

MONEY MANAGEMENT FIRMS

Ranked by total assets managed companywide for fiscal 2007

Rank (last year)	Company Address Web site	Telephone Fax Toll-free number	Total assets managed: \$ Millions •2007 •2006 •% change (loss)	Financial products offered	Minimum investment account: •Individual •Institution	Mutual funds: •Available to minimum investor •Minimum investment	Foreign assets managed?	Local number of: •Portfolio managers •Researchers	•Local executive •Chief investment officer •Client contact	Year established locally
1 (1)	Northern Trust NA 4370 La Jolla Village Drive, #1000, San Diego 92122 www.northerntrust.com	(858) 824-1200 (858) 457-2876	\$757,200.0 \$697,200.0 9	Banking, trust, investments, open architecture, mutual funds, alternative investments	\$2,000 \$10,000	Yes \$2,500	Yes	3 2	Susan Mallory Orie Dudley Susan Mallory	1989
2 (2)	Brandes Investment Partners LP 11988 El Camino Real, #500, San Diego 92130 www.brandes.com	(858) 755-0239 (858) 755-0916 (800) 237-7119	\$111,682.0 \$117,069.0 (5)	Global midcap, global small cap, international midcap, international small cap, U.S. midcap, core U.S. fixed income, core plus fixed income, intermediate fixed income, U.S. large cap, corp focus fixed income, U.S. small cap, U.S. value equity	\$100 ⁽¹⁾ \$10,000	No na	Yes	35 33	Charles Brandes Brent Woods Matthew Johnson	1974
3 (4)	GlobeFlex Capital 4365 Executive Drive, #720, San Diego 92121 www.globeflex.com	(858) 658-9060 (858) 658-9061	\$7,408.0 \$5,772.0 28	U.S. small cap, U.S. small cap growth, U.S. midcap, international small cap, international all cap	\$10,000 \$10,000	No na	No	6 na	Marina Marrelli Robert Anslow Marina Marrelli	1994
4 (NR)	Gurtin Fixed Income Management 440 Stevens Ave., #260, Solana Beach 92075 www.gurtin.com	(858) 436-2200 (858) 436-2201 (866) 606-2221	\$5,300.0 \$0.0 na	Tax-exempt fixed income, taxable fixed income and liquidity management	\$3,000 \$3,000	No na	No	3 2	Bill Gurtin Bill Gurtin Steve Simpson	2008
5 (7)	LM Capital Group LLC 401 B St., #920, San Diego 92101 www.lmcapital.com	(619) 814-1401 (619) 814-1404	\$2,450.8 \$2,220.8 10	Short-term fixed income, intermediate fixed income, core fixed income, core plus fixed income	na \$10,000	Yes na	Yes	3 3	Luis Maizel John Chalker Richard Deary	1989
6 (6)	Rice Hall James & Associates 600 W. Broadway, #1000, San Diego 92101 www.ricehalljames.com	(619) 239-4855 (619) 239-6034	\$1,784.0 \$2,214.9 (19)	Small cap equity, midcap equity, micro cap equity (all GARP)	\$2,000 \$5,000	Yes \$2,500	No	7 5	Kevin Hamilton Thomas McDowell Jeffrey Vivian	1974
7 (9)	Dowling & Yahnke LLC 12340 El Camino Real, #300, San Diego 92130 www.dyinc.com	(858) 509-9500 (858) 509-9520	\$1,331.7 \$1,162.5 15	Investment management	\$1,000 \$10,000	No na	Yes	6 6	Dale Yahnke Mark Dowling Dale Yahnke	1991
8 (8)	Caywood-Scholl Capital Management 4350 Executive Drive, #125, San Diego 92121 www.caywood-scholl.com	(858) 452-3811 (858) 535-9068 (800) 786-9736	\$1,296.0 \$1,839.7 (30)	High yield	\$5,000 \$5,000	No na	No	2 7	Eric Scholl Thomas Saake	na
9 (10)	Dunham & Associates Investment Counsel Inc. 10251 Vista Sorrento Parkway, #200, San Diego 92121 www.dunham.com	(858) 964-0500 (858) 964-0505 (800) 442-4358	\$644.5 \$510.9 26	Public stock, bond funds and trust services via Nevada affiliate	\$100 \$100	Yes \$100,000	Yes	na 4	Jeffrey Dunham Salvatore Capizzi	1985
10 (NR)	HoyleCohen Wealth Management 9350 Waxie Way, #500, San Diego 92123 www.hoylecohen.com	(858) 576-7300 (858) 576-4848 (858) 576-7300	\$440.0 \$400.0 10	Financial planning, mutual funds, bonds, private investment vehicles	\$1,000 \$1,000	Yes \$50,000	No	7 na	Mark Delfino Mark Delfino	2001
11 (12)	Hokanson Associates 201 Lomas Santa Fe Drive, #360, Solana Beach 92075 www.hokansonassociates.com	(858) 755-8899 (858) 755-4449 (800) 436-2377	\$320.3 \$302.6 6	Comprehensive wealth management and investment management	\$1,000 \$1,000	Yes na	No	3 na	Neil Hokanson Mark Petrie Adrienne Jones	1987
