

THE LIST

MONEY MANAGEMENT FIRMS

Ranked by assets managed in Los Angeles County as of Dec. 31

► **NEXT WEEK**

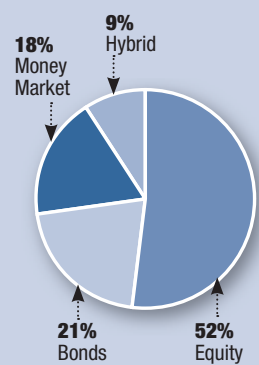
The Largest Minority-Owned Businesses in Los Angeles County

THE PACESETTER: Capital Group Cos. tops the list of the largest money management firms in Los Angeles County, with assets of \$1.39 trillion as of Dec. 31. The company operates the American Funds family of mutual funds. Capital is headquartered in downtown Los Angeles and has 28 offices worldwide. It launched a new fixed-income fund, American Funds Strategic Bond Fund, in April.

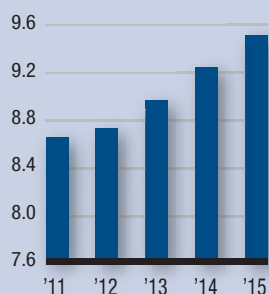
MILESTONE: L.A.-based Payden & Rygel surpassed \$100 billion in assets under management in April.

Rank	Firm • name • address • website	Assets Managed in L.A. County ¹ • 2015 • 2014	Portfolio Mix					L.A. County Staff • portfolio managers • researchers	Profile • headquarters • client contact(s)	Chief Investment Officer • name • phone
			• equity	• fixed income	• cash equivalent	• real estate	• other			
1	Capital Group 333 S. Hope St. Los Angeles 90071 thecapitalgroup.com	\$1,390.3 \$1,396.8	78%	15%	7%	0%	0%	52 57	Los Angeles Walt Best	Timothy D. Armour (213) 486-9200
2	Western Asset Management Co. 385 E. Colorado Blvd. Pasadena 91101 westernasset.com	206.8 206.4	0	100	0	0	0	28 21	Pasadena Goran Hagegard	Kenneth Leech (626) 844-9400
3	Guggenheim Partners Investment Management 100 Wilshire Blvd. Santa Monica 90401 guggenheimpartners.com	198.8 195.9	18	73	0	0	9	N/A N/A	New York/Chicago N/A	Scott Miner (310) 576-1270
4	TCW Group Inc. 865 S. Figueroa St., Suite 1800 Los Angeles 90017 tcw.com	180.7 163.4	10	85	0	0	5	19 87	Los Angeles Joseph Carieri Alex McCulloch	Michael P. Reilly Tad Rivelle (213) 244-0000
5	Primecap Management Co. 225 S. Lake Ave., Suite 400 Pasadena 91101 primecapmanagement.com	102.6 104.0	100	0	0	0	0	5 11	Pasadena Douglas E. McCrary	N/A (626) 304-9222
6	Payden & Rygel 333 S. Grand Ave. Los Angeles 90071 payden.com	95.3 83.7	2	98	0	0	0	25 25	Los Angeles Brian W. Matthews James P. Sarni	Investment Policy Committee (213) 625-1900
7	Ares Management 2000 Avenue of the Stars, 12th Floor Los Angeles 90067 aresgmt.com	93.5 86.0	N/A	N/A	N/A	N/A	N/A	N/A N/A	Los Angeles N/A	Antony Ressler (310) 201-4100
8	Merrill Lynch 350 S. Grand Ave., Suite 2700 Los Angeles 90071 ml.com	91.9 95.9	N/A	N/A	N/A	N/A	N/A	N/A N/A	Charlotte, N.C. Dominic Chow	Ashvin Chhabra (800) 937-0620
9	CBRE Global Investors 515 S. Flower St., 31st Floor Los Angeles 90071 cbreglobalinvestors.com	89.0 90.6	0	0	0	100	0	N/A N/A	Los Angeles Michael McMenomy	Ritson Ferguson (213) 683-4200
10	Morgan Stanley 444 S. Flower St., 34th Floor Los Angeles 90071 morganstanley.com	86.3 74.9	N/A	N/A	N/A	N/A	N/A	N/A N/A	New York N/A	N/A (213) 486-8915
11	DoubleLine Capital 333 S. Grand Ave., 18th Floor Los Angeles 90071 doubleline.com	84.8 63.6	0	99	0	0	1	N/A N/A	Los Angeles Gregory Uythoven	Jeffrey Gundlach (213) 633-8200
12	Oaktree Capital Management 333 S. Grand Ave., 28th Floor Los Angeles 90071 oaktreecapital.com	75.3 71.3	4	44	0	9	43	N/A N/A	Los Angeles Jake Scannell	Bruce Karsh (213) 830-6300
13	UBS Financial Services Inc. 725 S. Figueroa St., Suite 4100 Los Angeles 90017 ubs.com	58.0 56.6	45	35	11	0	9	N/A N/A	Zurich & Basel, Switzerland Ron Meraz	Michael Ryan (213) 253-9417
14	Causeway Capital Management 11111 Santa Monica Blvd., 15th Floor Los Angeles 90025 causewaycap.com	41.2 36.3	100	0	0	0	0	11 16	Los Angeles Paul O'Grady	Sarah Ketterer (310) 231-6100
15	Wells Fargo & Co. 707 Wilshire Blvd. Los Angeles 90017 wellsfargo.com	30.2 26.9	36	34	9	4	19	16 N/A	San Francisco Joe DeFur	Erik H. Davidson (800) 869-3557
16	FPA 11601 Wilshire Blvd., Suite 1200 Los Angeles 90025 fpafunds.com	30.1 33.6	45	47	7	0	2	12 15	Los Angeles Robert Yun	N/A (800) 982-4372
17	Hotchkis and Wiley Capital Management 725 S. Figueroa St., 39th Floor Los Angeles 90017 hwcm.com	28.4 32.2	89	9	2	0	1	18 3	Los Angeles Sheldon Lieberman	George Davis (213) 430-1000
18	City National Corp. 555 S. Flower St. Los Angeles 90071 cnb.com	27.8 26.2	37	37	24	0	2	N/A N/A	Los Angeles Bruce Simon	Bruce Simon (310) 888-6300
19	Angeles Investment Advisors 429 Santa Monica Blvd., Suite 650 Santa Monica 90401 angelesadvisors.com	27.0 N/A	N/A	N/A	N/A	N/A	N/A	N/A N/A	Santa Monica Sandra Kridel	Michael A. Rosen (310) 393-6300
20	Canyon Partners² 2000 Avenue of the Stars, 11th Floor Los Angeles 90067 canyonpartners.com	21.1 23.7	N/A	N/A	N/A	N/A	N/A	N/A N/A	Los Angeles Ingrid Kiefer	Joshua Friedman Mitchell Julis (310) 272-1000

