

**About This Report:** The information in this report has been garnered from voluntary online submissions from agencies, brokerages and best estimates based on other public information sources. There are agencies that would be eligible for listing but for which no information was received or located. Also, submitted data was not independently verified.

*Insurance Journal* thanks all those companies who were willing to share their information. The result is a glimpse at some of the nation's top independent insurance agencies and brokerages whose business volume is primarily retail, not wholesale. The more cooperation we receive, the more accurate and comprehensive this listing can be. We aim to improve the comprehensiveness and accuracy of this report each year.



## Top 100 Privately-Held Property/Casualty Agencies

Rank	Agency Name	2005 P/C Premium	2005 Non-P/C Premium	Number of Employees	Founded	City	State	Web site
1	Strategic Independent Agents Alliance	\$4.1 billion	NR	NR	1983	Hampton	NH	www.siaa.net
2	Lockton Companies Inc.	\$2.2 billion	\$600 million	2023	1969	Kansas City	MO	www.lockton.com
3	Alliant Resources Group Inc.	\$1.1 billion	\$634.9 million	785	2000	Newport Beach	CA	www.alliantresourcesgroup.com
4	Mesirow Financial—Insurance Svcs. Div.	\$916.5 million	NR	303	1972	Chicago	IL	www.mesirowfinancial.com
5	The Leavitt Group	\$725 million	\$100 million	1100	1952	Cedar City	UT	www.leavitt.com
6	Keystone Insurers Group	\$744 million	\$121.1 million	1000	1983	Northumberland	PA	www.keystoneinsgrp.com
7	Hylant Group Inc.	\$622 million	\$441 million	625	1935	Toledo	OH	www.hylant.com
8	Keenan & Associates	\$565 million	\$355 million	670	1972	Torrance	CA	www.keenan.com
9	Insurance Office of America	\$464.8 million	\$54.2 million	296	1988	Longwood	FL	www.ioausa.com
10	The IMA Financial Group Inc.	\$458.2 million	\$100.9 million	381	1974	Wichita	KS	www.imacorp.com
11	Heffernan Group	\$444.4 million	\$141.5 million	335	1988	Walnut Creek	CA	www.heffgroup.com
12	The NIA Group LLC	\$430 million	\$441.4 million	477	1926	Paramus	NJ	www.niagroup.com
13	InterWest Insurance Service Inc.	\$404.9 million	\$54.3 million	402	1992	Sacramento	CA	www.iwins.com
14	Guaranty Insurance Services Inc.	\$360 million	\$560 million	335	1957	Austin	TX	www.insurance.guarantygroup.com
15	J. Smith Lanier & Co.	\$360 million	\$300 million	464	1868	West Point	GA	www.jsmithlanier.com
16	Woodruff-Sawyer & Co.	\$360 million	\$285 million	250	1918	San Francisco	CA	www.woodruff-sawyer.com
17	Bollinger Inc.	\$350 million	\$320 million	375	1933	Short Hills	NJ	www.bollingerinsurance.com
18	Van Gilder Insurance Corporation	\$350 million	\$120 million	275	1905	Denver	CO	www.vgic.com
19	SWBC	\$311 million	\$439 million	590	1976	San Antonio	TX	www.swbc.com
20	The Horton Group	\$300 million	\$150 million	350	1971	Orland Park	IL	www.thehortongroup.com
21	SAN Group, Inc.	\$270 million	NR			Swansey	NH	
22	Rutherford	\$268.2 million	\$139 million	261	1963	Roanoke	VA	www.rutherford.com
23	Beecher Carlson	\$266 million	\$147 million	280	1981	Atlanta	GA	www.beechercarlson.com
24	Jenkins Athens Insurance Services	\$265 million	\$210 million	240	1937	Concord	CA	www.jenkinsathens.com
25	Neace Lukens	\$260.4 million	\$325 million	354	1991	Louisville	KY	www.neacelukens.com
26	Insurors Group LLC (Group of 9 in Texas)	\$250 million	\$36 million	275	1998	Austin	TX	www.insurorsgroup.com
27	The Graham Company	\$247 million	\$1.5 million	170	1950	Philadelphia	PA	www.grahamco.com
28	The Insurance Alliance of Central PA Inc.	\$243.8 million	NR	200+	1997	Camp Hill	PA	www.tiacp.com
29	Starkweather & Shepley Inc.	\$235 million	NR	150	1879	Warwick	RI	www.starshp.com
30	McQueary Henry Bowles Troy LLC	\$230 million	\$84 million	180	1926	Dallas	TX	www.mhbt.com

