

# **FOCUS PARTNER FIRM THE COLONY GROUP CLOSES MERGER WITH JONES BARCLAY BOSTON**

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– COLONY CLOSES FIFTH STRATEGIC TRANSACTION, EXPANDING THE FIRM TO DENVER AND ADDING A PROFESSIONAL ATHLETE & ENTERTAINMENT PRACTICE –

New York, NY- January 17, 2017 – Focus Financial Partners ('Focus'), a leading partnership of independent, fiduciary wealth management firms, today announced its partner firm, The Colony Group ('Colony'), has closed a merger with Jones Barclay Boston ('JBB'), a registered investment advisory firm based in Denver, Colorado. The deal will expand Colony's practice supporting those in the professional sports and entertainment industries and allow the firm to open its first office location in the western United States.

This deal highlights the results of Colony's strategic growth initiatives, which have led to its rapid expansion since joining the Focus partnership in 2011. Through five strategic transactions since that time, Colony has added five offices and more than doubled its number of employees. Further, the deal combines two firms with similar values that constantly seek to act as diligent fiduciaries and engage and develop top talent.

JBB's co-founders, Craig Jones, Ian Barclay and Mike Boston, met while working at Price Waterhouse. In 1994, they formed Jones Barclay Boston, a holistic wealth management firm serving many high net worth individuals, including those in the sports and entertainment industries.

The merger will allow advisors from Colony and JBB to offer a broader set of investment management and financial planning capabilities to their clients, helping the team best serve its growing client base of corporate executives, professionals and entrepreneurs. JBB's eight team members will remain in the Denver, Colorado office with the firm's name changing to The Colony Group. Mr. Jones and Mr. Barclay will serve as Managing Directors of the Rocky Mountain Region and Co-Presidents of Colony Sports and

Entertainment. Mr. Boston will remain through a transition period, serving as both a consultant and an advocate for the firm before embarking on a new career.

“We are delighted to have the Jones Barclay Boston team join us,” said Michael Nathanson, Colony’s Chairman and CEO. “This merger brings key talent to our firm in a new geography, while also allowing us to launch what we believe will be a best-in-class professional athlete and entertainment practice. We also plan to use our existing capabilities and expertise to support our Denver-based colleagues as they add to our legacy of serving corporate executives, professionals, entrepreneurs, and other high net worth clients and institutions.”

“The Colony Group emerged as the obvious choice for us. Colony continues investing in the talent and technology that we believe our clients expect and deserve. I personally look forward to continuing to deliver the tailored service of a boutique advisory firm, supported by the infrastructure of a national firm,” said Craig Jones, Managing Director, Rocky Mountain Region and Co-President, Colony Sports and Entertainment.

“The two firms share common values and a commitment to growth and exceptional client service, and complement each other in their geographic expansion and service offerings,” said Rudy Adolf, CEO and Founder at Focus. “Colony has an ongoing commitment to the pursuit of excellence and is among the fastest-growing partner firms at Focus. We are happy to support firms like Colony who always look to elevate the businesses to new heights.”

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### **About Focus Financial Partners**

Focus Financial Partners is a leading partnership of independent, fiduciary wealth management firms. Focus provides unrivaled access to best practices, resources, and continuity planning for its partner firms who serve individuals, families, employers and institutions with wealth management, benefit and investment consulting services. Focus partner firms maintain their operational independence, while they benefit from the synergies, scale, economics and best practices of the market leader to achieve their business objectives. For more information about Focus Financial Partners, please visit [www.focusfinancialpartners.com](http://www.focusfinancialpartners.com).

### **About The Colony Group**

The Colony Group is an independent, fee-only, financial advisory firm with approximately \$5.5 billion in assets under management and approximately 100 employees in offices in Massachusetts, New York, Virginia, Florida, and Colorado. Founded in 1986, The Colony Group provides high-net-worth

individuals and families, corporate executives, athletes, professionals, entrepreneurs, and institutions with deep expertise that goes beyond investment management and can encompass the full suite of wealth management services, including tax, estate, retirement, and philanthropic planning, asset allocation, and cash and risk management. For more information, please visit [www.thecolonygroup.com](http://www.thecolonygroup.com).

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