Stock Tips
The percentage of U.S. mutual fund assets by fund type.



Managing to Rise
The number of companies managing mutual funds in the U.S. increased. (in thousands)



Source: Investment Company Institute

¹ In billions.
² Includes Canyon Capital Advisors, Canyon Capital Realty Advisors and ICE Canyon.
N/A - Not Available Note: Information for this list provided by representatives of the firms themselves. Firms are ranked by assets under management in L.A. County offices as of Dec. 31, 2015. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions

and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 5700 Wilshire Blvd., Suite 170, Los Angeles 90036. ©2016 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from the YGS Group, (800) 290-5460 ext. 100.

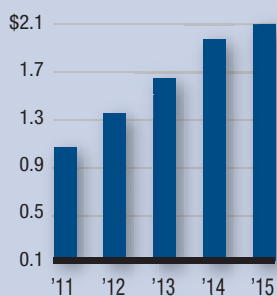
Researched by David Nusbaum and Tyler St. Bernard

MONEY MANAGEMENT FIRMS

DISCUSSION: Colony Capital, NorthStar Asset Management Group Inc., and NorthStar Realty Finance Corp. said this month that they have begun negotiations on an all-party stock merger.

STRATEGIES: Kayne Anderson Rudnick Investment Management added multiple institutional and separately managed account portfolio strategies last year. It added a global small-cap strategy fund this year and will launch its first long-short portfolio later in the year.