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Rank	Agency Name	2005 P/C Premium	2005 Non-P/C Premium	Number of Employees	Founded	City	State	Web site
31	The Iroquois Group	\$225.2 million	NR	150	1977	Olean	NY	www.iroquoisgroup.com
32	DeWitt Stern Group	\$225 million	\$52 million	200	1899	New York	NY	www.dewittstern.com
33	Thilman Filippini	\$220 million	\$60 million	130	1980	Chicago	IL	www.tf-risk.com
34	North American Group	\$218 million	\$46.3 million	178	1959	Oklahoma City	OK	www.na-group.com
35	Scott Insurance	\$208 million	\$90 million	200	1864	Lynchburg	VA	www.scottins.com
36	Underwriters Safety & Claims Inc.	\$205 million	\$55 million	258	1941	Louisville	KY	www.uscky.com
37	Roger Bouchard Insurance Inc	\$202.9 million	\$123.1 million	230	1948	Clearwater	FL	www.bouchardinsurance.com
38	The Horton Group	\$200 million	\$190 million	350	1982	Orland Park	IL	www.thehortongroup.com
39	Higginbotham & Associates Inc.	\$197 million	\$183 million	200	1948	Fort Worth	TX	www.higginbotham.net
40	Great Florida Insurance	\$180 million	NR	200-210	1991	Stuart	FL	www.greatflorida.com
41	Lovitt-Touche Inc.	\$175 million	\$150 million	175	1950	Tucson	AZ	www.lovitt-touche.com
42	Bowen, Miclette & Britt Inc.	\$165.5 million	\$85.1 million	162	1981	Houston	TX	www.bmb-inc.com
43	Bolton & Company	\$165 million	\$90 million	140	1931	Pasadena	CA	www.boltonco.com
44	Robertson Ryan & Associates, Inc	\$163 million	\$23 million	135	1960	Milwaukee	WI	www.robertsonryan.com
45	Lawley Service Inc.	\$160.9 million	\$115.4 million	224	1955	Buffalo	NY	www.lawleyinsurance.com
46	Professional Insurance Associates	\$155 million	NR	55	1960	San Carlos	CA	www.piainc.com
47	Advanced Insurance Underwriters	\$154 million	NR	150	1976	Hollywood	FL	www.advancedins.com
48	The Daniel and Henry Co.	\$150.3 million	\$67.2 million	202 FTE	1921	St. Louis	MO	www.danielandhenry.com
49	Gateway Insurance	\$150 million	\$20 million	100	1952	Fort Lauderdale	FL	www.gatewayins.com
50	SIA of North Carolina	\$150 million	\$7 million	105	1975	Jacksonville	NC	www.siaigroup.net
51	HBA Insurance Group Inc.	\$150 million	NR	107	1932	Miami	FL	www.hbains.com
52	Dawson Companies	\$146.3 million	\$13.4 million	232	1931	Rocky River	OH	www.dawsoncompanies.com
53	Swantner & Gordon Ins. Agency LLP	\$136 million	\$23.8 million	117	1936	Corpus Christi	TX	www.s-gins.com
54	RJF Agencies Inc.	\$132.6 million	\$115 million	160	1986	Minneapolis	MN	www.rjfagencies.com
55	Hamilton Insurance Agency	\$130 million	\$75 million	60	1982	Fairfax	VA	www.hamiltoninsurance.com
56	John O. Bronson Co. Inc.	\$130 million	\$24 million	85	1888	Sacramento	CA	www.johnobronson.com
57	TIS Insurance Services Inc.	\$120 million	\$50 million	125	1945	Knoxville	TN	www.tisins.com
58	Mangin Insurance	\$120 million	\$12 million	135	1894	Sidney	NY	www.manginsurance.com
59	Westland Insurance Brokers	\$119 million	\$55 million	105	1977	San Diego	CA	www.westlandib.com
60	California Insurance Center	\$118.5 million	NR	73	1929	Lafayette	CA	www.cic-ins.com
61	Vanguard Risk Managers Inc./SANNY Inc.	\$118 million	\$1.3 million	80	1994	Marcellus	NY	www.vanguardriskmanagers.net
62	Risk Transfer Holdings Inc.	\$117 million	NR	41	2000	Orlando	FL	www.risktransferinc.com
63	Sinclair Insurance Group Inc.	\$115 million	\$130 million	65	1971	Wallingford	CT	www.sinclair-insurance.com
64	Hamilton Brewart Insurance Agency LLC	\$115 million	\$5 million	110	1976	Upland	CA	www.hamiltonbrewart.com
65	NorthWest Insurance Agency Inc.	\$115 million	\$2 million	142	1978	Santa Rosa	CA	www.nwinsure.com
66	Schiff, Kreidler-Shell Inc.	\$114 million	\$60 million	108	1876	Cincinnati	OH	www.sksins.com
67	BNC Insurance Services Inc.	\$113 million	\$26 million	129	1990	Phoenix	AZ	www.milnebc.com
68	TrueNorth Companies	\$104.7 million	\$70.7 million	203	2000	Cedar Rapids	IA	www.truenorthcompanies.com
69	Anco Insurance Managers LTD	\$102 million	\$17.4 million	120	1873	Bryan	TX	www.anco.com
70	Satellite Agency Network of N.Y.	\$102 million	NR			Canastota	NY	
71	Harden & Associates Inc.	\$97.7 million	\$128.5 million	107	1953	Jacksonville	FL	www.hardenassociates.com
72	Ag States Group	\$96 million	\$30.1 million	87	1995	St. Paul	MN	www.agstatesgroup.com
73	Universal Insurance Services Inc.	\$94.9 million	\$46.2 million	99	1982	Grand Rapids	MI	www.uis-inc.com
74	Brower Insurance Agency LLC	\$92.3 million	\$145 million	135	1935	Dayton	OH	www.browerinsurance.com
75	Cook, Hall & Hyde Inc.	\$90 million	\$80 million	125	1897	East Hampton	NY	www.chhins.com
76	Eustis Insurance Inc.	\$89.2 million	\$25 million	110	1946	New Orleans	LA	www.eustis.com
77	Lipscomb & Pitts Insurance LLC	\$89 million	\$49.7 million	100	1954	Memphis	TN	www.lpinsurance.com
78	Lyons Companies	\$89 million	\$11.5 million	70	1984	Wilmington	DE	www.lyonsinsurance.com
79	Scirocco Group & Affiliated Companies	\$88.5 million	\$11 million	75	1950	Hasbrouck Heights	NJ	www.sciroccogroup.com
80	Curley Insurance Group	\$88.3 million	\$5.6 million	52	1988	Dallas	TX	www.curleyinsurancegroup.com
81	Chapman & Associates	\$88 million	NR	35	1972	Pasadena	CA	www.chapmanins.com
82	TWFG Insurance Services	\$87 million	\$20 million	45	2000	The Woodlands	TX	www.twfg.net
83	Gregory & Appel Insurance	\$86.4 million	\$30 million	90	1884	Indianapolis	IN	www.gregoryappel.com
84	AH&T Insurance	\$83 million	\$92.3 million	110	85	Leesburg	VA	www.ahtins.com
85	Wood Gutmann & Bogart Ins. Brokers	\$83 million	\$20 million	62	1985	Tustin	CA	www.wgbib.com
86	Hudson Valley Agency Alliance	\$81 million	NR			Tuckahoe	NY	www.siaa.net

