



## Greater Rochester, NY Region's Top Banks, 2013

Rank	Bank	Local Staff, Local Offices
1	M&T Bank Corp.	518, 37
2	JPMorgan Chase Bank N.A.	NA, 29
3	Canandigua National Bank & Trust	509, 24
4	RBS Citizens N.A.	NA, 33
5	First Niagara Bank	394, 23
6	HSBC Bank USA N.A.	50, 20
7	Five Star Bank	NA, 17
8	Bank of America N.A.	NA, 19
9	KeyBank N.A.	NA, 14
10	Bank of Castile	16, 8
11	Lyons National Bank	NA, 8
12	Community Bank N.A.	NA, 11
13	Genesee Regional Bank	52, 3
14	Fairport Savings Bank	NA, 5
15	Northwest Savings Bank	NA, 5
16	USNY Bank Inc.	NA, 1
17	Seneca Falls Savings Bank	NA, 2
18	Medina Savings and Loan Association	NA, 2
19	Upstate National Bank	15, 1
20	Savannah Bank N.A.	NA, 1
21	Steuben Trust Co.	NA, 2
22	Woodforest National Bank	NA, 4

*Sources: Rochester Business Journal Book of Lists 2013, Hoover's Contact Database, Individual Companies*

## Greater Rochester, NY Region's Top Brokerage Firms, 2013

Rank	Company	No. of Local Brokers	Products/Services
1	Morgan Stanley Wealth Management	100	Wealth management
2	Merill Lynch & Co. Inc.	75	Private banking and family office services, alternative investments, retirement plans, retirement income planning, stock options
3	Wall Street Financial Group Inc.	64	NA

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4	Edward Jones	54	NA
5	Wells Fargo Advisors	47	Commercial and residential lending, securities-based lending, equipment leasing
6	LifeMark Securities Corp.	38	Full-service investment broker/dealer, SEC-registered investment advisory firm, financial planning services, processes fixed business, equity index annuities, life settlements and banking services, broker/dealer services
7	Excel Securities & Associates Inc.	38	Common and preferred stock equity, exchange-traded funds, closed end funds, corporate bonds, loans, online account access
8	UBS Financial Services Inc.	33	Foundation and endowment management including fiduciary services, corporate employee financial services, hedge funds and private wealth management
9	Sage, Ruddy & Co. Inc.	27	Comprehensive financial planning and wealth management
10	RBC Wealth Management	25	1031 like-kind exchanges
11	Brighton Securities	22	Estate, trust, personal and corporate income tax preparation
12	Empire Financial Partners	21	Long-term care, life insurance, estate and business planning, retirement planning, 401(k) plans
13	ESL Investment Services LLC	19	NA
14	Rochester Wealth Management Group LLC	15	Wealth management, risk management, structured settlements, long-term care planning
15	M&T Securities Inc.	13	NA
16	Mutual Funds Associates Inc.	13	NA
17	First Niagara Bank	13	Long-term care, disability, client statement aggregation with E Money's Wealth Vision
18	American Portfolios	12	Group benefits and health insurance
19	Crossbridge Financial Group LLC	9	Long-term care planning, 401(k) accounts, IRAs, investment management services
20	Charls Schwab & Co. Inc.	9	NA



21	Westminster Financial LLC	7	Project work and ongoing fiduciary oversight for 401(k) plans, foundations and endowments
22	Scottrade Inc.	5	Local branch office support, free educational seminars, online trading tools, mobile trading, live webinars, an online community, market news and research, real-time quotes, stocks, bonds, options, ETFs, CDs, IRAs, Roth IRAs, mutual funds, and Educational Savings Accounts
23	PCM Associates Ltd.	4	Retirement plans
24	Regent Financial Group LLC	4	Wealth management, 401(k) plans, retirement planning, estate planning, 1031 real estate exchanges, disability and long-term care insurance, group benefits, alternative investments
25	Allied Financial Services Inc.	3	NA

