



## Top 100 Privately-Held Property/Casualty Agencies

Ranked by Total 2009 P/C Premium Written

2010 Rank	Agency Name	2009 P/C Premium Written	2008 P/C Premium	% Premium Change	2009 Other than P/C Premium	2009 P/C Revenue	2010 Rank by Revenue	No. of Employees	Main Office	Web site
1	Lockton Cos.	\$8.74 billion	\$8.40 billion	4.00%	\$65.47 billion	\$600.20 million	1	3,880	Kansas City, Mo.	www.lockton.com
2	HUB International Ltd.*	\$4.31 billion			\$2.47 billion	\$496.00 million	2	4,510	Chicago, Ill.	www.hubinternational.com
3	USI Holdings Corp.	\$2.48 billion	\$2.47 billion	0.32%	\$5.00 billion	\$296.00 million	3	2,822	Briarcliff Manor, N.Y.	www.usi.biz
4	Alliant Insurance Services Inc.	\$1.67 billion	\$1.21 billion	38.11%	\$1.60 billion	\$225.21 million	5	1,131	Newport Beach, Calif.	www.alliantinsurance.com
5	Keystone Insurers Group*	\$1.43 billion	\$1.03 billion	38.28%	\$185.30 million	\$171.10 million	6	2,020	Northumberland, Pa.	www.keystoneinsgrp.com
6	The ISU Group*	\$1.20 billion	\$1.17 billion	2.41%	\$200.00 million	\$161.00 million	7	1,100	San Francisco, Calif.	www.isugroup.com
7	Leavitt Group Enterprises Inc.	\$1.17 billion	\$1.14 billion	2.50%	\$786.00 million	\$152.76 million	8	1,272	Cedar City, Utah	www.leavitt.com
8	SWBC	\$717.60 million	\$645.32 million	11.20%	\$140.81 million	\$249.98 million	4	1,330	San Antonio, Texas	www.swbc.com
9	Beecher Carlson Holdings Inc.	\$714.62 million	\$840.00 million	-14.93%	\$134.68 million	\$73.53 million	11	485	Atlanta, Ga.	www.beechercarlson.com
10	Insurance Office of America Inc.	\$667.27 million	\$667.27 million	0.00%	\$108.53 million	\$66.73 million	15	555	Longwood, Fla.	www.ioausa.com
11	Hylant Group	\$662.36 million	\$694.00 million	-4.56%	\$327.34 million	\$67.57 million	14	620	Toledo, Ohio	www.hylant.com
12	IMA Financial Group Inc.*	\$635.36 million	\$661.12 million	-3.90%	\$244.64 million	\$53.70 million	21	458	Wichita, Kan.	www.imacorp.com
13	J. Smith Lanier & Co.	\$583.00 million	\$700.28 million	-16.75%	\$422.00 million	\$68.83 million	12	600	West Point, Ga.	www.jsmithlanier.com
14	Bollinger Inc.	\$455.00 million	\$470.00 million	-3.19%	\$390.00 million	\$94.34 million	9	430	Short Hills, N.J.	www.bollingerinsurance.com
15	INSURICA Insurance Management Network	\$450.00 million	\$367.46 million	22.46%	\$69.00 million	\$43.46 million	26	231	Oklahoma City, Okla.	www.insurica.com
16	Heffner Insurance Brokers	\$448.76 million	\$489.13 million	-8.25%	\$122.02 million	\$60.32 million	16	397	Walnut Creek, Calif.	www.heffgroup.com
17	Mesirow Insurance Services Inc.*	\$447.15 million	\$450.81 million	-0.81%	\$1.01 billion	\$55.08 million	18	315	Chicago, Ill.	www.mesirowfinancial.com
18	Moreton & Co.	\$426.50 million	\$240.31 million	77.48%	\$180.00 million	\$25.50 million	48	170	Salt Lake City, Utah	www.moreton.com
19	Combined Agents of America LLC*	\$411.34 million	\$386.09 million	6.54%		\$54.63 million	19	614	Austin, Texas	www.combinedagents.com