12 (17)	Cornerstone Wealth Management LLC 17140 Bernardo Center Drive, #206, San Diego 92128 www.cornerstonewm.com	(858) 676-1000 (858) 676-1130	\$245.6 \$158.9 55	Alternative investments, stocks, bonds and mutual funds	\$500 \$500	Yes \$100,000	Yes	3 2	Chris Meacham Chris Meacham Chris Meacham	1999
13 (16)	Weatherly Asset Management 832 Camino del Mar, #4, Del Mar 92014 www.weatherlyassetmgt.com	(858) 259-4507 (858) 259-0782	\$221.6 \$177.3 25	Individual stock and bond tax-efficient portfolio construction, comprehensive financial services	\$500 \$500	Yes na	Yes	2 3	Carolyn Taylor Carolyn Taylor Carolyn Taylor	1994
14 (14)	Messner & Smith 530 B St., #300, San Diego 92101 www.messnersmith.com	(619) 239-9049	\$209.2 \$252.0 (17)	Midcap, small-mid, small cap, balanced	\$1,000 \$2,000	na na	na	3 na	John Messner Christopher Schrobilgen	1984
15 (15)	CBIZ Financial Solutions Inc. 10616 Scripps Summit Court, San Diego 92131 www.cbiz.com	(858) 795-2100 (858) 795-2101 (888) 651-5032	\$208.9 \$196.5 6	Financial advisory, asset management, wealth management	\$500 \$500	Yes \$100,000	Yes	2 na	Brett D'Arcy Brett D'Arcy Lisa Brinig	1988
16 (NR)	Heritage Wealth Management LLC 13520 Evening Creek Drive N., #100, San Diego 92128 www.hwm-llc.com	(858) 679-5008 (858) 679-0300 (877) 679-5008	\$201.5 na na	Comprehensive wealth management, asset management, estate planning, tax management and alternative investments	\$1,000 \$1,000	Yes \$50,000	Yes	4 0	Ryan Bowers Ryan Bowers Julie Benson	2005
17 (18)	WheelerFrost Associates Inc. 2665 Fourth Ave., San Diego 92103 www.wheelerfrost.com	(619) 491-0225 (619) 491-0229 (866) 478-8794	\$162.0 \$144.0 13	Mutual funds, ETFs, stocks, bonds, alternative investments	\$1,000 \$1,000	Yes \$100,000	Yes	1 2	Peter Wheeler Kenneth Frost Anders Norrman	1982
18 (NR)	Callan Capital 1250 Prospect St., #1, La Jolla 92037 www.callancapital.com	(858) 551-3800 (858) 551-3801 (866) 912-4888	\$130.0 \$62.0 110	Stocks, bonds, real estate, hedge funds, private equity, managed futures	\$5,000 \$5,000	Yes \$500,000	Yes	3 1	Trevor Callan Ryan Callan	2006
19 (19)	Centara Capital Management Group Inc. 8880 Rio San Diego Drive, fourth floor, San Diego 92108 www.centaracapital.com	(619) 398-1700 (619) 398-1717 (888) 599-4600	\$105.0 \$95.0 11	Portfolio management, estate planning, tax planning and insurance	\$500 na	Yes \$500	No	1 1	Eduardo Lombardi Mark Dossa Mark Dossa	2000
20 (20)	La Jolla Asset Management Inc. 4350 Executive Drive, #115, San Diego 92121 www.ljam.com	(858) 453-9915 (858) 453-9985 (888) 999-5526	\$40.9 \$43.3 (6)	Fee-based, custom-tailored portfolios	\$100 \$100	Yes \$50,000	Yes	3 na	Robert Waltz Robert Waltz Bill Hensel	1995
21 (NR)	The Financial Team 6005 Hidden Valley Road, #105, Carlsbad 92011 www.tftadvisors.com	(760) 448-2882 (760) 448-2880	\$25.0 \$15.0 67	Fee-only strategic portfolio management using institutional structured funds and ETFs, financial planning, financial coaching	\$5,000 \$50,000	Yes \$5,000	Yes	2 0	Maureen Verduyn Maureen Verduyn Maureen Verduyn	1996

wnd Would not disclose

na Not available

NA Not applicable

(NR) Not ranked

Notes: Relational Investors LLC, No. 3 on last year's list; and Freeman Associates Investment, No. 5 on last year's list, did not return

surveys. Clelland & Co. Inc., No. 13 on last year's list, returned the required ADV Form 1 but did not return a survey.

Sources: The firms and ADV forms acquired from www.adviserinfo.sec.gov.

It is not the intent of this list to endorse the participants nor to imply a firm's size or numerical rank indicates its quality.

(1) Through approved programs.

Researched by Kevin Black and Andrew Schweizer