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TOP



**INDEPENDENT
PROPERTY/
CASUALTY
AGENCIES**

Special Report: Top 100 Agencies



About This Report:

Welcome to the 17th annual Insurance Journal Top 100 Independent P/C Agencies report.

The Top 100 list is ranked by total property/casualty agency revenue for 2020 and comprises only those agencies whose business is primarily retail, not wholesale.

Also included is a list of the nation's Top 20 Bank Holding Companies and Top 20 Banks in Insurance courtesy of the Michael White's Bank Insurance Fee Income Report - 2021 Edition (see page 37).

Insurance Journal wishes to thank all of the agencies and brokerages that were willing to share their information and cooperated in the process for the Top 100 report. The result is a glimpse at some of the nation's most successful independent

insurance agencies and brokerages.

All information in this report has been garnered from voluntary online submissions from agencies and brokerages and best estimates based on other public information sources. There may be agencies eligible for listing but for which no information was received or located.


We encourage all qualifying agencies to submit data for future reports. The more submissions Insurance Journal receives, the more accurate and comprehensive this listing can be. Also, submitted data was not independently verified.

A special thank you to the 2021 Top 100 P/C Agencies report sponsor SmartChoice, an independent agency network of 8,700

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For more information about this report, contact Andrea Wells at: awells@insurancejournal.com. 

Is your agency on this list? Tell everyone! For reprints, badges, plaques and more, call (800) 897-9965 x125 or email us at: reprints@insurancejournal.com.



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	\$285,800,000	\$114,861,148	2,600,000,000	\$1,900,000,000	2,000	Tampa, Florida
12	RSC Insurance Brokera ge 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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Insurance Journal's 2021 Top 100 Property/Casualty Agencies

Ranked by 2020 Total P/C Revenue

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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
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

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



Top 20 Banks in Insurance Brokerage Fee Income

(2020/Nationally)

2021 Rank	2020 Insurance Brokerage Fee Income	Bank Holding Company Name	City, State	Website
1	\$2,149,000,000	Truist Bank	Charlotte, North Carolina	https://truist.com
2	\$467,000,000	Citibank, N.A.	Sioux Falls, South Dakota	https://citibank.com
3	\$123,631,000	BancorpSouth Bank	Tupelo, Mississippi	https://bancorpsouthonline.com
4	\$94,121,000	Eastern Bank	Boston, Massachusetts	https://easternbank.com
5	\$81,458,000	Towne Bank	Portsmouth, Virginia	https://townebank.com
6	\$53,943,000	Discover Bank	Greenwood, Delaware	https://discovercard.com
7	\$50,417,000	Frost Bank	San Antonio, Texas	https://frostbank.com
8	\$47,020,000	Manufacturers and Traders Trust Co.	Buffalo, New York	https://mtb.com
9	\$45,245,000	Associated Bank, N.A.	Green Bay, Wisconsin	https://associatedbank.com
10	\$45,176,000	Trustmark National Bank	Jackson, Mississippi	https://trustmark.com
11	\$30,387,000	Fifth Third Bank	Cincinnati, Ohio	https://53.com
12	\$30,308,000	People's United Bank	Bridgeport, Connecticut	https://peoples.com
13	\$20,469,000	Arvest Bank	Fayetteville, Arkansas	https://arvest.com
14	\$16,770,000	Univest Bank and Trust Co.	Souderton, Pennsylvania	https://univest.net
15	\$16,512,000	First-Citizens Bank & Trust Company	Raleigh, North Carolina	https://firstcitizens.com
16	\$15,551,000	The Adirondack Trust Company	Saratoga Springs, New York	https://adirondacktrust.com
17	\$14,421,000	Bristol County Savings Bank	Taunton, Massachusetts	https://bristolcountysavings.com
18	\$14,042,000	Peoples Bank	Marietta, Ohio	https://peoplesbancorp.com
19	\$13,673,000	First United Bank and Trust Company	Durant, Oklahoma	https://firstunitedbank.com
20	\$13,000,000	Bank of America, N.A.	Charlotte, North Carolina	https://bankofamerica.com

Note about this report: These rankings include commercial banks, savings banks and savings associations (a.k.a. thrifts) which are required to report line item fee income like insurance brokerage. Source: Michael White's Bank Insurance Fee Income Report - 2021 Edition



Top 20 Bank Holding Companies in Insurance Brokerage Fee Income

(2020/Nationally)

2021 Rank	2020 Insurance Brokerage Fee Income	Bank Name	City, State	Website
1	\$2,157,000,000	Truist Financial Corp.	Charlotte, North Carolina	https://truist.com
2	\$503,000,000	Citigroup Inc.	New York, New York	https://citigroup.com
3	\$147,000,000	American Express Co	New York, New York	https://americanexpress.com
4	\$94,121,000	Eastern Bank Corp.	Boston, Massachusetts	https://easternbank.com
5	\$76,239,000	Stifel Financial Corp.	St. Louis, Missouri	https://stifelbank.com
6	\$75,633,000	Huntington Bancshares Inc.	Columbus, Ohio	https://huntington.com
7	\$75,000,000	Morgan Stanley	New York, New York	https://morganstanley.com
8	\$60,000,000	Wells Fargo & Co.	San Francisco, California	https://wellsfargo.com
9	\$53,943,000	Discover Financial Services	Riverwoods, Illinois	https://discovercard.com
10	\$50,417,000	Cullen/Frost Bankers Inc.	San Antonio, Texas	https://frostbank.com
11	\$47,020,000	M&T Bank Corp.	Buffalo, New York	https://mtb.com
12	\$46,247,000	Ubs Americas Holding Llc	New York, New York	https://ubs.com/us/en.html
13	\$45,245,000	Associated Banc-Corp	Green Bay, Wisconsin	https://associatedbank.com
14	\$45,176,000	Trustmark Corp.	Jackson, Mississippi	https://trustmark.com
15	\$33,967,000	Fifth Third Bancorp	Cincinnati, Ohio	https://53.com
16	\$33,000,000	Popular Inc.	San Juan, Puerto Rico	http://popular.com
17	\$32,905,000	Community Bank System Inc.	Dewitt, New York	https://communitybankna.com
18	\$31,505,000	Tompkins Financial Corp.	Ithaca, New York	http://tompinkintrust.com
19	\$30,308,000	People's United Financial Inc.	Bridgeport, Connecticut	https://peoples.com/
20	\$26,316,000	Johnson Financial Group Inc.	Racine, Wisconsin	https://johnsonfinancialgroup.com

About this report: With a few exceptions, the Federal Reserve Board requires only what it defines as "large" bank holding companies (i.e., BHCs with consolidated assets in excess of \$1 billion) to file line item fee income like insurance brokerage. Ranking excludes several traditional life insurers that do not engage in significant banking activities. Source: Michael White's Bank Insurance Fee Income Report - 2021 Edition