

# ST. LOUIS BUSINESS JOURNAL

## By the numbers: How one local investment firm grew to \$21 billion in assets



Tad Edwards, CEO of Benjamin F. Edwards & Co.

GREG EDWARDS  
Reporter, St. Louis Business Journal

Benjamin F. Edwards has opened new offices in Watkinsville, Georgia, and Jonesboro and El Dorado, Arkansas, and added 14 advisers at various offices.

Benjamin F. Edwards & Co. – the investment firm launched less than 10 years ago by Tad Edwards, the great-great-grandson of Albert Gallatin Edwards, the founder of A.G. Edwards – has grown to \$21 billion in assets under management in 26 states. Here, by year, is how it got there.

### ▶ BY THE NUMBERS

#### Benjamin F. Edwards & Co.

	ASSETS	ADVISERS	BRANCHES	ACCOUNTS
2009	\$0.8B	13	5	6,000
2010	\$3.4B	43	14	20,000
2011	\$5.3B	72	21	34,000
2012	\$7.5B	95	26	47,000
2013	\$11.6B	145	40	66,000
2014	\$14.4B	182	50	81,000
2015	\$15.3B	191	52	89,000
2016	\$18.1B	220	59	100,000
2017	\$21.4B	244	65	111,000

SOURCE: BENJAMIN F. EDWARDS & CO., AS OF OCT. 17

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