Fund of Funds
Net assets of mutual funds that invest in other funds have increased in popularity. (in trillions)



Source: Investment Company Institute

Rank	Firm • name • address • website	Assets Managed in L.A. County ¹ • 2015 • 2014	Portfolio Mix					L.A. County Staff • portfolio managers • researchers	Profile • headquarters • client contact(s)	Chief Investment Officer • name • phone
			• equity	• fixed income	• cash equivalent	• real estate	• other			
21	First Quadrant 800 E. Colorado Blvd., Suite 900 Pasadena 91101 firstquadrant.com	\$20.3 \$23.1	23%	0%	0%	0%	77%	N/A N/A	Pasadena Jim Tufts	Max Darnell (626) 795-8220
22	Kayne Anderson Capital Advisors 1800 Avenue of the Stars, Third Floor Los Angeles 90067 kaynecapital.com	20.2 27.3	N/A	N/A	N/A	N/A	N/A	N/A N/A	Los Angeles N/A	Bob Sinnott (800) 638-1496
23	Colony Capital 515 S. Flower St., 44th Floor Los Angeles 90071 colonyinc.com	19.0 19.0	0	0	0	100	0	N/A N/A	Santa Monica Rommel Marseille	Kevin Traenkle (310) 282-8820
24	Los Angeles Capital Management and Equity Research 11150 Santa Monica Blvd., Suite 200 Los Angeles 90025 lacapm.com	18.9 18.8	100	0	0	0	0	6 13	Los Angeles Thomas D. Stevens	Hal W. Reynolds (310) 479-9998
25	Crescent Capital Group 11100 Santa Monica Blvd., Suite 2000 Los Angeles 90025 crescentcap.com	18.5 17.0	0	100	0	0	0	N/A N/A	Los Angeles Joseph T. Viola	Committee (310) 235-5900
26	Cetera Advisors Network² 200 N. Sepulveda Blvd., Suite 1300 El Segundo 90245 ceteraadvisornetworks.com	16.8 19.0	N/A	N/A	N/A	N/A	N/A	N/A N/A	El Segundo N/A	Douglas King (800) 879-8100
27	Analytic Investors 555 W. Fifth St., 50th Floor Los Angeles 90013 aninvestor.com	12.9 11.7	91	0	0	0	9	N/A N/A	Los Angeles George Matthews	Dennis Bein Gregory McMurrain (213) 688-3015
28	Wilshire Associates Inc. 1299 Ocean Ave., Suite 700 Santa Monica 90401 wilshire.com	12.4 12.2	N/A	N/A	N/A	N/A	N/A	N/A N/A	Santa Monica N/A	N/A (310) 451-3051
29	Post Advisory Group 1620 26th St., Suite 6500 Santa Monica 90404 postadvisory.com	11.1 9.5	0	100	0	0	0	5 11	Santa Monica Hugh Costello	Henry Chyung (310) 996-9600
30	Pacific Income Advisers² 1299 Ocean Ave., Second Floor Santa Monica 90401 pacificincome.com	10.2 10.5	0	100	0	0	0	8 5	Santa Monica Austin Rutledge	Lloyd McAdams (310) 393-1424
31	NWQ Investment Management Co. 2049 Century Park East, 16th Floor Los Angeles 90067 nwq.com	9.8 12.1	79	21	0	0	0	N/A N/A	Los Angeles George Webb	Jon D. Bosse (310) 712-4000
32	Kayne Anderson Rudnick Investment Management 1800 Avenue of the Stars, Second Floor Los Angeles 90067 kayne.com	9.6 9.4	87	13	0	0	0	9 6	Los Angeles Stephen Rigali	Douglas S. Foreman (800) 231-7414
33	Beach Point Capital Management 1620 26th St., Suite 6000N Santa Monica 90404 beachpointcapital.com	9.5 8.3	7	80	13	0	0	N/A N/A	Santa Monica John Quintanar	Carl Goldsmith Scott Klein (310) 996-9700
34	Aristotle Capital Management 11100 Santa Monica Blvd., Suite 1700 Los Angeles 90025 aristotlecap.com	9.3 8.8	97	0	3	0	0	5 12	Los Angeles Ranjit Sufi Patrick Schussman	Howard Gleicher Gary Lisenbee (310) 478-4005
35	Advanced Research Investment Solutions 9150 Wilshire Blvd., Suite 220 Beverly Hills 90212 arisconsulting.com	9.1 8.4	30	30	1	4	35	2 5	Beverly Hills Damien Bissierier	Alex Shahidi (424) 283-3800
36	First Republic Investment Management 1888 Century Park East Los Angeles 90067 firstrepublic.com	9.0 7.3	52	32	8	0	8	26 11	San Francisco George Buza	N/A (888) 201-3726
37	Santa Barbara Asset Management 2049 Century Park East, 17th Floor Los Angeles 90067 sbasset.com	7.7 7.5	95	0	5	0	0	1 6	Los Angeles Emily Fox	James M. Boothe (310) 552-5100
38	American Realty Advisors 801 N. Brand Blvd., Suite 800 Glendale 91203 americanreal.com	7.4 6.8	0	0	0	100	0	8 1	Glendale Jay Butterfield	Kirk Helgeson (818) 545-1152
39	BNY Mellon Wealth Management 10250 Constellation Blvd., Suite 2100 Los Angeles 90067 bnymellonwealthmanagement.com	6.8 5.6	N/A	N/A	N/A	N/A	N/A	N/A N/A	New York David Emmes	Leo P. Grohowski (310) 551-7600
40	Northern Trust 2049 Century Park East, Suite 3600 Los Angeles 90067 northerntrust.com	6.8 7.6	49	41	2	4	4	16 1	Chicago Michele L. Havens	Richard K. Barnett (800) 257-0901

