

LARGEST INVESTMENT ADVISERS⁽¹⁾

RANKED BY ASSETS UNDER MANAGEMENT LOCALLY

Rank	Company Address Phone/Web site	Total assets under management locally 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
		Dec. 31, 2008	Dec. 31, 2007							
1	FirstMerit Bank NA 106 S. Main St., Akron 44308 (888) 384-6388/www.firstmerit.com	\$2,280.0	\$2,640.0	-13.6%	3,800	\$250.0	17	Fee only	Robert M. Leggett	Paul G. Greig chairman, CEO
2	Glenmede Trust Co. 25825 Science Park Drive, Ste. 110, Beachwood 44122 (216) 378-2900/www.glenmede.com	\$2,046.7	\$2,206.4	-7.2%	1,575	\$3,000.0	14	Fee based on assets under management and strategies employed	Gordon B. Fowler	Frank I. Harding managing director, first vice president
3	Ancora Advisors LLC 2000 Auburn Drive, Suite 300, Cleveland 44122 (216) 825-4000/www.ancora.ws	\$1,946.7	\$1,917.1	1.5%	1,246	\$20.0	12	Fee only	Denis J. Amato	Frederick D. DiSanto CEO
4	Cedar Brook Financial Partners 5885 Landerbrook Drive, Suite 200, Cleveland 44124 (440) 683-9200/www.cedarbrookfinancial.com	\$1,800.0	\$2,100.0	-14.3%	NA	\$0.0	5	Negotiated	Azim Nakhoda	Jeffrey Biggar COO
5	Lincoln Financial Advisors/Sagemark Consulting 28601 Chagrin Blvd., Suite 300, Cleveland 44122 (216) 765-7400/www.lfa-sagemark.com	\$1,736.6	\$2,446.0	-29.0%	4,382	NA	4	Fee and commission	Tim Johnson Ben Huddle	John DiMonda managing director
6	BNY Mellon Wealth Management 30195 Chagrin Blvd., Suite 350W, Cleveland 44124 (216) 464-4244/www.bnymellonwealthmanagement.com	\$1,550.0	\$2,049.0	-24.4%	1,220	\$2,000.0	10	Percentage of assets under management	Leo P. Grohowski	William G. Caster regional president
7	Huntington National Bank 917 Euclid Ave., Cleveland 44115 (800) 480-2265/www.huntington.com	\$1,300.0	NA	NA	1,200	\$300.0	8	Percentage of assets under management	Craig Hardy	Chris Cwiklinski vice president, portfolio manager
8	Skylight Financial Group 1660 W. Second St., Suite 850, Cleveland 44113 (216) 621-5680/www.skylightfinancialgroup.com	\$1,226.5	\$1,372.2	-10.6%	5,000	\$0.0	3	Fee and commission	Steve Thompson	Paul Fox president, CEO
9	MAI Wealth Advisors LLC 1360 E. Ninth St., Suite 1100, Cleveland 44114 (216) 436-3500/www.maiwealth.com	\$1,050.8	\$1,092.8	-3.8%	274	\$500.0	7	Fee only based on assets under management or set fee for non-investment services	Gerald H. Gray	Richard J. Buoncore managing partner
10	Northern Trust Bank 200 Public Square, Suite 1950, Cleveland 44114 (216) 357-2400/www.northerntrust.com	\$718.0	\$513.0	40.0%	749	\$1,000.0	6	Percentage of assets under management	Mary Lynn Laughlin Douglas Y. Wang	Michael Cogan president, CEO, Ohio
11	NCA Financial Planners 6095 Parkland Blvd., Suite 210, Cleveland 44124 (440) 473-1115/www.ncafinancial.com	\$504.9	\$512.4	-1.4%	580	\$250.0	14	Percentage	Dennis P. Lehman	Kevin H. Myeroff president, CEO
12	Dawson Wealth Management 1340 Depot St., Suite 300, Rocky River 44116 (440) 333-9000/www.dawsoncompanies.com	\$379.4	\$407.8	-7.0%	NA	\$250.0	NA	NA	Joseph P. Heider	Joseph P. Heider president
13	Beacon Financial Partners LLC 25800 Science Park, Suite 200, Beachwood 44122 (216) 910-1850/www.beaconplanners.com	\$368.0	\$350.0	5.1%	1,900	NA	2	Fee and commission	Gregory Schnelzer	Gregory G. Randall managing partner
14	Cornerstone Capital Advisors 1507 Boettler Road, Suite G, Uniontown 44685 (330) 896-6250/www.ccadvisors.com	\$297.0	\$370.0	-19.7%	1,110	\$100.0	3	Fee only	Mario C. Giganti	Mark W. Fearigo principal
15	North Point Portfolio Managers Corp. 5910 Landerbrook Drive, Ste. 160, Mayfield Hts. 44124 (440) 720-1100/http://nppmcorp.com	\$296.6	\$376.6	-21.3%	183	\$500.0	3	Percentage of assets under management	Diane M. Stack	Ronald J. Lang president, secretary
