

# BUSINESS INSURANCE<sup>®</sup>

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## SPECIAL REPORT

### 100 LARGEST BROKERS OF U.S. BUSINESS\*

Ranked by 2016 brokerage revenue generated by U.S.-based clients

51-100

2017 rank	2016 rank	Company	2016 U.S. brokerage revenue	% increase (decrease)
51	56	Propel Insurance	\$70,844,000	14.1%
52	55	Marshall & Sterling Enterprises Inc. <sup>1</sup>	\$70,591,449	10.6%
53	59	Horton Group Inc. <sup>1</sup>	\$65,408,104	9.7%
<b>54</b>	<b>57</b>	<b>Lawley<sup>1</sup></b>	<b>\$65,162,058</b>	<b>5.2%</b>
55	63	TrueNorth Cos. L.L.C. <sup>1</sup>	\$63,777,000	20.9%**
56	60	Houchens Insurance Group <sup>1,6</sup>	\$62,774,780	7.8%
57	58	Huntington Insurance Inc.	\$59,290,110	(1.4%)
58	54	Key Insurance & Benefits Services Inc. <sup>7</sup>	\$59,139,783	(9.4%)
59	68	Towne Insurance Agency L.L.C.	\$54,228,923	14.6%
60	66	M3 Insurance Solutions Inc.	\$54,228,830	8.4%
61	76	ABD Insurance & Financial Services Inc.	\$52,241,938	21.8%
62	64	William A. Graham Co., dba The Graham Co.	\$52,137,792	2.6%
63	61	Sterling & Sterling L.L.C., dba SterlingRisk	\$51,456,000	(2.3%)
64	67	James A. Scott & Son Inc., dba Scott Insurance	\$51,103,000	2.9%
65	62	Bowen, Milette & Britt Inc.	\$50,611,066	(3.7%)
66	69	LMC Insurance & Risk Management Inc. <sup>1</sup>	\$50,269,372	6.4%
67	73	Parker, Smith & Feek Inc.	\$49,904,000	11.1%
68	72	Starkweather & Shepley Insurance Brokerage Inc.	\$49,592,000	9.6%
69	65	Frost Insurance Agency Inc.	\$48,477,224	(3.4%)
70	70	Poms & Associates Insurance Brokers Inc.	\$47,215,000	2.3%
71	71	Riggs, Counselman, Michaels & Downes Inc.	\$46,833,209	3.0%
72	75	Moreton & Co.	\$46,529,000	7.4%
73	78	Bolton & Co.	\$45,353,147	8.2%
74	79	M&T Insurance Agency Inc.	\$44,760,000	14.2%
75	74	The Mahoney Group	\$41,979,934	(3.5%)
76	82	Gowrie Group <sup>1</sup>	\$40,990,950	13.9%
77	81	Bouchard Insurance Inc., dba Roger Bouchard Insurance Inc.	\$40,331,910	10.6%
78	NR	Professional Insurance Associates Inc.	\$40,000,000	N/A
79	80	Robertson Ryan & Associates Inc.	\$38,698,598	5.0%
80	87	Lovitt & Touche Inc. <sup>1</sup>	\$36,921,430	14.2%
81	105	Baldwin Risk Partners <sup>1</sup>	\$36,453,898	49.7%
82	85	Armfield, Harrison & Thomas Inc., dba AHT Insurance	\$36,389,118	8.1%
83	84	James G. Parker Insurance Associates <sup>4</sup>	\$35,800,000	3.5%
84	83	Charles L. Crane Agency Co.	\$35,088,000	0.2%
85	98	PacWest Alliance Insurance Services Inc.	\$34,517,760	27.0%
86	93	Ansay & Associates L.L.C. <sup>1</sup>	\$34,488,898	16.9%
87	86	The Loomis Co.	\$33,418,000	3.3%
88	90	Tolman & Wiker Insurance Services L.L.C.	\$33,141,582	7.3%
89	88	SullivanCurtisMonroe Insurance Services L.L.C.	\$32,940,000	2.6%
90	97	R&R Insurance Services Inc. <sup>1</sup>	\$31,600,000	12.1%
91	NR	Sterling Seacrest Partners Inc. <sup>1</sup>	\$31,555,000	N/A
92	NR	People's United Insurance Agency Inc.	\$31,431,000	7.6%
93	89	Haylor, Freyer & Coon Inc. <sup>8</sup>	\$30,816,432	(0.9%)
94	96	MJ Insurance Inc. <sup>8</sup>	\$29,901,423	3.3%
95	92	PSA Financial Services Inc. <sup>1,2</sup>	\$29,667,702	0.4%
96	94	Tompkins Insurance Agencies Inc.	\$29,295,000	1.8%**
97	95	Rich & Cartmill Inc.	\$29,197,164	(0.4%)
98	100	Shepherd Insurance L.L.C. <sup>1</sup>	\$28,447,325	7.8%
99	101	Kapnick Insurance Group	\$28,032,000	7.3%
100	91	Underwriters Safety & Claims Inc., dba The Underwriters Group	\$27,835,830	(7.6%)

\*Companies that derive more than 49% of their gross revenue from personal lines are not ranked; \*\*2015 restated; NR = Not ranked in 2016; N/A = Not available.

<sup>1</sup>Reported U.S. acquisitions in 2016; <sup>2</sup>Fiscal year ending April 30; <sup>3</sup>British pound = \$1.2337; <sup>4</sup>Fiscal year ending May 31; <sup>5</sup>British pound = \$1.3015; <sup>6</sup>Fiscal year ending Sept. 30; <sup>7</sup>Formerly First Niagara Risk Management Inc.; <sup>8</sup>Fiscal year ending Aug. 31. Source: BI survey

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