¹ In billions.

² Financial information from SEC filings.

N/A - Not Available Note: Information for this list provided by representatives of the firms themselves. Firms are ranked by assets under management in L.A. County offices as of Dec. 31, 2015. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions

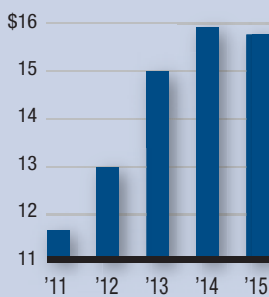
and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 5700 Wilshire Blvd., Suite 170, Los Angeles 90036. ©2016 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from the YGS Group, (800) 290-5460 ext. 100.

MONEY MANAGEMENT FIRMS *Continued from page 19*

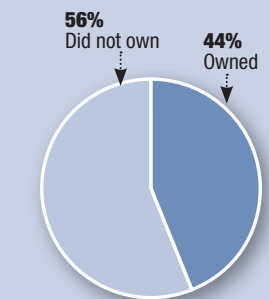
Rank	Firm • name • address • website	Assets Managed in L.A. County ¹ • 2015 • 2014	Portfolio Mix					L.A. County Staff • portfolio managers • researchers	Profile • headquarters • client contact(s)	Chief Investment Officer • name • phone
			• equity	• fixed income	• cash equivalent	• real estate	• other			
41	Everett Harris & Co. 888 W. Sixth St., 10th Floor Los Angeles 90017 everettharris.com	\$6.8 \$6.7	60%	35%	5%	0%	0%	N/A N/A	Los Angeles Anny Choe	Jim Ward (213) 625-2677
42	Lowe Enterprises 11777 San Vicente Blvd., Suite 900 Los Angeles 90049 loweenterprises.com	6.5 6.3	0	0	0	100	0	N/A N/A	Los Angeles Mike Lowe	Bleecker Seaman Brad Howe (310) 820-6661
43	Bel Air Investment Advisors 1999 Avenue of the Stars, Suite 3200 Los Angeles 90067 belair-llc.com	6.1 6.5	40	41	17	0	2	2 4	Los Angeles Todd M. Morgan	N/A (310) 229-1500
44	Fiduciary Trust International 444 S. Flower St., Suite 3200 Los Angeles 90071 fiduciarytrust.com	5.6 6.4	66	11	7	1	15	4 2	Los Angeles Stephen J. Dutka	Ronald Sanchez (800) 421-9683
45	Coast Asset Management 11150 Santa Monica Blvd., Suite 1400 Los Angeles 90025 coastasset.com	5.6 4.2	N/A	N/A	N/A	N/A	N/A	N/A N/A	Los Angeles Andrew Lam Chan	Dave E. Smith (310) 576-3500
46	Whittier Trust Co. 1600 Huntington Drive South Pasadena 91030 whittiertrust.com	5.2 7.8	62	15	3	10	10	6 15	South Pasadena Tim K. McCarthy	Sandip A. Bhagat (626) 441 5111
47	Empyrean Capital Partners² 10250 Constellation Blvd., Suite 2950 Los Angeles 90067 empyrean.com	5.1 5.8	N/A	N/A	N/A	N/A	N/A	N/A N/A	Los Angeles N/A	Amos Meron (310) 843-3000
48	D.A. Davidson & Co. 624 S. Grand Ave., 26th Floor Los Angeles 90017 davidsoncompanies.com/indv	5.1 5.5	65	20	10	0	5	N/A N/A	Los Angeles N/A	N/A (213) 620-1850
49	Flaherty & Crumrine Inc. 301 E. Colorado Blvd., Suite 720 Pasadena 91101 flaherty-crumrine.com	5.0 5.0	0	100	0	0	0	N/A N/A	Pasadena Chad Conwell	Committee (626) 795-7300
50	Bay Mutual Financial² 2425 Olympic Blvd., Suite 140E Santa Monica 90404 baymutual.com	4.9 4.9	N/A	N/A	N/A	N/A	N/A	N/A N/A	Santa Monica N/A	Martin W. "Bud" Pernoll (310) 586-3222
51	Camden Asset Management 2029 Century Park East, Suite 2010 Los Angeles 90067 camdenasset.com	4.4 4.2	N/A	N/A	N/A	N/A	N/A	4 N/A	Los Angeles Barbara Detwiler	John Wagner (310) 203-4200