20	Renaissance Insurance Group	\$405.00 million	\$352.00 million	15.06%	\$150,000	\$68.00 million	13	73	Wellesley, Mass.	www.renaissanceins.com
21	Satellite Agency Network Group Inc. (SAN Group)*	\$395.84 million	\$364.13 million	8.71%		\$51.76 million	22	45	Hampton, N.H.	www.sangroup.com
22	Capacity Group of Cos.	\$375.00 million	\$314.10 million	19.39%	\$120.00 million	\$54.00 million	20	218	Mahwah N.J.	www.capcoverage.com
23	Iroquois Group Inc.*	\$356.00 million	\$308.64 million	15.34%		\$12.00 million	87	150	Olean, N.Y.	www.iroquoisgroup.com
24	AAA Insurance Agency	\$352.99 million			\$16.30 million	\$46.26 million	23	521	Tampa, Fla.	www.aaa.com
25	Woodruff-Sawyer & Co.*	\$342.80 million	\$375.00 million	-8.59%	\$387.50 million	\$43.50 million	25	262	San Francisco, Calif.	www.wsandco.com
26	Marshall & Sterling Enterprises Inc.	\$342.00 million	\$321.82 million	6.27%	\$77.00 million	\$45.00 million	24	340	Poughkeepsie, N.Y.	www.marshallsterling.com
27	Neace Lukens Holding Co.*	\$339.10 million	\$355.21 million	-4.54%	\$672.37 million	\$58.57 million	17	516	Louisville, Ky.	www.neaclukens.com
28	Frenkel & Co. Inc.*	\$302.46 million	\$295.69 million	2.29%	\$562.21 million	\$27.56 million	42	235	New York, N.Y.	www.frenkel.com
29	GreatFlorida Insurance Worldwide Insurance	\$286.00 million	\$277.00 million	3.25%	\$2.00 million	\$34.32 million	33	250	Stuart, Fla.	www.greatflorida.com
30	Network Inc. d/b/a Smart Choice Agents Program*	\$285.22 million	\$320.00 million	-10.87%	\$1.30 million	\$55.51 million	32	43	High Point, N.C.	www.smartchoiceagents.com
31	Insurors Group LLC*	\$281.56 million	\$298.93 million	-5.81%	\$97.38 million	\$41.80 million	29	230	College Station, Texas	www.insurorsgroup.com
32	Assurance Agency Ltd.	\$280.00 million	\$283.23 million	-1.14%	\$135.00 million	\$29.32 million	40	203	Schaumburg, Ill.	www.assuranceagency.com
33	Barney & Barney LLC	\$277.00 million	\$263.00 million	5.32%	\$1.10 billion	\$36.61 million	31	355	San Diego, Calif.	www.barneyandbarney.com
34	InterWest Insurance Services Inc.	\$276.66 million	\$318.84 million	-13.23%	\$97.22 million	\$30.23 million	37	275	Sacramento, Calif.	www.iwins.com
35	Confie Seguros Holdings Co.	\$275.00 million	\$250.00 million	10.00%		\$82.00 million	10	750	New York, N.Y.	www.confieseguros.com
36	Turner Surety and Insurance Brokerage Inc.	\$267.80 million	\$256.87 million	4.26%		\$6.80 million	NR	21	Woodcliff Lake, N.J.	www.tsibinc.com
37	Houchens Insurance Group	\$265.50 million	\$255.00 million	4.12%	\$18.25 million	\$26.55 million	46	189	Bowling Green, Ky.	www.houchensins.com
New 38	EPIC Insurance Brokers	\$261.38 million			\$357.00 million	\$33.69 million	35	296	San Mateo, Calif.	www.edgewoodins.com
39	Higginbotham & Associates	\$260.22 million	\$228.82 million	13.72%	\$417.00 million	\$27.49 million	44	372	Fort Worth, Texas	www.higginbotham.net
40	The Horton Group	\$258.28 million	\$249.71 million	3.44%	\$269.73 million	\$30.03 million	38	309	Orland Park, Ill.	www.thehortongroup.com