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Rank	Agency Name	2005 P/C Premium	2005 Non-P/C Premium	Number of Employees	Founded	City	State	Web site
87	Buckman-Mitchell Inc.	\$80 million	NR	80	1916	Visalia	CA	www.bminc.com
88	Senn Dunn	\$77.7 million	\$82 million	92	1927	Greensboro	NC	www.sennundunn.com
89	Meadowbrook Inc.	\$76.1 million	\$8.7 million	59	1955	Southfield	MI	www.meadowbrook.com
90	GIA Group LLC/Continental Ins. Inc.	\$76 million	\$14.2 million	28	1911	Glenwood Springs	CO	www.glenwoodinsurance.com
91	Dean & Draper Insurance Agency L.P.	\$75 million	\$23 million	75	1980	Houston	TX	www.deandraper.com
92	The Rule Group	\$75 million	\$15 million	58	1907	Pasadena	CA	www.therulegroup.com
93	Insurance Marketing Agencies, Inc.	\$75 million	\$10 million	58	1924	Worcester	MA	www.imaagency.com
94	SAN of Tampa Bay	\$74.6 million	\$396,115	5	1996	St. Petersburg	FL	www.siaa.net
95	Matsen Insurance Brokers	\$74 million	\$4 million	49	1946	Santa Rosa	CA	www.matsen.com
96	The Gleason Agency Inc.	\$74 million	NR	58	1924	Johnstown	PA	www.gleasoninc.com
97	Potomac Insurance Network	\$74 million	NR			Washington	DC	www.pinsiaa.com
98	John M. Glover Agency	\$73 million	\$3.5 million	150	1916	Norwalk	CT	www.johnmglover.com
99	Cline Wood Agency Inc.	\$73 million	NR	57	1984	Leawood	KS	www.clinewood.com
100	Lanier Upshaw Inc.	\$72 million	\$68 million	86	1941	Lakeland	FL	www.lanierupshaw.com

