



Insurance Journal's 2021 Top 100 Property/Casualty Agencies

Ranked by 2020 Total P/C Revenue

2021 Rank	Agency Name	2020 Total P/C Revenue	2020 Other than P/C Revenue	2020 Total P/C Premiums	2020 Other than P/C Premiums	No. of Employees	Main Office
1	HUB International Ltd.	\$1,720,414,956	\$984,825,285	\$13,000,000,000	\$16,000,000,000	13,425	Chicago, Illinois
2	Acisure LLC	\$1,625,552,907	\$412,217,340	\$13,514,138,513	\$6,324,121,395	8,007	Grand Rapids, Michigan
3	Lockton	\$1,464,722,000	\$680,898,000	\$16,134,740,000	\$24,229,691,131	8,500	Kansas City, Missouri
4	Alliant Insurance Services Inc.	\$1,308,752,191	\$481,525,374	\$8,371,027,264	\$10,696,711,543	4,635	Newport Beach, California
5	AssuredPartners Inc.	\$1,304,675,748	\$401,897,444	\$12,723,037,981	\$6,698,290,733	7,546	Lake Mary, Florida
6	USI Insurance Services	\$1,183,528,929	\$794,079,207	\$9,288,238,095	\$8,491,727,785	8,257	Valhalla, New York
7	BroadStreet Partners Inc.	\$701,660,000	\$164,140,000	\$5,479,000,000	\$2,221,000,000	4,330	Columbus, Ohio
8	EPIC Insurance Brokers & Consultants	\$586,625,618	\$215,969,371	\$4,000,000,000	\$45,000,000,000	2,700	San Francisco, California
9	Confie	\$507,292,482	\$0	\$1,836,756,816	\$0	3,944	Huntington Beach, California
10	NFP	\$494,969,000	\$1,104,000,000	\$3,055,210,249	\$18,500,000,000	6,072	New York, New York
11	Baldwin Risk Partners	\$426,249,000	\$114,861,148	\$260,000,000	\$1,900,000,000	2,000	Tampa, Florida
12	RSC Insurance Brokerage Inc. dba Risk Strategies	\$348,550,000	\$314,499,000	\$3,027,597,178	\$2,322,402,822	2,218	Boston, Massachusetts
13	The Hilb Group	\$260,608,909	\$87,500,077	\$1,458,073,924	\$2,364,866,946	1,500	Richmond, Virginia
14	Leavitt Group	\$214,879,013	\$92,115,770	\$1,657,759,790	\$1,279,919,558	2,303	Cedar City, Utah
15	IMA	\$212,830,111	\$83,447,082	\$3,308,258,097	\$996,736,293	1,219	Denver, Colorado
16	Alera Group	\$209,000,000	\$372,000,000	\$0	\$0	2,200	Deerfield, Illinois
17	Higginbotham	\$198,735,000	\$119,903,000	\$1,575,710,000	\$2,194,812,000	1,522	Fort Worth, Texas
18	Insurance Office of America Inc.	\$193,887,901	\$29,660,502	\$1,979,793,084	\$477,045,616	1,189	Longwood, Florida
19	Cross Insurance	\$183,586,000	\$35,209,000	\$1,225,747,000	\$1,430,233,000	1,045	Bangor, Maine
20	PCF Insurance Services	\$176,000,000	\$41,000,000	\$2,300,000,000	\$0	1,500	Lehi, Utah
21	Woodruff Sawyer	\$150,400,000	\$33,400,000	\$1,709,800,000	\$667,000,000	513	San Francisco, California
22	Heffernan Insurance Brokers	\$135,052,430	\$14,456,197	\$858,990,520	\$295,506,322	420	Walnut Creek, California
23	Holmes Murphy	\$117,000,000	\$129,500,000	\$904,000,000	\$3,000,000,000	997	Waukee, Iowa
24	INSURICA Inc.	\$105,682,127	\$20,176,183	\$761,937,000	\$295,824,000	620	Oklahoma City, Oklahoma
