



# Insurance Journal's 2018 Top 100 Property/Casualty Agencies

Ranked by 2017 Total P/C Revenue

2018 Rank	Last Year	Agency Name	2017 Total P/C Revenue	2017 Total Other than P/C Revenue	2017 Total P/C Premiums Written	2017 Other than P/C Premium	No. of Employees	Main Office
1	1	HUB International	\$1,357,083,000	\$500,869,000	\$10,036,095,000	\$3,704,101,000	10,190	Chicago, Ill.
2	2	Lockton Companies	\$1,073,929,000	\$490,360,000	\$8,050,353,000	\$21,435,000,000	7,000	Kansas City, Mo.
3	3	Alliant Insurance Services Inc.	\$782,577,900	\$309,565,154	\$5,484,433,677	\$7,517,254,353	3,032	Newport Beach, Calif.
4	7	Acrisure LLC	\$747,628,431	\$290,192,296	\$7,030,450,753	\$5,276,223,564	4,388	Caledonia, Mich.
5	5	AssuredPartners Inc.	\$610,969,843	\$416,220,690	\$4,290,986,340	\$7,996,853,699	5,100	Lake Mary, Fla.
6	4	USI Insurance Services	\$600,917,117	\$489,305,709	\$4,970,675,196	\$8,831,432,687	7,155	Valhalla, N.Y.
7	6	Confie	\$515,600,000	N/A	\$1,654,500,000	N/A	4,500	Huntington Beach, Calif.
8	8	BroadStreet Partners Inc.	\$471,154,000	\$74,891,000	\$3,688,691,000	\$1,190,217,500	2,770	Columbus, Ohio
9	new	EPIC Insurance Brokers & Consultants	\$284,767,295	\$115,150,264	\$2,000,000,000	\$1,680,000,000	1,308	San Francisco, Calif.
10	9	NFP	\$258,000,000	\$1,071,000,000	\$1,500,000,000	\$14,500,000,000	4,300	New York, N.Y.
11	11	Risk Strategies Company	\$209,710,000	\$49,500,000	\$2,650,000,000	\$985,000,000	1,075	Boston, Mass.
12	10	Integro Insurance Brokers	\$183,357,000	\$91,784,000	\$3,959,000,000	\$2,110,000,000	1,118	New York, N.Y.
13	12	Insurance Office of America Inc.	\$171,579,999	\$22,047,028	\$1,662,783,938	\$329,093,361	1,077	Longwood, Fla.
14	13	Leavitt Group	\$168,661,000	\$87,147,000	\$1,331,379,000	\$1,384,135,000	1,645	Cedar City, Utah
15	15	IMA Financial Group Inc.	\$125,222,732	\$32,766,498	\$1,401,472,659	\$680,864,158	672	Denver, Colo.
16	16	Cross Financial Corp., dba Cross Insurance	\$117,100,000	\$23,000,000	\$900,000,000	\$760,000,000	820	Bangor, Maine
17	18	Higginbotham	\$110,184,000	\$62,661,000	\$767,629,000	\$1,782,004,000	925	Fort Worth, Texas
18	21	Woodruff Sawyer	\$96,100,000	\$32,100,000	\$940,900,000	\$711,800,000	442	San Francisco, Calif.
19	24	PayneWest Insurance	\$95,249,555	\$23,105,235	\$788,864,179	\$322,996,728	727	Missoula, Mont.
20	19	Heffernan Insurance Brokers	\$94,343,653	\$27,025,484	\$722,395,860	\$319,271,144	420	Walnut Creek, Calif.
21	22	AIS Insurance*	\$91,150,000	\$515,000	\$570,000,000	N/A	515	Cerritos, Calif.
22	20	Hays Companies	\$90,300,000	\$107,300,000	\$788,000,000	\$1,157,000,000	709	Minneapolis, Minn.
23	27	INSURICA Inc.	\$83,186,632	\$14,699,321	\$597,198,733	\$220,716,080	572	Oklahoma City, Okla.
24	25	Hylant Group Inc.	\$81,750,932	\$48,099,345	\$693,000,000	\$1,767,731,000	678	Toledo, Ohio
25	29	Prime Risk Partners Inc.	\$79,201,558	\$17,595,820	\$534,349,084	\$574,951,775	583	Atlanta, Ga.
