

2020 Rank	Last Year	Agency Name	2019 Total P/C Revenue	Main Office
1	1	HUB International Ltd.	\$1,572,638,745	Chicago, Ill.
2	6	Acrisure LLC	\$1,510,981,673	Caledonia, Mich.
3	2	Lockton Companies	\$1,247,087,000	Kansas City, Mo.
4	4	Alliant Insurance Services Inc.	\$1,144,426,508	Newport Beach, Calif.
5	3	USI Insurance Services	\$1,124,011,947	Valhalla, N.Y.
6	5	AssuredPartners Inc.	\$1,058,043,992	Lake Mary, Fla.
7	7	BroadStreet Partners Inc.	\$618,313,000	Columbus, Ohio
8	9	EPIC	\$581,953,162	San Francisco, Calif.
9	8	Confie	\$508,171,000	Huntington Beach, Calif.
10	10	NFP	\$456,547,620	New York, N.Y.
11	11	Risk Strategies	\$426,273,250	Boston, Mass.
12	12	Leavitt Group	\$223,978,435	Cedar City, Utah
13	13	Insurance Office of America Inc.	\$194,051,217	Longwood, Fla.
14	14	IMA Financial Group Inc.	\$155,482,214	Denver, Colo.
15	26	Alera Group	\$150,000,000	Deerfield, Ill.
16	15	Higginbotham	\$144,592,000	Fort Worth, Texas
17	16	Cross Insurance	\$142,000,000	Bangor, Maine
18	21	Hilb Group	\$131,703,121	Richmond, Va.
19	18	Woodruff Sawyer	\$126,800,000	San Francisco, Calif.
20	19	Heffernan Insurance Brokers	\$112,134,433	Walnut Creek, Calif.
21	17	PayneWest Insurance Inc.	\$108,108,955	Missoula, Mont.
22	22	AIS Insurance*	\$104,545,000	Cerritos, Calif.
23	20	Hylant	\$102,052,311	Toledo, Ohio
24	23	INSURICA Inc.	\$98,956,691	Oklahoma City, Okla.

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25	33	Baldwin Risk Partners	\$90,580,308	Tampa, Fla.
26	31	UniVista Insurance	\$87,294,211	Miami, Fla.
27	27	TWFG Insurance Services	\$83,300,000	The Woodlands, Texas
28	30	Westwood Insurance Agency*	\$81,251,268	West Hills, Calif.
29	29	Propel Insurance	\$78,400,000	Tacoma, Wash.
30	24	Eastern Insurance Group LLC**	\$72,218,344	Natick, Mass.
31	34	TrueNorth	\$69,507,000	Cedar Rapids, Iowa
32	32	Marshall & Sterling Enterprises Inc.	\$68,387,459	Poughkeepsie, N.Y.
33	61	PCF Insurance Services LLC	\$66,000,000	Woodland Hills, Calif.
34	35	Towne Insurance**	\$60,211,621	Virginia Beach, Va.
35	40	Relation Insurance Services	\$58,576,260	Walnut Creek, Calif.
36	36	Lawley Insurance	\$55,302,327	Buffalo, N.Y.
37	37	Starkweather & Shepley Insurance Brokerage Inc.	\$55,140,175	East Providence, R.I.
38	38	Professional Insurance Associates	\$54,000,000	San Carlos, Calif.
39	39	Graham Company	\$53,498,528	Philadelphia, Pa.
40	47	Parker, Smith & Feek Inc.	\$53,158,000	Bellevue, Wash.
41	77	World Insurance Associates LLC	\$52,343,835	Tinton Falls, N.J.
42	43	Shepherd Insurance	\$52,241,029	Carmel, Ind.
43	42	Houchens Insurance Group Inc.	\$50,664,412	Bowling Green, Ky.
44	45	Sunstar Insurance Group	\$48,500,000	Memphis, Tenn.
45	44	Bowen, Miclette & Britt Insurance Agency LLC	\$48,239,942	Houston, Texas

