with offices located in the Bay Area, which is defined as Alameda, Contra Costa, Marin, San Francisco and San Mateo counties.

Information was obtained from firm representatives and SFBT research.

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