

# Book of Lists

YOUR MENU FOR DOING BUSINESS IN GREATER WASHINGTON

2014



## Taste of Washington

This year we celebrate the region's leading chefs and their contributions to our burgeoning restaurant scene. **Page 2**

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## SECURITIES BROKERS AND DEALERS

RANKED BY 2012 YEAR-END CAPITAL, PROVIDED BY SNL FINANCIAL LLC

	Name/Prior/URL	Address/Phone	Year-end capital 2012	Year-end capital 2011	Parent company	Year established	Top local executive
1	<b>FBR &amp; Co.</b> ① fbr.com	1001 19th St. N. Suite 1100 Arlington, Va. 22209 703-312-9500	\$239.86 million	\$225.3 million	None	2007	Richard Hendrix, Chairman and CEO
2	<b>Folger Nolan Fleming Douglas Inc.</b> ② fnfd.com	725 15th St. NW Washington, D.C. 20005 202-783-5252	\$41.42 million	NA	Folger Associates Ltd. Partnership	1889	Lee Folger, Chair Richard Foster, President and CEO
3	<b>Calvert Investment Distributors Inc.</b> ② calvert.com	4550 Montgomery Ave. 10th Floor Bethesda, Md. 20814 301-951-4800	\$20.22 million	\$18.45 million	Ameritas Mutual Holding Co.	1976	Barbara Krumsiek, President and CEO
4	<b>H. Beck Inc.</b> ③ hbeck.com	11140 Rockville Pike Fourth Floor Rockville, Md. 20852 301-468-0100	\$19.26 million	\$18.27 million	Minnesota Mutual Cos. Inc.	1954	Norman Kamerow, Chair Eric Meyer, President and CEO
5	<b>Guggenheim Distributors LLC</b> ④ guggenheimpartners.com	805 King Farm Blvd. Suite 450 Rockville, Md. 20850 301-296-5370	\$16.02 million	NA	Sammons Enterprises Inc.	1916	Edward Garlich, Head, Washington
6	<b>Foliofn Investments Inc.</b> ⑤ foliofn.com	8180 Greensboro Drive Eighth Floor McLean, Va. 22102 888-973-7890	\$11.52 million	\$11.71 million	Foliofn Inc.	1998	Steven Wallman, CEO
7	<b>Steben &amp; Co. Inc.</b> ⑥ steben.com	2099 Gaither Road Suite 200 Rockville, Md. 20850 240-631-7600	\$10.24 million	\$11.04 million	None	1989	Kenneth Steben, President
8	<b>FTI Capital Advisors LLC</b> ⑧ fticonsulting.com	1101 K St. NW Suite B100 Washington, D.C. 20005 202-312-9100	\$9.22 million	\$4.89 million	FTI Consulting Inc.	1982	Dennis Shaughnessy, Chairman
9	<b>Capital Research Management Corp.</b> ⑩ johnstonlemon.com	1101 Vermont Ave. NW Washington, D.C. 20005 202-842-5500	\$8.56 million	\$4.29 million	Capital Research Management Corp.	1920	Thomas Wallace, President and CEO James Lemon, Chairman
10	<b>RE Investment Corp.</b> ⑧ NA	4301 Wilson Blvd. Arlington, Va. 22203 703-907-5500	\$7.21 million	\$6.13 million	National Rural Electric Cooperative Association Virginia	1990	Peter R. Morris, Chief investment officer
11	<b>Compass Point Research &amp; Trading LLC</b> ⑭ compasspointllc.com	3000 K St. NW Suite 340 Washington, D.C. 20007 202-540-7300	\$5.44 million	\$2.6 million	None	2007	Scott Dreyer, CEO
12	<b>Wachtel &amp; Co. Inc.</b> ⑪ wachtelco.com	1101 14th St. NW Suite 800 Washington, D.C. 20005 202-898-1144	\$4.4 million	\$4.9 million	None	1962	Bonnie Wachtel, CEO