52	Bradford & Marzec 333 S. Hope St., Suite 4050 Los Angeles 90071 bradfordmarzec.com	4.3 4.5	0	100	0	0	0	N/A N/A	Los Angeles Zee Marzec	N/A (213) 687-9170
53	Mesa West Capital 11755 Wilshire Blvd., Suite 2100 Los Angeles 90025 mesawestcapital.com	4.1 3.3	0	0	0	100	0	N/A N/A	Los Angeles Ryan Krauch	N/A (310) 806-6317
54	Halbert Hargrove 111 Ocean Blvd., 23rd Floor Long Beach 90802 halberthargrove.com	3.8 4.1	45	25	1	6	23	N/A N/A	Long Beach Russ Hill	Russ Hill (562) 435-5657
55	Churchill Management Group 5900 Wilshire Blvd., Suite 400 Los Angeles 90036 churchillmanagement.com	3.7 3.4	40	9	51	0	0	6 2	Los Angeles Ted L. Fern	Fred A. Fern (877) 937-7110
56	RNC Genter Capital Management 11601 Wilshire Blvd., 25th Floor Los Angeles 90025 rncgenter.com	3.7 4.5	32	49	2	0	17	10 9	Los Angeles Cameron Lavey Brian Elliott	Daniel J. Genter (800) 877-7624
57	Ivory Investment Management 11755 Wilshire Blvd., Suite 1350 Los Angeles 90025 ivorycapital.com	3.5 2.6	N/A	N/A	N/A	N/A	N/A	N/A N/A	Los Angeles Craig Pollak	Curtis Macnguyen (310) 899-7300
58	U.S. Bank 633 W. Fifth St. Los Angeles 90071 usbank.com	3.5 2.5	48	36	5	9	3	4 1	Minneapolis Stephen Sherline	Tim Leach (213) 615-6566
59	Tradewinds Global Investors 2049 Century Park East, 20th Floor Los Angeles 90067 tradewinds.com	3.4 4.6	100	0	0	0	0	9 6	Los Angeles Michael Mullane	Emily Alejos Andrew Thelen (310) 552-8900
60	Capital Research + Consulting² 15 S. Raymond Ave., Suite 200 Pasadena 91105 capitalresearchandconsulting.com	3.3 3.3	N/A	N/A	N/A	N/A	N/A	N/A N/A	Pasadena Michael Haney	Steven Arnold (626) 844-1440

OFFICE: Multifamily investment manager Whittier Trust Co. opened an office in Orange County this year.

Bounce Back
Net assets of U.S. mutual funds declined last year. (in trillions)



Fallow Funds
Fewer American households are invested in mutual funds than are not.



Source: Investment Company Institute

¹ In billions.

² Financial information from SEC filings.

N/A - Not Available Note: Information for this list provided by representatives of the firms themselves. Firms are ranked by assets under management in L.A. County offices as of Dec. 31, 2015. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions

and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 5700 Wilshire Blvd., Suite 170, Los Angeles 90036. ©2016 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from the YGS Group, (800) 290-5460 ext. 100.

MONEY MANAGEMENT FIRMS

SALE: Banc of California sold subsidiary Palisades Group in April to an entity owned by Stephen Kirch and Jack Maccowell, who serve as Palisades' chief executive and chief investment officer, respectively. The Irvine bank purchased Palisades in 2013.

EMPLOYEE: Clifford Swan Investment Counselors became completely employee-owned at the end of last year.