41	McQueary Henry Bowles Troy LLP	\$255.00 million	\$250.00 million	2.00%	\$220.00 million	\$27.51 million	43	200	Dallas, Texas	www.mhbt.com
42	United Valley Insurance Services Inc.*	\$246.30 million	\$269.33 million	-8.55%		\$43.13 million	27	85	Fresno, Calif.	www.unitedvalley.com
43	SullivanCurtisMonroe*	\$238.00 million	\$238.00 million	0.00%	\$72.00 million	\$23.00 million	53	185	Irvine, Calif.	www.sullivancurtismonroe.com
44	The Graham Co.*	\$221.23 million	\$211.32 million	4.69%	\$17.65 million	\$33.73 million	34	144	Philadelphia, Pa.	www.grahamco.com
45	The Insurance Alliance of Central Pa. Inc.*	\$219.96 million	\$226.46 million	-2.87%		\$26.09 million	47	255	Camp Hill, Pa.	www.tiacp.com
46	Propel Insurance	\$212.70 million	\$185.00 million	14.97%	\$257.00 million	\$32.70 million	36	243	Tacoma, Wash.	www.propelinsurance.com
47	The Mahoney Group	\$212.27 million	\$221.46 million	-4.15%	\$130.57 million	\$39.38 million	30	248	Mesa, Ariz.	www.mahoneygroup.com
48	Bowen, Miellette & Britt Inc.	\$199.87 million	\$221.67 million	-9.83%	\$140.45 million	\$25.34 million	49	189	Houston, Texas	www.bmbinc.com
49	Starkweather & Shepley Insurance Brokerage Inc.	\$191.00 million	\$275.00 million	-30.55%	\$125.00 million	\$29.65 million	39	180	East Providence, R.I.	www.starshp.com
50	United Agencies Inc.*	\$189.00 million	\$195.00 million	-3.08%	\$65.00 million	\$42.00 million	28	267	Pasadena, Calif.	www.unitedagencies.com
New 51	Acisure	\$186.27 million			\$253,896	\$22.18 million	54	207	Caledonia, Mich.	www.acisure.com
New 52	SIA Group*	\$184.18 million			\$19.52 million	\$24.36 million	51	107	Jacksonville, N.C.	www.siaigroup.net

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53	Professional Insurance Associates Inc.	\$181.00 million	\$175.00 million	3.43%		\$25.00 million	50	50	San Carlos, Calif.	www.piainc.com
54	Lawley Service Inc.*	\$180.67 million	\$177.48 million	1.79%	\$255.29 million	\$27.86 million	41	290	Buffalo, N.Y.	www.lawleyinsurance.com
55	Lovitt-Touche Inc.*	\$179.57 million	\$165.41 million	8.56%	\$147.90 million	\$15.65 million	71	182	Tucson, Ariz.	www.lovitt-touche.com
56	Bainswest Inc.*	\$177.96 million	\$197.19 million	-9.75%	\$74.37 million	\$20.83 million	57	241	Tulsa, Okla.	www.bainswest.com
57	Dawson Cos.	\$175.36 million	\$166.42 million	5.37%	\$46.35 million	\$16.12 million	68	180	Cleveland, Ohio	www.dawsoncompanies.com
58	Robertson Ryan & Associates Inc.	\$175.00 million	\$175.00 million	0.00%	\$40.00 million	\$23.99 million	52	183	Milwaukee, Wisc.	www.robertsonryan.com
59	Advanced Insurance Underwriters LLC	\$175.00 million	\$212.00 million	-17.45%	\$4.65 million	\$20.13 million	58	175	Hollywood, Fla.	www.advancedins.com
60	Haylor, Freyer & Coon Inc.*	\$170.00 million	\$250.00 million	-32.00%	\$70.00 million	\$26.60 million	45	210	Syracuse, N.Y.	www.haylor.com
61	Bouchard Insurance	\$165.00 million	\$178.23 million	-7.42%	\$140.00 million	\$19.50 million	59	197	Clearwater, Fla.	www.bouchardinsurance.com