### Selected Publicly Traded P/C Brokers 2005 Total Revenue (in millions)

Marsh & McLennan Co. Inc.	\$11,652.0
Aon Corp.	\$9,837.0
Willis Group Holdings	\$2,267.0
Arthur J. Gallagher & Co.	\$1,483.9
Brown & Brown Inc.	\$785.8
Hilb Rogal & Hobbs Co.	\$673.8
USI Holdings Corp.	\$508.2
Hub International Ltd.	\$422.5

Source: LMC Capital LLC

## Top 20 Public and Bank Owned Insurance Agencies

Rank	Company	2005 P/C Premium	2005 Non-P/C Premium	Ownership	Number of Employees	Founded	City	State	Web site
1	Acordia Inc.	\$8.5 billion	NR	Bank	4,500	1989	Chicago	IL	www.acordia.com
2	Brown & Brown Inc.	\$5.3 billion	\$2.2 billion	Public	4,540	1939	Daytona Beach	FL	www.bbinsurancejournal.com
3	BB&T Insurance Services	\$5.2 billion	\$1.8 billion	Public	3,777	1922	Raleigh	NC	www.bbt.com
4	HUB International Limited	\$5 billion	\$1 billion	Public	3,200	1998	Chicago	IL	www.hubinternational.com
5	Hilb Rogal & Hobbs	\$4.7 billion	\$2.6 billion	Public	3,600	1982	Glen Allen	VA	www.hrh.com
6	USI Holdings Corp.	\$4.6 billion	NR	Public	3,000	1994	Briarcliff Manor	NY	www.usi.biz
7	Commerce Insurance Services	\$1.6 billion	NR	Bank	1,800	1972	Webster	MA	www.commerceinsurance.com
8	ABD Insurance and Financial Svcs.	\$722 million	\$1.5 billion	Public	850	1946	Redwood City	CA	www.cybersure.com
9	UnionBanc Insurance Services	\$600 million	\$225 million	Bank	415	2001	San Diego	CA	www.uboc.com
10	TD Banknorth Insurance Agency Inc.	\$519.2 million	\$3.5 million	Bank	458	NR	South Portland	ME	www.tdbanknorth.com
11	Allied North America	\$471 million	\$77 million	Public	362	1979	Jericho	NY	www.alliedna.com
12	Guaranty Insurance Services Inc.	\$430.4 million	\$166.7 million	Public	350	1957	Austin	TX	www.insurance.guarantygroup.com
13	BancorpSouth Insurance	\$400 million	\$110 million	Bank	350	1905	Gulfport	MS	www.stewartsneedhewes.com
14	Eastern Insurance Group LLC	\$220 million	\$52 million	Bank	245	1935	Natick	MA	www.easterninsurance.com
15	Webster Insurance	\$208 million	\$247.2 million	Bank	220	NR	Wallingford	CT	www.websteronline.com
16	Paychex Agency Inc.	\$201 million	\$129 million	Public	240	1997	Rochester	NY	www.paychex.com
17	CBIZ Insurance Services Inc.	\$172 million	\$300 million	Public	150	1996	Cleveland	OH	www.cbiz.com
18	First Insurance Group	\$155 million	\$85 million	Bank	165	1916	Omaha	NE	N/A
19	Bankers Insurance LLC	\$101.2 million	\$50.4 million	Bank	148	1999	Richmond	VA	www.bankersinsurance.net
20	Brown & Brown Empire State	\$99 million	\$68 million	Public	93	1905	Syracuse	NY	www.bbempirestate.com

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