Rank	Firm • name • address • website	Assets Managed in L.A. County ¹		Portfolio Mix					L.A. County Staff • portfolio managers • researchers	Profile • headquarters • client contact(s)	Chief Investment Officer • name • phone
		• 2015	• 2014	• equity	• fixed income	• cash equivalent	• real estate	• other			
61	Dalton Investments 1601 Cloverfield Blvd., Suite 5050 N Santa Monica 90404 daltoninvestments.com	\$3.3	\$3.2	95%	5%	0%	0%	0%	4	Los Angeles Belita Ong Arthur Hebert Adam Woodward	James Rosenwald III (424) 231-9100
62	LourdMurray 9777 Wilshire Blvd., Suite 1018 Beverly Hills 90212 lourdurray.com	3.1	3.3	65	23	4	6	2	2	Beverly Hills Jonathan Sumilang	Blaine Lourd Palmer Murray (310) 300-9898
63	Huber Capital Management 2321 Rosecrans Ave., Suite 3245 El Segundo 90245 hubercap.com	3.0	3.5	97	0	3	0	0	5	El Segundo Cindy Emanuel	Joseph R. Huber (310) 207-8400
64	Palisades Group 11755 Wilshire Blvd., Suite 1700 Los Angeles 90025 palisades.us.com	3.0	2.8	N/A	N/A	N/A	N/A	N/A	N/A	Los Angeles Stephen Kirch	Jack Maccowell (424) 280-7560
65	Main Street Advisors² 3110 Main St., Suite 310 Santa Monica 90405 N/A	2.7	2.9	N/A	N/A	N/A	N/A	N/A	N/A	Santa Monica Paul Wachter	N/A (310) 392-7607
66	Focused Investors² 9777 Wilshire Blvd., Suite 910 Beverly Hills 90212 focusedinvestors.com	2.7	2.9	N/A	N/A	N/A	N/A	N/A	N/A	Beverly Hills N/A	Bruce Veaco (310) 734-1200
67	Signature Estate & Investment Advisors 2121 Avenue of the Stars, Suite 1600 Los Angeles 90067 seia.com	2.6	2.1	60	26	5	0	9	10	Los Angeles N/A	Deron McCoy (310) 712-2323
68	Mar Vista Investment Partners 11150 Santa Monica Blvd., Suite 320 Los Angeles 90025 marvistainvestments.com	2.4	2.3	91	0	9	0	0	4	Los Angeles Silas Myers	N/A (310) 917-2800
69	Clifford Swan Investment Counselors 177 E. Colorado Blvd., Suite 550 Pasadena 91105 cliffordswan.com	2.4	2.5	66	25	8	0	1	15	Pasadena Linda Davis Taylor	Peter Boyle (626) 792-2228
70	Westmount Asset Management 2049 Century Park East, Suite 2500 Los Angeles 90067 westmount.com	2.3	2.0	50	25	0	0	25	11	Los Angeles Mike Amash	Jim Berliner (310) 556-2502
71	Lombardia Capital Partners² 55 S. Lake Ave., Suite 750 Pasadena 91101 lombardiacapital.com	2.1	3.7	N/A	N/A	N/A	N/A	N/A	7	Pasadena Vincent Williams	Alvin Marley (626) 568-2792
72	Covington Capital Management 601 S. Figueroa St., Suite 2000 Los Angeles 90017 covingtoncapitalmanagement.com	2.1	2.0	55	40	5	0	0	10	Los Angeles Jeffrey Glassman	Gary Arakawa (213) 629-7500
73	EP Wealth Advisors 21515 Hawthorne Blvd., Suite 1200 Torrance 90503 epwealth.com	2.0	1.8	N/A	N/A	N/A	N/A	N/A	N/A	Torrance N/A	Kevin Ashworth (310) 543-4559
74	CS Capital Management Inc. 222 N. Sepulveda Blvd., Suite 2000 El Segundo 90245 cscapitalinc.com	1.8	1.3	0	0	0	100	0	3	El Segundo N/A	Michael McHargue (310) 988-7300
75	AMI Asset Management Corp. 10866 Wilshire Blvd., Suite 770 Los Angeles 90024 amiassetmanagement.com	1.8	1.5	82	16	2	0	0	3	Los Angeles Matt Humiston	Chris Sessing (424) 320-4000
76	Glendon Capital Management 1620 26th St., Suite 2000N Santa Monica 90404 N/A	1.7	1.7	N/A	N/A	N/A	N/A	N/A	N/A	Santa Monica N/A	Matthew Barrett (310) 907-0450
77	CitizensTrust Wealth Management and Investment Services 701 N. Haven Ave. Ontario 91764 cbbank.com/investing	1.7	1.6	42	44	9	6	0	3	Ontario Dan Banis	Don Evenson (888) 734-4222
78	Morton Capital Management 27200 Agoura Road, Suite 200 Calabasas 91301 mortoncapital.com	1.5	1.4	25	23	7	9	36	9	Calabasas Eric Selter	Sasan Faiz Lon Morton (818) 222-4727
79	Sierra Investment Management Inc. 3420 Ocean Park Blvd., Suite 3060 Santa Monica 90405 sierrainvestment.com	1.5	1.7	1	99	0	0	0	2	Santa Monica Joy Bunzel	Terri Spath (310) 452-1887
80	Camden Capital 2301 Rosecrans Ave., Suite 2110 El Segundo 90245 camdenccapital.com	1.5	1.5	42	31	4	5	18	3	El Segundo John M. Krambeer	John M. Krambeer (310) 725-0210