62	Ag States Group	\$162.72 million	\$129.36 million	25.78%	\$24.57 million	\$18.94 million	60	114	St. Paul, Minn.	www.agstatesgroup.com
63	Seitlin Insurance Agency	\$162.00 million	\$212.00 million	-23.58%	\$150.00 million	\$13.66 million	78	130	Miami, Fla.	www.seitlin.com
64	Sihle Insurance Group Inc.	\$160.00 million	\$175.50 million	-8.83%	\$15.00 million	\$18.00 million	61	130	Altamonte Springs, Fla.	www.sihle.com
65	Gowrie Group (Gowrie Barden & Brett Inc.)	\$158.89 million	\$141.84 million	12.02%	\$36.25 million	\$15.68 million	70	125	Westbrook, Conn.	www.gowrie.com
New 66	Lapre Scali & Co. Insurance Services	\$154.00 million			\$55.00 million	\$16.10 million	69	150	Scottsdale, Ariz.	www.laprescali.com
67	TWIW Insurance Services LLC	\$149.18 million	\$166.73 million	-10.53%	\$75.47 million	\$20.92 million	56	168	Ventura, Calif.	www.twiw.com
68	Eustis Insurance & Benefits	\$145.25 million	\$118.64 million	22.43%	\$18.76 million	\$15.36 million	72	106	New Orleans, La.	www.eusits.com
69	TrueNorth	\$143.02 million	\$121.43 million	17.78%	\$107.96 million	\$17.71 million	62	163	Cedar Rapids, Iowa	www.truenorthcompanies.com
70	TWFG Insurance Services	\$133.05 million	\$122.29 million	8.79%	\$3.06 million	\$17.16 million	64	44	The Woodlands, Texas	www.twfg.com
New 71	Momentous Insurance Brokerage Inc.	\$133.00 million			\$47.00 million	\$22.00 million	55	115	Van Nuys, Calif.	www.momentousins.com
72	RJF Agencies	\$131.60 million	\$131.35 million	0.19%	\$248.03 million	\$16.74 million	67	149	Minneapolis, Minn.	www.rjfagencies.com
73	Swantner and Gordon Insurance Agency LLP	\$129.04 million	\$135.29 million	-4.62%	\$55.78 million	\$13.63 million	79	114	Corpus Christi, Texas	www.s-gins.com
74	HNI	\$125.00 million			\$15.00 million	\$12.50 million	82	85	New Berlin, Wisc.	www.hni.com
75	The Daniel and Henry Co.	\$122.58 million	\$125.64 million	-2.44%	\$88.08 million	\$16.84 million	66	193	St. Louis, Mo.	www.danielandhenry.com
New 76	Millennium Corporate Solutions	\$120.00 million			\$30.00 million	\$9.00 million	NR	75	Irvine, Calif.	www.mcsins.com
77	Brower Insurance Agency LLC*	\$118.00 million	\$94.32 million	25.11%	\$210.00 million	\$14.90 million	75	164	Dayton, Ohio	www.browerinsurance.com
78	MJ Insurance Inc.*	\$117.10 million	\$111.73 million	4.81%	\$289.21 million	\$14.90 million	76	123	Indianapolis, Ind.	www.mjinsurance.com
79	Scirocco Group & Affiliated Cos.	\$115.00 million	\$110.00 million	4.55%	\$40.00 million	\$17.20 million	63	110	Hasbrouck Heights, N.J.	www.sciroccogroup.com
80	SilverStone Group Inc.	\$112.64 million			\$925.57 million	\$10.85 million	96	186	Omaha, Neb.	www.silverstonegroup.com
81	Insgroup Inc.	\$110.00 million	\$110.00 million	0.00%	\$6.50 million	\$12.50 million	83	71	Houston, Texas	www.insgroup.net
82	Harden	\$107.45 million	\$110.48 million	-2.74%	\$258.82 million	\$10.92 million	95	121	Jacksonville, Fla.	www.hardeninsight.com