13	<b>Lara, May &amp; Associates LLC</b> ⑦ laramayllc.com	7600 Leesburg Pike Suite 120 E. Falls Church, Va. 22043 703-761-3901	\$4.32 million	\$7.74 million	Focus Financial Partners LLC	1981	E. Ronald Lara, CEO
14	<b>KippsDeSanto &amp; Co.</b> ⑲ kippsdesanto.com	1600 Tysons Blvd. Suite 375 McLean, Va. 22102 703-442-1400	\$3.96 million	\$1.16 million	None	2007	Robert Kipps, Managing director
15	<b>Koonce Securities Inc.</b> ⑫ koonce.net	6550 Rock Spring Drive Suite 600 Bethesda, Md. 20817 301-897-9700	\$3.32 million	\$3.83 million	None	1979	Calvin Koonce, Chairman
16	<b>Bluestone Capital Partners LLC</b> ⑤ bluestonecapitalpartners.com	1650 Tysons Blvd. Suite 1530 McLean, Va. 22102 703-462-5602	\$3.1 million	NA	None	NA	John Allen, CEO
17	<b>TCG Securities LLC</b> ⑬ carlyle.com	1001 Pennsylvania Ave. NW Suite 220 S Washington, D.C. 20004-2505 202-729-5826	\$2.93 million	NA	Carlyle Holdings I LP	2007	NA
18	<b>Robinson &amp; Lukens Inc.</b> ⑮ NA	1319 Vincent Place McLean, Va. 22101 703-848-9898	\$2.85 million	\$2.59 million	None	2002	Colin Atkins, President
19	<b>Navy Federal Brokerage Services LLC</b> ⑯ navyfederal.org	17851 Worldgate Drive Herndon, Va. 20171 888-842-6328	\$2.74 million	\$2.15 million	Navy Federal Credit Union	1933	Cutler Dawson, President and CEO
20	<b>ProFunds Distributors Inc.</b> ⑰ profunds.com	7501 Wisconsin Ave. Suite 1000 Bethesda, Md. 20814 240-497-6400	\$1.84 million	\$1.63 million	ProFund Advisors LLC	1997	Michael Sapor, CEO
21	<b>Mason Securities Inc.</b> ⑳ masoncompanies.com	11130 Sunrise Valley Drive Suite 200 Reston, Va. 20191 703-716-6000	\$1.58 million	\$1.4 million	Mason International Inc.	1982	William Mason, CEO
22	<b>LaFayette Investments Inc.</b> ⑱ lafayetteinvestments.com	7910 Woodmont Ave. Suite 905 Bethesda, Md. 20814 301-576-4320	\$1.5 million	\$1.41 million	None	1988	Lawrence Judge, President
23	<b>Ullico Investment Co. Inc.</b> ㉓ ullico.com	1625 Eye Street NW Washington, D.C. 20006 202-682-7927	\$1.24 million	\$1.17 million	Ullico Inc.	1927	Joseph R. Linehan, President
24	<b>ICMA-RC Services LLC</b> ㉔ icmarc.org	777 N. Capitol St. NE Washington, D.C. 20002 202-962-4600	\$1.13 million	NA	International City Management Association Retirement Corp.	1972	Joan McCallen, President and CEO
25	<b>Height Securities LLC</b> ㉕ heightllc.com	1775 Pennsylvania Ave. NW 11th Floor Washington, D.C. 20006 202-629-0000	\$946,000	\$1.16 million	Height Capital LLC	2009	John Akridge, Founding partner

### ► CLOSER LOOK

#### RE-RANKING THE LIST

Here's how the list would look if it were ranked by the largest percent increase in year-end capital between 2011 and 2012.

- KippsDeSanto & Co.  
242.9%
- Compass Point Research & Trading LLC  
109.1
- Johnston, Lemon & Co. Inc.  
99.2
- FTI Capital Advisors LLC  
88.7
- Navy Federal Brokerage Services LLC  
27.3
- RE Investment Corp.  
17.5
- Mason Securities Inc.  
13.1
- ProFunds Distributors Inc.  
12.8
- Robinson & Lukens Inc.  
9.9
- Calvert Investment Distributors Inc.  
9.6

Originally published on Oct. 18, 2013. Source: SNL Financial Inc. NA: Not available Research by Ann McClenahan