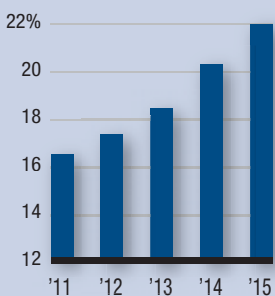
¹ In billions.

² Financial information from SEC filings.

N/A - Not Available Note: Information for this list provided by representatives of the firms themselves. Firms are ranked by assets under management in L.A. County offices as of Dec. 31, 2015. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions

and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 5700 Wilshire Blvd., Suite 170, Los Angeles 90036. ©2016 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from the YGS Group, (800) 290-5460 ext. 100.

Index on the Rise
Index funds have increased their percentage of mutual fund assets.



Source: Investment Company Institute

MONEY MANAGEMENT FIRMS *Continued from page 21*

ACQUISITION: Rothschild Merchant Banking acquired L.A.-based West Gate Horizons Advisors in September. West Gate Horizons was a \$1.5 billion private debt lender. With the acquisition, Rothschild now manages \$3.3 billion in private debt.

Rank	Firm • name • address • website	Assets Managed in L.A. County ¹ • 2015 • 2014	Portfolio Mix					L.A. County Staff • portfolio managers • researchers	Profile • headquarters • client contact(s)	Chief Investment Officer • name • phone
			• equity	• fixed income	• cash equivalent	• real estate	• other			
81	Summa Group of Oppenheimer & Co. 10880 Wilshire Blvd., 23rd Floor Los Angeles 90024 opco.com/summagroup	\$1.5 ² N/A	N/A	N/A	N/A	N/A	N/A	N/A N/A	Los Angeles Robert Dalie	Brian Werdesheim Jeffrey Werdesheim (310) 446-7501
82	Abacus Wealth Partners³ 429 Santa Monica Blvd., Suite 500 Santa Monica 90401 abacuswealth.com	1.4 1.4	N/A	N/A	N/A	N/A	N/A	N/A N/A	Santa Monica Brent Kessel	Darius Gagne (888) 422-2287
83	Granite Investment Partners 2121 Rosecrans Ave., Suite 2360 El Segundo 90245 granitepartners-llc.com	1.4 1.2	100	0	0	0	0	8 3	El Segundo Brad G. Slocum Douglas J Morse	N/A (310) 933-3199
84	Rothschild Credit Management (North America)⁴ 633 W. Fifth St., Suite 6600 Los Angeles 90071 westgatehorizons.com	1.4 1.5	0	100	0	0	0	1 6	Los Angeles Michael D. Hatley	Michael D. Hatley (213) 621-3700
85	Lido Advisors 9100 Wilshire Blvd., Suite 350 West Tower Beverly Hills 90212 lidoadvisors.com	1.3 1.1	51	14	15	14	6	N/A N/A	Beverly Hills Greg Kushner	Jason Ozur (310) 278-8232
86	First Western Capital Management³ 1900 Avenue of the Stars, Suite 900 Los Angeles 90067 fwcapgmt.com	1.3 1.4	21	79	0	0	0	7 3	Los Angeles Kenneth Malamed	Kenneth Malamed (310) 229-2940
87	Poplar Forest Capital 70 S. Lake Ave., Suite 930 Pasadena 91101 poplarforestfunds.com	1.3 1.4	96	0	4	0	0	3 5	Pasadena Chris Morphy	Dale Harvey (626) 304-6000
88	Patterson Capital Corp.³ 11100 Santa Monica Blvd., Suite 1950 Los Angeles 90025 pattersoncapital.com	1.3 1.6	0	100	0	0	0	2 2	Los Angeles N/A	Joseph Patterson (310) 556-2496