83	Schiff, Kreidler-Shell Inc.*	\$107.20 million	\$113.50 million	-5.55%	\$54.62 million	\$16.86 million	65	110	Cincinnati, Ohio	www.sksins.com
New 84	North Florida Agents Network*	\$103.60 million			\$998,305	\$7.80 million	NR	7	Tallahassee, Fla.	www.nfan.us
New 85	M3 Insurance Solutions Inc.	\$103.45 million				\$11.18 million	92	173	Madison, Wisc.	www.m3ins.com
New 86	AssureAlliance Inc.*	\$100.00 million			\$1.00 million	\$1.50 million	NR	20	Spartanburg, S.C.	www.assurealliance.com
87	AH&T Insurance	\$97.89 million	\$92.44 million	5.89%	\$118.54 million	\$12.46 million	84	124	Leesburg, Va.	www.ahtins.com
New 88	Agency / SAN of Tampa Bay*	\$95.97 million			\$365,238	\$11.47 million	90	38	St. Petersburg, Fla.	www.comegys.com
89	Senn Dunn	\$94.32 million	\$103.58 million	-8.93%	\$85.61 million	\$11.83 million	88	138	Greensboro, N.C.	www.senndunn.com
90	Agents Helping Agents*	\$94.00 million	\$86.00 million	9.30%	\$10.00 million	\$15.00 million	74	27	Louisville, Ky.	www.agentshelpingagents.com
91	John M. Glover Agency	\$93.65 million	\$93.26 million	0.43%	\$11.84 million	\$15.03 million	73	135	Norwalk, Conn.	www.johnmglover.com
New 92	Celedinas Insurance Group	\$92.38 million			\$613,251	\$12.28 million	86	115	Palm Beach Gardens, Fla.	www.celedinas.com
93	The Advantage Group*	\$91.42 million	\$93.42 million	-2.14%	\$4.70 million	\$12.34 million	85	108	Edmonds, Wash.	www.theadvantagegroup.us
94	Anco Insurance Managers Ltd.	\$90.20 million	\$93.43 million	-3.46%	\$34.34 million	\$13.45 million	80	103	Bryan, Texas	www.anco.com
95	Hamilton Brewart Insurance Agency GIA Group LLC/	\$90.00 million	\$110.00 million	-18.18%	\$5.00 million	\$8.00 million	NR	65	Upland, Calif.	www.hamiltonbrewart.com
96	Continental Insurance Agency Alliance Inc.*	\$89.08 million	\$108.83 million	-18.15%	\$19.94 million	\$11.56 million	89	32	Glenwood Springs, Colo.	www.glenwoodinsurance.com
New 97	American Auto Club Insurance Agency*	\$88.84 million			\$11.10 million	\$12.86 million	81	121	Charlotte, N.C.	www.aacarolinas.com/insurance
New 98	SouthGroup Insurance	\$88.51 million			\$21.33 million	\$10.98 million	94	152	Ridgeland, Miss.	www.southgroup.net
99	Otterstedt Agency	\$85.60 million	\$90.93 million	-5.87%	\$14.73 million	\$11.18 million	91	103	Englewood Cliffs, N.J.	www.otterstedt.com
100	TIS Insurance Services Inc.	\$82.62 million	\$104.58 million	-21.00%	\$78.21 million	\$14.63 million	77	121	Knoxville, Tenn.	www.tisins.com

\* = Identified as having an affiliation with an independent network or cluster group. Employee count for these groups does not necessarily include all affiliates responsible for total premium written.

Honorable Mentions: Five agencies - Brightway Insurance, Chicagoland SLA, John O. Bronson Co. Inc., Midwest Insurance Agency Alliance Inc. and The Buckner Co. - ranked in the Top 100 by 2009 revenue but not in the Top 100 by 2009 P/C premium. NR = not ranked.

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