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46	51	ABD Insurance and Financial Services	\$45,900,000	San Mateo, Calif.
47	41	The Horton Group Inc.	\$44,909,031	Orland Park, Ill.
48	55	Premier Group Insurance	\$43,800,000	Denver, Colo.
49	54	Rose & Kiernan Inc.	\$43,638,120	East Greenbush, N.Y.
50	48	Scott Insurance (James A. Scott and Son Inc.)	\$42,926,000	Lynchburg, Va.
51	52	Huntington Insurance**	\$42,332,000	Columbus, Ohio
52	54	Robertson Ryan & Associates	\$42,107,000	Milwaukee, Wisc.
53	53	The Mahoney Group	\$40,135,452	Mesa, Ariz.
54	56	Fisher Brown Bottrell Insurance Inc.**	\$36,436,312	Jackson, Miss.
55	49	Ansay & Associates	\$36,089,661	Port Washington, Wisc.
56	57	Charles L. Crane Agency	\$35,904,000	Saint Louis, Mo.
57	69	Sterling Seacrest Partners Inc.	\$34,819,025	Atlanta, Ga.
58	85	Cobbs Allen	\$34,146,964	Birmingham, Ala.
59	72	HomeServices Insurance	\$34,000,000	Minneapolis, Minn.
60	68	M&T Insurance Agency Inc.**	\$33,816,000	Buffalo, N.Y.
61	62	Haylor, Freyer & Coon Inc.	\$33,095,000	Syracuse, N.Y.
62	66	Frost Insurance**	\$32,625,858	San Antonio, Texas
63	59	Rich & Cartmill Inc.	\$31,840,000	Tulsa, Okla.
64	67	Bolton & Company	\$31,782,620	Pasadena, Calif.
65	81	Insgroup Inc.	\$31,606,359	Houston, Texas
66	73	Moreton & Company	\$31,259,000	Salt Lake City, Utah
67	74	Wood Gutmann & Bogart Insurance Brokers	\$29,640,799	Tustin, Calif.

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68	76	Turner Surety & Insurance Brokerage (TSIB)	\$29,537,000	Paramus, N.J.
69	63	People's United Insurance Agency Inc.**	\$29,359,000	Hartford, Conn.
70	64	James G Parker Insurance Associates	\$29,114,000	Fresno, Calif.
71	78	The Buckner Company Inc.	\$28,403,984	Salt Lake City, Utah
72	82	AHT Insurance	\$27,895,338	Leesburg, Va.
73	79	R&R Insurance Services	\$26,895,642	Waukesha, Wisc.
74	88	Atlas Insurance Brokers LLC	\$26,877,713	Rochester, Minn.
75	86	JGS Insurance	\$26,660,000	Holmdel, N.J.
76	75	TRICOR	\$25,921,385	Lancaster, Wisc.
77	94	Atlas Insurance Agency	\$25,217,693	Honolulu, Hawaii
78	83	SullivanCurtisMonroe Insurance Services LLC	\$25,169,000	Irvine, Calif.
79	93	Swingle Collins & Associates	\$24,792,278	Dallas, Texas
80	92	Foa & Son Corp.	\$24,750,000	New York, N.Y.
81	91	Christensen Group	\$24,709,568	Eden Prairie, Minn.
82	84	Sihle Insurance Group Inc.	\$24,296,063	Altamonte Springs, Fla.
83	89	Crest Insurance Group LLC	\$24,232,764	Tucson, Ariz.
84	80	RogersGray	\$23,780,000	Kingston, Mass.
85	87	Tompkins Insurance Agencies Inc.**	\$23,439,878	Batavia, N.Y.
86	new	Paramount Exclusive Insurance Services Inc.	\$22,639,200	Encino, Calif.
87	90	John M Glover Agency	\$22,627,979	Norwalk, Conn.
88	new	The Liberty Company Insurance Brokers Inc.	\$22,442,116	Woodland Hills, Calif.
89	new	High Street Insurance Partners	\$22,200,000	Traverse City, Mich.

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90	97	Murray Insurance Associates Inc.	\$21,686,000	Lancaster, Pa.
91	95	The Daniel and Henry Company	\$21,659,000	St. Louis, Mo.
92	96	L/P Insurance Services	\$20,963,450	Reno, Nev.
93	100	MJ Insurance Inc.	\$20,280,644	Carmel, Ind.
94	new	Moody Insurance Agency Inc.	\$20,024,970	Denver, Colo.
95	99	Lipscomb & Pitts Insurance	\$19,540,059	Memphis, Tenn.
96	98	Associated Insurance Management LLC	\$19,530,699	Silver Spring, Md.
97	new	Lamb Insurance Services	\$18,900,000	New York, N.Y.
98	new	SouthGroup Insurance and Financial Services LLC	\$18,202,105	Ridgeland, Miss.
99	new	Kapnick Insurance Group	\$17,319,173	Adrian, Mich.
100	new	Kaplansky Insurance	\$16,273,769	Needham, Mass.

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