89	SSI Investment Management 9440 Santa Monica Blvd., Eighth Floor Beverly Hills 90210 ssi-invest.com	1.3 1.6	38	47	0	0	15	N/A N/A	Los Angeles James Kowal Walid Shinnawi	George Douglas (310) 595-2000
90	BLX Group³ 777 S. Figueroa St., Suite 800 Los Angeles 90017 blxgroup.com	1.2 1.0	N/A	N/A	N/A	N/A	N/A	N/A N/A	Los Angeles N/A	Craig Underwood (213) 612-2200
91	Gamble Jones Investment Counsel 301 E. Colorado Blvd., Suite 802 Pasadena 91101 gamblejones.com	1.2 1.2	75	20	5	0	0	N/A N/A	Pasadena Tim Garrity	Robert Souza (626) 795-7583
92	Penniall & Associates Inc. 123 S. Marengo Ave., Suite 200 Pasadena 91101 penniall.com	1.2 0.8	25	45	5	5	10	2 3	Pasadena David R. Penniall	Anne P. Averill (626) 795-3062
93	Cliffwater 4640 Admiralty Way, 11th Floor Marina del Rey 90292 cliffwater.com	1.1 1.3	N/A	N/A	N/A	N/A	N/A	N/A N/A	Marina del Rey N/A	Stephen L. Nesbitt (310) 448-5000
94	Howard Capital Management 11601 Wilshire Blvd., Suite 2080 Los Angeles 90025 howardcapital.com	1.1 1.0	50	50	0	0	0	N/A N/A	Los Angeles Jason Kaplan	David Robinson (310) 473-9100
95	Cove Street Capital 2101 E. El Segundo Blvd., Suite 302 El Segundo 90245 covestreetcapital.com	0.9 1.0	100	0	0	0	0	1 4	El Segundo Paul Hinkle	Jeff Bronchick (424) 221-5897
96	One Capital Management 2945 Townsgate Road, Suite 300 Westlake Village 91361 onecapital.com	0.9 0.8	58	36	3	4	N/A	6 6	Westlake Village Patrick Bowen	Steven Cowley (805) 409-8150
97	Wescap Group 330 N. Brand Blvd., Suite 1150 Glendale 91203 wescapgroup.com	0.9 0.9	55	41	0	1	3	N/A N/A	Burbank Rick Weinlein	Joel Edstrom (818) 563-5170
98	North Pier Fiduciary Management 3415 S. Sepulveda Blvd., Suite 1100 Los Angeles 90034 npier.com	0.9 0.8	65	25	8	1	1	3 3	Los Angeles Corey Thompson Jim Scheinberg	James I. Scheinberg (800) 403-7065
99	Chelsea Management Co. 444 S. Flower St., Suite 2350 Los Angeles 90071 chelseamanagement.com	0.8 0.9	43	53	4	0	0	N/A N/A	Los Angeles Sally Gallagher Tom Techentin	Frederick J. Ruopp (213) 362-9200
100	Joel R. Mogy Investment Counsel Inc.³ 315 S. Beverly Drive, Suite 400 Beverly Hills 90212 mogy.com	0.8 0.8	N/A	N/A	N/A	N/A	N/A	N/A N/A	Beverly Hills N/A	Joel Mogy (310) 552-0529

¹ In billions.

² Business Journal estimate.

³ Financial information from SEC filings.

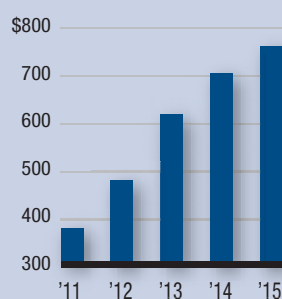
⁴ Formerly West Gate Horizons Advisors.

N/A - Not Available Note: Information for this list provided by representatives of the firms themselves. Firms are ranked by assets under management in L.A. County offices as of Dec. 31, 2015. To the best of our knowledge, this information is accurate as of press time.

While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 5700 Wilshire Blvd., Suite 170, Los Angeles 90036. ©2016 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from the YGS Group, (800) 290-5460 ext. 100.

Researched by David Nusbaum and Tyler St. Bernard

Target Funds
Net assets of target date mutual funds. (in billions)



Source: Investment Company Institute