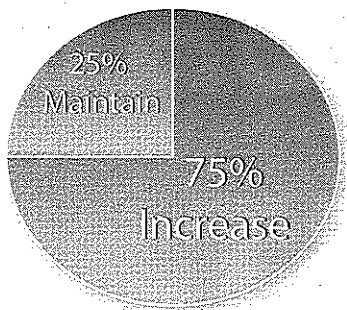


THE LIST

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LOOKING TO HIRE:

80 percent of the companies on this list told us they are hiring in the next 6-12 months. Most are planning to increase staff.



NOTES

Data provided by the firms and not subject to verification. DND—Did not disclose.

LTC—long term care, D&O—directors and officers, TPA—third party administration.

It is not the intention of this list to endorse the participants nor to imply that a firm's size or numerical rank indicates its quality of service. We reserve the right to edit entries or delete categories for space considerations.

COMING UP: FUTURE LISTS

Physical therapy facilities, June 7

Mortgage bankers and brokers, June 14

Trucking and logistic companies, June 21

Insurance agencies

Ranked by premium volume

RANK	PHONE WEBSITE	2012 WNY PREMIUM/ TOTAL PREMIUM	LICENSED BROKERS/ WNY EMPLOYEES/ AGENCY WIDE	PRODUCTS OFFERED	CEO/ YEAR FOUNDED IN WNY
1	849-8616 lawleyinsurance.com	\$607 million \$756 million	50 258 311	Commercial and personal insurance, employee benefits, risk management, professional liability, bonds	William Lawley Jr. Christopher Ross Michael Lawley 1955
2	635-6800 empirefinancialpartners.com	\$540 million \$540 million	46 62 142	Life insurance, annuities, long term care, retirement plans, business insurance, executive compensation plans	Robert Burgio rburgio@jhnnetwork.com 1907
3	651-4240 mtb.com	\$370 million \$420 million	74 74 122	Commercial, personal, group, surety, captives, life, claims management, loss control, FSA and HSA, risk management	John Rumschik jrumschik@mtb.com 1955
4	819-5500 fnfg.com/insurance	\$188 million \$742 million	15 131 381	Commercial, personal, benefits, surety, claims management	Michael Bonetto 1910
5	634-7070 emsinsurance.com	\$155 million \$175 million	45 89 89	Employee group benefits, 401k retirement plans, investments, commercial and personal insurance	Brad Stahlka bstahlka@emsinsurance.com 1995
6	856-3065 lovullo.com	\$133 million \$133 million	25 90 96	Property, casualty, commercial transportation and personal lines	Leonard LoVullo len@lovullo.com 1949
7	995-5620 bbbuffalo.com	\$130 million \$11 billion	6 20 6,500	Property and casualty products and group benefits	Jason Mull jmull@bbbuffalo.com 2004
7	853-3820 walshins.com	\$130 million \$130 million	16 70 70	Commercial and personal PC insurance, surety, employee benefits and life	John Walsh III jnwals3@walshins.com 1860
9	549-3500 cfsinsurance.com	\$101 million \$101 million	DND 84 84	Personal lines insurance, commercial lines insurance, employee benefits, financial services	Robert Miller Jr. brmiller@evansagencyins.com 1985
10	688-8888 vannerinsurance.com	\$82 million \$82 million	12 48 48	Commercial and personal lines, employee benefits, surety, life, risk management	Ralph Vanner Jr. tvanner@vannerinsuramce.com 1967
11	684-6000 niagaranational.com	\$49 million \$65 million	14 31 32	Commercial, personal, medical, life, health, bonds	John Schwab jschwab@niagaranational.com 1951
11	856-8220 russellbond.com	\$49 million \$49 million	DND 46 53	Wholesalers/MGA of standard, specialty and excess and surplus lines	Kurt Bingeman kbingeman@russellbond.com 1950
13	632-6118 uiaai.com	\$30 million \$33 million	15 31 31	Personal and commercial property casualty, life insurance and other financial services	David Gelia, david@uiaai.com Edward Gelia Jr., ed@uiaai.com 1890
14	675-2100 walshjones.com	\$29 million \$29 million	6 13 13	Business and personal insurance, employee benefits, captives and self-insurance	Julius Aebly Jr. julius@walshjones.com 1913
15	633-1818 consolidatedagents.com	\$28 million \$28 million	25 3 35	Auto, home, business, financial	Carl Maranto cmaranto@consolidatedagents.com 1983
16	631-8800 briceland.com	\$25 million DND	7 15 DND	All lines of commercial and personal insurance	Robert Briceland bob@briceland.com 1969
17	633-9860 AAA.com	\$18 million \$18 million	20 30 30	Personal insurance products, automobile, property and life	David Weber dweber@nyaaa.com 2006
18	688-8161 bene-care.com	\$15 million \$90 million	7 7 43	Medical, dental, life, commercial, workers' compensation, disability, cafeteria plans, payroll	Jonelle Marchese jmarshese@bene-care.com 2005
19	675-3800 auricchioinsurance.com	\$9 million \$9 million	7 7 7	Property, liability, auto, home, health, life, disability and workers' compensation	Michael Auricchio Jr. mdauricchio@auricchioinsurance.com 1976
20	662-6166 wolfagency.com	\$7 million \$7 million	4 10 10	Property, liability, workers' compensation, disability, life, long-term care	Raymon Caputo rayc@wolfagency.com 1925
20	886-6600 clausinsurance.com	\$7 million \$7 million	3 11 11	Professional liability, commercial, personal and life	Eric Clauss eclauss@clausinsurance.com 1919
22	634-1212 mosesinsurance.com	\$6.45 million \$6.45 million	10 9 9	Auto, Home, life, classic auto, business and professional liability, auto garages	Robert Moses rmoses@mosesinsurance.com 1955
23	648-2220 overdorffinsurance.com	\$4 million \$4.2 million	6 10 10	Property casualty/commercial and personal insurance, bonds, life/finance specialty	Theodore Overdorff ted@overdorffinsurance.com 1986

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