

## Wealth Management Firms - cont'd

Ranked by total assets under management (AUM); firms based in the Tri-Counties only

Rank	Name Address City, Zip	Phone Web Site	Total Assets Under Management (AUM) Total No. of Accounts	Discretionary AUM No. of Discretionary Accounts	Executive
8	<b>Partnervest Advisory Services</b> 1216 State St., Third Floor Santa Barbara, 93101	(805) 966-1266 www.partnervest.com	\$264,994,610 1826	\$264,125,126 1,822	Ken Hyman
9	<b>West Coast Financial</b> 1525 State St., Ste. 104 Santa Barbara, 93101	(805) 962-9131 www.wcfinco.com	\$258,864,532 146	\$258,864,532 146	David Yossef, Steve Weintraub, Brian Lloyd, David Gore, Aaron Ritter
10	<b>West Oak Capital</b> 2801 Townsgate Road, Ste. 112 Westlake Village, 91361	(805) 230-8282 www.westoakcap.com	\$233,162,522 181	\$183,784,682 176	Byron Snider, Jerry Clebanoff
11	<b>Kipp Financial Group</b> 950 County Square Drive, Ste. 211 Ventura, 93003	(805) 650-7654 www.kippfinancialgroup.com	\$132,279,804 1,381	\$0 -	Stephen J. Kipp, Charles B. Huffer, Randal R. Carson, James E. Eckley II, Cullen W. Crabbe
12	<b>Kauffman Wealth Services</b> 550 Periwinkle Lane Santa Barbara, 93108	(805) 969-5444 www.kauffmanwealthservices.com	\$115,000,000 n/a	n/a n/a	Mitchell Kauffman
13	<b>Lamie Financial Group</b> 100 E. Thousand Oaks Blvd., Ste. 200 Thousand Oaks, 91360	(805) 494-3416 www.lamiefinancial.com	\$97,498,778 550	\$97,498,778 550	Chris Lamie
14	<b>Vellum Financial</b> 4115 Broad St., Ste. B-6 San Luis Obispo, 93401	(805) 546-1000 www.vellumfinancial.com	\$72,117,500 410	\$63,099,500 393	Bryan Sullivan, Kelly Smith
15	<b>Santa Barbara Wealth Management</b> 3433 State St., Ste. C Santa Barbara, 93105	(805) 563-7699 www.santabarbarawealthmanagement.com	\$21,500,000 60	\$21,500,000 60	Ken Partch

Sources: U.S. Securities and Exchange Commission, faxed and e-mailed surveys and Internet research. Assets and account figures are from each firm's most recently filed Form ADV with the SEC; companies that do not file an ADV or do not disclose asset and account figures were not included. This list includes firms based in the Tri-Counties only. Notes: In the case of ties, firms were listed alphabetically; a duplicate number in the rank column indicates a tie. n/a = not available. nr = not ranked. This list was completed in January 2011.