Sources: Rochester Business Journal Book of Lists 2013, Hoover's Contact Database, Individual Companies

## Greater Rochester, NY Region's Top Commercial Insurance Firms, 2013

Rank	Company	No. of Local Personnel	Areas of Specialization
1	Paychex, Inc.	3,717	Group health, dental, vision, life, disability insurance and workers' comp, general liability, commercial auto, umbrella
2	Brown & Brown of New York Inc.	174	Surety, construction (specializing in LEED projects), property, manufacturing, telecommunications, habitation, employee benefits, directors and officers, employment practices, mergers and acquisitions, intellectual property, international risks, wholesalers, distributors, non-profit, social services
3	First Niagara Risk Management Inc.	97	Manufacturing, non-profit, construction, technology, health care, environmental, executive risk, employee benefits, moving and storage



4	Tompkins Insurance Agencies Inc.	66	Municipalities, contractors, manufacturing, social services, employee benefits
5	Lawley Andolena Verdi LLC	45	Construction, habitational, professional liability, non-profit
6	Paris-Kirwan Associates Inc.	45	Municipalities, medical malpractice, auto dealers, trade contractors and health care
7	Bond Financial Network Inc.	27	Employee benefits
8	The Flanders Group Inc.	26	Real estate owners and managers, recreational boat dealers and marina operators, machine shops and metal workers, nurseries, florists and landscapers, recreational vehicle and non-franchised auto and motorcycle dealers, recyclers, refuse haulers
9	MGM Associates of Rochester	19	Professional liability, transportation, non-profit garage, municipalities, manufacturing, employee benefits
10	Brighton-Pittsford Agency Inc.	19	Small to large businesses, restaurants, social service providers, senior care facilities, construction trades, information technology, professional liability, all forms of personal insurance
11	The Northwoods Corp.	18	New York-based businesses, local manufacturers, contractors, restaurants and day care centers
12	Marshall & Sterling Insurance	16	High technology, manufacturing, contractors, trucking, habitational municipalities, fire districts, environmental, architects
13	CIG Insurance Agency LLC	15	Small business, manufacturing, property management, construction, surety, municipalities, professional liability, worker's compensation, wholesalers, food industry, personal lines, including homeowners, auto and long-term care
14	Concord Insurance Agency	14	Contractors, day care facilities, manufacturing, municipalities, school districts



15	Guardian Life Insurance	14	Group employee benefits including dental, vision, STD, LTD, life, New York State disability, voluntary benefits, family and medical leave
16	Shepard, Maxwell & Hale Insurance	13	School districts, volunteer fire departments, manufacturing, technology, printers and contractors
17	Van Parys Associates	13	Consturction, wholesale, manufacturing, habitational
18	Landmark Group	11	Surety, contractors, manufacturing, wholesalle, technology, real estate developers, employee benefits
19	DG&M Agency Inc.	11	Bonds, construction, religious institutions, manufacturing, real estate, non-profits, professional liability, technology, employee benefits
20	Rose & Kiernan Inc.	10	Construction, real estate, directors and officers, manufacturing, trucking, executive risk, employee benefits, non-profits, education and health care
21	Consolidated Agency Inc.	10	All forms of insurance and bonds
22	Haylor, Freyer & Coon Inc.	9	Country clubs and driving ranges, contractors, property owners and managers, habitational, manufacturing, risk management services, employee benefits, life insurance, personal insurance
23	Ontario Insurance Co.	9	Small businesses, contractors, home-based businesses, homeowners, farm owners
24	Christopher Williams Agency Inc.	8	Closely held corporations, wholesalers, distributors, manufacturers, auto dealers, service, contractors, restaurants, real estate owners, habitational
25	The Insurance Marketplace Agency	8	Commercial lines, including retail, service, manufacturing, non-profit and technology business, personal lines, including high-value homes and high-value autos

Sources: Rochester Business Journal Book of Lists 2013, Hoover's Contact Database, Individual Companies