26	30	Hilb Group	\$74,366,496	\$37,977,679	\$540,126,996	\$303,821,436	667	Richmond, Va.
27	28	TWFG Insurance Services	\$73,651,389	\$3,518,565	\$497,676,037	\$17,584,600	105	The Woodlands, Texas
28	31	Assurance	\$70,888,785	\$34,558,966	\$540,093,407	\$361,397,331	490	Schaumburg, Ill.
29	26	Westwood Insurance Agency*	\$70,290,596	N/A	\$390,910,377	N/A	130	West Hills, Calif.
30	32	Propel Insurance	\$65,000,000	\$12,600,000	\$483,000,000	\$144,000,000	343	Tacoma, Wash.
31	35	Eastern Insurance Group LLC**	\$64,297,757	\$19,265,538	\$389,642,483	\$410,148,751	400	Natick, Mass.
32	33	Marshall & Sterling Enterprises Inc.	\$59,026,579	\$18,432,632	\$353,790,246	\$266,622,925	431	Poughkeepsie, N.Y.
33	new	UniVista Insurance	\$56,205,719	\$7,478,115	\$360,527,748	N/A	232	Miami, Fla.
34	41	Starkweather & Shepley Insurance Brokerage Inc.	\$50,177,012	\$5,020,948	\$327,014,154	\$142,168,264	233	East Providence, R.I.
35	40	Professional Insurance Associates Inc.	\$50,000,000	N/A	\$350,000,000	N/A	55	San Carlos, Calif.
36	37	The Graham Company	\$48,667,737	\$8,266,088	\$289,475,530	\$68,893,643	187	Philadelphia, Pa.
37	44	Relation Insurance Services (formerly Ascension Insurance Inc.)	\$48,145,000	\$49,305,000	\$418,652,000	\$428,739,000	469	Walnut Creek, Calif.
38	43	Lawley Insurance	\$45,858,150	\$25,530,775	\$331,293,675	\$369,253,042	399	Buffalo, N.Y.
39	39	Houchens Insurance Group Inc.	\$45,766,832	\$19,875,438	\$331,962,000	\$571,695,000	282	Bowling Green, Ky.
40	new	Towne Insurance**	\$45,711,697	\$14,488,881	\$327,025,676	\$350,819,170	312	Virginia Beach, Va.
41	49	Parker Smith & Feek Inc.	\$44,337,000	\$11,735,000	\$324,058,000	\$194,364,000	224	Bellevue, Wash.
42	47	The Horton Group Inc.	\$43,751,056	\$28,669,846	\$338,722,833	\$436,176,697	376	Orland Park, Ill.
43	76	Baldwin Risk Partners	\$41,172,732	\$16,601,017	\$345,000,000	\$334,000,000	300	Tampa, Fla.
44	42	Gowrie Group Inc.	\$40,325,851	\$1,800,500	\$306,222,188	\$31,711,906	177	Westbrook, Conn.
45	51	LMC Insurance & Risk Management Inc.	\$40,117,566	\$15,651,402	\$294,681,603	\$207,478,447	285	West Des Moines, Iowa
46	46	Fisher Brown Bottrell Insurance Inc.**	\$38,167,543	\$8,215,729	\$337,756,351	\$94,759,762	140	Jackson, Miss.
47	56	James G Parker Insurance Associates	\$37,905,000	\$4,575,000	\$320,000,000	\$64,008,000	210	Fresno, Calif.
48	45	Bowen, Miclette & Britt Insurance Agency LLC	\$37,778,095	\$10,075,675	\$264,090,415	\$102,492,094	218	Houston, Texas
49	new	Alera Group	\$37,500,000	\$202,000,000	N/A	N/A	1,100	Deerfield, Ill.
50	48	TrueNorth	\$36,545,570	\$20,114,949	\$813,000,000	\$467,024,248	310	Cedar Rapids, Iowa
51	67	Shepherd Insurance	\$36,105,520	\$8,211,330	\$302,852,700	\$344,750,000	310	Carmel, Ind.
52	50	Andreini & Company	\$35,861,648	\$9,045,360	\$231,602,314	\$119,543,419	210	San Mateo, Calif.

Editor's Note: \* = Carrier Owned Agency; \*\* = Bank Owned Agency