16	Spero-Smith Investment Advisers Inc. 3601 Green Road, Suite 102, Beachwood 44122 (216) 464-6266/www.sperosmith.com	\$281.2	\$378.5	-25.7%	1,072	\$500.0	7	Fee only	Mary E. Lord	Robert C. Smith president, CEO
17	Winslow Asset Management Inc. 25201 Chagrin Blvd., Suite 185, Beachwood 44122 (216) 360-4700/www.winslowasset.com	\$280.0	\$385.0	-27.3%	104	\$1,000.0	4	Percentage of assets under management	Gerald W. Goldberg	Gerald W. Goldberg chairman, CIO Kara H. Lewis, president
18	RAV Financial Services LLC 2000 Auburn Drive, Suite 310, Beachwood 44122 (216) 831-4900/www.ravfinancial.com	\$274.0	\$307.0	-10.7%	375	\$500.0	3	Fee only	David M. Taucher	Robert A. Valente president
19	Sequoia Financial Group LLC 121 S. Main St., Suite 300, Akron 44314 (330) 375-9480/www.sequoia-financial.com	\$244.8	\$301.3	-18.7%	1,467	\$0.0	2	Percentage of assets under management, fee and commission	Thomas A. Haight	Thomas A. Haight president
20	Scott Snow (financial advisors) LLC 24601 Center Ridge Road, Suite 175, Westlake 44145 (440) 871-7669/www.s2fa.com	\$196.0	\$244.0	-19.7%	47	\$1,000.0	3	Fee only	Scott P. Snow	Scott P. Snow managing director
21	First Fiduciary Investment Counsel 1375 E. Ninth St., Suite 2450, Cleveland 44114 (216) 623-7700/www.firstfiduciary.com	\$195.4	\$282.4	-30.8%	305	\$250.0	4	Percentage of assets under management		Mary F. Anderson president
22	HW Financial Advisors 23240 Chagrin Blvd., Cleveland 44122 (216) 378-7296/www.hwfa.com	\$195.0	\$201.0	-3.0%	416	NA	6	Percentage of assets under management	Stephen L. Rudolph	Stephen L. Rudolph CIO
23	Carnegie Capital 1228 Euclid Ave., Suite 1100, Cleveland 44115 (216) 781-4440/www.carnegie-capital.com	\$194.0	\$270.0	-28.1%	350	\$250.0	5	Fee only	Richard L. Alt	George R. Mateyo chairman, CEO Gary P. Wagner, director
24	Proper Analysis 3201 Enterprise Pkwy., Suite 320, Beachwood 44122 (216) 595-3842/www.properanalysis.com	\$187.2	\$259.4	-27.8%	251	\$250.0	4	Fee only		Anne P. Ogan president
25	Private Harbour Investment Management & Counsel 29525 Chagrin Blvd., Pepper Pike 44122 (216) 292-5700/http://privateharbour.com	\$181.0	NA	NA	160	\$750.0	3	Percentage of assets under management	James A. Blue	Geoffrey J. Greenleaf CEO
26	CBiz Financial Solutions Inc. 6050 Oak Tree Blvd. S., Suite 500, Independence 44131 (216) 447-9000/www.cbizwealth.com	\$165.6	\$182.0	-9.0%	77	\$1,000.0	4	Fee, commission and percentage of assets under management	Brett D'Arcy	Luke F. Baum president
27	Gratry & Co. 20600 Chagrin Blvd., Suite 320, Shaker Heights 44122 (216) 283-8423/www.gratry.com	\$143.0	\$202.0	-29.2%	498	\$0.0	3	Fee only	Jerome R. Gratry Mark A. Anderson Gregory A. Tropf	Jerome R. Gratry president, managing director
28	Lorain National Bank 457 Broadway Ave., Lorain 44052 (440) 244-6000/www.4lnb.com	\$140.0	\$208.0	-32.7%	535	\$100.0	1	Percentage of assets under management	Craig J. Berteau	Daniel E. Klimas president and CEO

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. Individual lists and The Book of Lists are available to purchase at www.crainscleveland.com. National City Private Client Group has been included on the list in past years. National City is now a part of PNC Financial Services Group; PNC does not break out assets under management by location.

(1) Investment advisers listed here are those companies that focus primarily on individuals, families, small business owners, high-net-worth individuals and families. A list of Institutional Money Managers will publish later this year.

RESEARCHED BY Deborah W. Hillyer