25	TWFG Insurance Services	\$104,147,000	\$1,750,000	\$685,682,000	\$10,000,000	137	The Woodlands, Texas
26	AIS Insurance*	\$104,000,000	\$39,049	\$660,184,000	\$0	475	Cerritos, California
27	UniVista Insurance	\$100,177,625	\$13,975,401	\$566,457,579	\$49,028,674	250	Miami, Florida
28	Hylant	\$97,924,742	\$49,890,075	\$896,303,454	\$1,665,117,618	764	Toledo, Ohio
29	Propel Insurance	\$93,400,000	\$14,451,000	\$664,000,000	\$201,000,000	437	Tacoma, Washington
30	Relation Insurance Inc.	\$91,558,357	\$5,081,000	\$903,800,000	\$0	615	Walnut Creek, California
31	World Insurance Associates LLC	\$81,374,408	\$14,479,971	\$800,352,000	\$142,416,689	600	Tinton Falls, New Jersey
32	Sunstar Insurance Group	\$80,000,000	\$8,000,000	\$850,000,000	\$85,000,000	494	Memphis, Tennessee
33	Cobbs Allen/CAC Specialty	\$76,617,804	\$15,065,453	\$614,561,821	\$100,000,000	301	Denver, Colorado
34	Eastern Insurance Group LLC	\$74,747,203	\$20,453,862	\$460,000,000	\$424,000,000	412	Natick, Massachusetts
35	Acentria Insurance	\$73,807,728	\$5,675,793	\$641,806,330	\$49,354,721	600	Destin, Florida
36	Westwood Insurance Agency*	\$72,754,321	\$0	\$434,402,656	\$0	144	West Hills, California
37	TrueNorth Companies	\$65,610,592	\$20,190,460	\$1,452,862,425	\$542,717,306	443	Cedar Rapids, Iowa
38	Parker, Smith & Feek Inc.	\$65,500,000	\$16,700,000	\$478,000,000	\$246,500,000	310	Bellevue, Washington
39	ABD Insurance & Financial Services	\$63,062,000	\$54,555,000	\$531,000,000	\$1,075,000,000	379	Walnut Creek, California
40	Graham Company	\$63,043,937	\$7,908,031	\$532,774,518	\$179,639,870	167	Philadelphia, Pennsylvania
41	Marshall & Sterling Enterprises Inc	\$62,625,485	\$21,934,795	\$465,520,788	\$239,231,308	550	Poughkeepsie, New York
42	Towne Insurance**	\$62,047,760	\$16,707,274	\$459,959,006	\$393,731,100	436	Virginia Beach, Virginia
43	Starkweather & Shepley Insurance Brokerage Inc.	\$61,586,900	\$4,637,735	\$387,546,530	\$134,599,104	265	East Providence, Rhode Island
44	High Street Insurance Partners	\$60,291,028	\$7,367,000	\$700,829,038	\$184,174,994	634	Traverse City, Michigan
45	Professional Insurance Associates	\$59,000,000	\$0	\$425,000,000	\$0	57	San Carlos, California
46	Houchens Insurance Group Inc.	\$53,368,347	\$19,905,046	\$409,178,253	\$424,343,621	319	Bowling Green, Kentucky
47	Lawley Insurance	\$53,061,369	\$33,928,817	\$398,810,654	\$498,649,484	425	Buffalo, New York
48	Premier Group Insurance Inc.	\$51,800,000	\$0	\$415,000,000	\$0	45	Littleton, Colorado
49	Shepherd Insurance	\$50,333,359	\$8,850,555	\$387,878,760	\$401,733,114	415	Carmel, Indiana
50	Robertson Ryan & Associates	\$49,230,286	\$4,940,984	\$405,730,000	\$82,250,000	395	Milwaukee, Wisconsin

