

Insurance Journal's 2018 Top 100 Privately Held Property/Casualty Agencies

Ranked by Total 2017 Personal Lines Revenue



2018 Rank	Agency Name	2017 Personal Lines Revenue	2017 Total P/C Revenue	2017 Total Other than P/C Revenue	2017 Total P/C Premiums Written	Full-Time Employees
18	PayneWest Insurance	\$20,557,205	\$95,249,555	\$23,105,235	\$788,864,179	727
19	Insurance Office of America Inc.	\$19,937,486	\$171,579,999	\$22,047,028	\$1,662,783,938	1,077
20	Baldwin Risk Partners	\$18,772,576	\$41,172,732	\$16,601,017	\$345,000,000	300
21	Gowrie Group Inc.	\$18,262,675	\$40,325,851	\$1,800,500	\$306,222,188	177
22	Lockton Companies	\$17,535,000	\$1,073,929,000	\$490,360,000	\$8,050,353,000	7,000
23	Atlas Insurance Brokers LLC	\$16,610,456	\$21,025,894	\$210,258	\$135,688,607	150
24	Marshall & Sterling Enterprises Inc.	\$15,058,964	\$59,026,579	\$18,432,632	\$353,790,246	431
25	Professional Insurance Associates Inc.	\$15,000,000	\$50,000,000	\$0	\$350,000,000	55
26	Prime Risk Partners Inc.	\$14,904,553	\$79,201,558	\$17,595,820	\$534,349,084	583
27	Hilb Group	\$14,873,299	\$74,366,496	\$37,977,679	\$540,126,996	667
28	Towne Insurance (Bank-Owned Agency)	\$14,020,660	\$45,711,697	\$14,488,881	\$327,025,676	312
29	Integro Insurance Brokers	\$12,460,000	\$183,357,000	\$91,784,000	\$3,959,000,000	1,118
30	Starkweather & Shepley Insurance Brokerage Inc.	\$12,416,096	\$50,177,012	\$5,020,948	\$327,014,154	233
31	Alliant Insurance Services Inc.	\$12,368,805	\$782,577,900	\$309,565,154	\$5,484,433,677	3,032
32	Higginbotham	\$11,659,000	\$110,184,000	\$62,661,000	\$767,629,000	925
33	Rogers & Gray Insurance	\$11,368,500	\$22,175,000	\$3,100,000	\$150,300,000	150



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