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

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51	Patriot Growth Insurance Services LLC	\$49,000,000	\$76,000,000	\$345,300,000	\$1,110,165,000	820	Fort Washington
52	James A. Scott & Son Inc. dba Scott Insurance	\$47,619,904	\$24,950,822	\$404,653,654	\$749,854,273	340	Lynchburg, Virginia
53	The Liberty Co.	\$46,324,289	\$7,474,998	\$450,000,000	\$100,000,000	350	Los Angeles, California
54	Sterling Seacrest Pritchard	\$46,053,852	\$18,569,917	\$630,848,331	\$212,670,163	294	Atlanta, Georgia
55	The Horton Group Inc.	\$44,954,000	\$35,318,000	\$372,559,000	\$827,441,000	359	Orland Park, Illinois
56	Bowen Miceltte & Britt Insurance Agency LLC	\$44,739,603	\$10,302,558	\$318,291,088	\$85,920,022	212	Houston, Texas
57	Rich & Cartmill Inc.	\$40,633,892	\$1,221,693	\$258,000,000	\$9,122,336	185	Tulsa, Oklahoma
58	Charles L. Crane Agency Co.	\$40,422,000	\$4,628,000	\$256,373,000	\$95,011,000	270	Saint Louis, Missouri
59	The Mahoney Group	\$38,627,252	\$5,952,500	\$322,941,106	\$49,200,040	165	Mesa, Arizona
60	Ansay & Associates LLC	\$38,037,661	\$6,626,956	\$253,676,846	\$85,260,895	244	Port Washington, Wisconsin
61	JGS Insurance	\$37,837,000	\$1,411,000	\$200,000,000	\$50,000,000	114	Holmdel, New Jersey
62	Huntington Insurance**	\$37,000,495	\$21,753,886	\$253,756,453	\$343,254,085	324	Columbus, Ohio
63	Wood Gutmann & Bogart Insurance Brokers	\$36,752,603	\$4,329,667	\$349,652,921	\$81,371,359	164	Tustin, California
64	Moreton & Co.	\$34,754,552	\$20,619,068	\$385,000,000	\$320,000,000	225	Salt Lake City, Utah
65	HomeServices Insurance	\$34,000,000	\$0	\$226,000,000	\$0	260	Minneapolis, Minnesota
66	The Buckner Co. Inc.	\$32,989,568	\$3,449,359	\$216,069,224	\$653,802,277	191	Salt Lake City, Utah
67	Turner Surety & Insurance Brokerage Inc.	\$32,315,000	\$0	\$215,657,000	\$0	71	Saddle Brook, New Jersey
68	R&R Insurance Services Inc.	\$32,200,000	\$8,400,000	\$212,046,492	\$201,094,840	185	Waukesha, Wisconsin
69	ALKEME	\$31,000,000	\$6,200,000	\$300,000,000	\$60,000,000	175	Ladera Ranch, California
70	Haylor, Freyer & Coon Inc.	\$30,725,000	\$3,050,000	\$239,000,000	\$118,000,000	189	Syracuse, New York
71	James G Parker Insurance Associates	\$30,500,000	\$6,500,000	\$305,000,000	\$32,000,000	210	Fresno, California
72	M&T Insurance Agency Inc.**	\$30,196,000	\$6,700,000	\$325,000,000	\$224,000,000	144	Buffalo, New York
73	Fisher Brown Bottrell Insurance Inc.**	\$30,185,472	\$15,296,028	\$223,712,488	\$148,073,976	196	Jackson, Mississippi
74	Atlas Insurance Brokers LLC	\$29,518,885	\$0	\$219,171,733	\$0	25	Rochester, Minnesota
75	Frost Insurance Agency**	\$29,152,378	\$22,513,227	\$221,747,200	\$394,089,384	274	San Antonio, Texas
76	TRICOR Inc.	\$28,282,506	\$4,409,974	\$186,375,681	\$109,185,862	207	Lancaster, Wisconsin
77	Foa & Son Corp.	\$28,200,000	\$2,375,000	\$250,500,000	\$58,550,000	120	New York, New York
78	Swingle, Collins & Associates	\$28,188,444	\$3,656,064	\$206,798,000	\$23,769,000	108	Dallas, Texas
79	Oakbridge Insurance Agency LLC	\$27,023,000	\$3,172,000	\$382,500,000	\$42,500,000	175	La Grange, Georgia
80	Insureon	\$26,938,090	\$0	\$150,715,477	\$0	152	Chicago, Illinois
81	Crest Insurance Group LLC	\$26,426,898	\$6,236,449	\$189,667,892	\$64,107,223	176	Tucson, Arizona
82	Atlas Insurance Agency	\$26,282,235	\$3,425,124	\$172,988,650	\$69,395,871	98	Honolulu, Hawaii
83	Christensen Group Inc.	\$26,142,139	\$12,825,646	\$250,000,000	\$150,000,000	177	Eden Prairie, Minnesota
84	OneGroup**	\$25,700,000	\$6,500,000	\$199,000,000	\$4,600,000	190	Syracuse, New York
85	JMG Insurance Corp.	\$25,000,000	\$500,000	\$175,600,000	\$12,435,000	168	Norwalk, Connecticut
86	Inszone Insurance Services LLC	\$24,848,852	\$496,977	\$183,881,505	\$9,939,541	101	Rancho Cordova, California
87	Tompkins Insurance Agencies Inc.**	\$24,405,820	\$7,981,129	\$164,693,380	\$133,334,792	165	Batavia, New York
88	Paramount Exclusive Insurance Services Inc.	\$24,389,000	\$227,000	\$21,000,000	\$2,800,000	67	Encino, California
89	Sihle Insurance Group Inc.	\$24,042,110	\$486,052	\$195,299,977	\$818,717	170	Altamonte Springs, Florida
90	Lamb Insurance Services	\$23,687,721	\$0	\$167,930,694	\$0	100	New York, New York
91	Associated Insurance Management LLC	\$23,640,891	\$0	\$168,324,358	\$0	90	Silver Spring, Maryland
92	Commercial Insurance Associates	\$23,561,906	\$0	\$214,584,820	\$0	113	Brentwood, Tennessee
93	SouthGroup Insurance and Financial Services LLC	\$21,778,600	\$874,200	\$177,932,800	\$7,794,700	175	Ridgeland, Mississippi
94	MJ Insurance Inc.	\$20,202,590	\$19,946,320	\$147,943,181	\$1,297,563,125	180	Carmel, Indiana
95	The Daniel and Henry Co.	\$19,865,000	\$5,634,000	\$152,794,000	\$125,144,000	172	St. Louis, Missouri
96	Moody Insurance Agency Inc.	\$19,188,096	\$7,204,451	\$160,444,104	\$154,001,537	119	Denver, Colorado
97	Kaplansky Insurance Agency	\$18,998,398	\$507,961	\$99,944,511	\$999,445	88	Needham, Massachusetts
98	Kapnick Insurance Group	\$17,518,191	\$17,423,815	\$131,099,581	\$453,863,121	175	Adrian, Michigan
99	Ross & Yerger Insurance Inc.	\$16,680,964	\$12,577,900	\$125,749,971	\$204,820,858	132	Jackson, Mississippi
100	NavSav	\$13,800,000	\$427,000	\$98,700,000	\$3,059	150	Spring, Texas

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