

Special Report: Top 100 Agencies

TOP 100

INDEPENDENT PROPERTY/CASUALTY 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 2021 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 - 2022 Edition. (See page 35.)


This year's Top 100 welcomes eight newcomers to the list: BXS Insurance; York International Agency; BancFirst Insurance Services; CCIG; Transtar Insurance Brokers Inc.; Energy Insurance Agency; Eagan Insurance Agency; and TIS

Insurance Services Inc. There were also six agencies that fell off the ranking due to acquisitions and/or mergers, including: Propel Insurance; Parker, Smith & Feek Inc.; ABD Insurance & Financial Services; JGS Insurance; Foa & Son Corp.; and Insureon.

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. For more information, 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 2022 Top 100 Property/Casualty Agencies

Ranked by 2021 Total P/C Revenue

2022 Rank	Agency Name	2021 Total P/C Revenue	2021 Other than P/C Revenue	2021 Total P/C Premiums	2021 Other than P/C Premiums	No. of Employees	Main Office
1	Acrisure	\$2,347,119,636	\$482,521,998	\$16,968,479,865	\$7,246,136,095	12,793	Grand Rapids, Michigan
2	HUB International Ltd.	\$2,017,825,215	\$1,213,059,893	\$15,000,000,000	\$18,000,000,000	15,081	Chicago, Illinois
3	Alliant Insurance Services Inc.	\$1,943,452,876	\$679,024,159	\$11,326,366,813	\$11,982,308,236	9,529	Irvine, California
4	Lockton	\$1,755,563,000	\$963,491,000	\$20,621,888,069	\$36,840,396,960	9,328	Kansas City, Missouri
5	AssuredPartners Inc.	\$1,507,408,268	\$532,902,549	\$9,200,000,000	\$9,000,000,000	8,279	Lake Mary, Florida
6	USI Insurance Services	\$1,304,201,153	\$906,430,071	\$9,990,000,000	\$8,710,000,000	8,661	Valhalla, New York
7	BroadStreet Partners Inc.	\$921,760,000	\$229,440,000	\$6,600,000,000	\$3,900,000,000	5,360	Columbus, Ohio
8	EPIC Insurance Brokers & Consultant	\$678,511,800	\$222,000,000	\$4,500,000,000	\$4,500,000,000	2,830	San Francisco, California
9	NFP	\$632,589,166	\$1,281,437,700	\$4,950,000,000	\$20,500,000,000	6,849	New York, New York
10	Confie	\$523,616,752		\$1,933,137,658		3,868	Huntington Beach, California
11	Baldwin Risk Partners	\$487,768,057	\$231,551,943	\$3,677,000,000	\$4,100,000,000	3,300	Tampa, Florida
12	Alera Group	\$480,000,000	\$500,000,000			3,500	Deerfield, Illinois
13	PCF Insurance Services	\$470,000,000	\$120,000,000	\$3,700,000,000	\$3,000,000,000	2,492	Lehi, Utah
14	IMA Financial Group	\$450,130,337	\$92,267,427	\$6,220,776,000	\$1,706,246,000	1,707	Denver, Colorado
15	RSC Ins. Brokerage Inc. (DBA Risk Strategies Co.)	\$442,820,067	\$515,726,925	\$3,371,910,601	\$4,953,187,555	3,271	Boston, Massachusetts
16	Hilb Group	\$284,433,293	\$140,072,201			1,958	Richmond, Virginia
17	Leavitt Group	\$261,716,764	\$120,652,017	\$2,036,654,043	\$1,164,532,790	2,224	Cedar City, Utah
18	Higginbotham	\$239,303,000	\$188,104,000	\$2,100,000,000	\$3,200,000,000	2,000	Fort Worth, Texas
19	Woodruff Sawyer	\$235,600,000	\$37,000,000	\$2,711,400,000	\$569,100,000	566	San Francisco, California
20	High Street Insurance Partners	\$224,000,000	\$67,000,000			1,800	Traverse City, Michigan
21	Insurance Office of America Inc.	\$223,186,545	\$32,555,815	\$2,218,130,724	\$486,404,742	1,364	Longwood, Florida
22	Cross Insurance	\$207,942,000	\$39,877,000	\$2,798,462,000	\$737,538,000	1,093	Bangor, Maine
23	Relation Insurance Inc.	\$183,700,000	\$34,900,000			1,200	Walnut Creek, California
24	World Insurance Associates LLC	\$154,346,670	\$90,665,998	\$2,656,543,129	\$1,023,862,890	1,479	Iselin, New Jersey
25	Heffernan Insurance Brokers	\$150,716,937	\$32,772,803	\$108,272,632	\$308,883,930	581	Walnut Creek, California
26	Cobbs Allen/CAC Specialty	\$145,021,560	\$19,702,837	\$1,200,000,000	\$300,000,000	326	Denver, Colorado
27	UniVista Insurance	\$130,254,825	\$22,288,139	\$587,573,826	\$112,500,000	1,500	Miami, Florida
28	TWFG Insurance Services	\$124,964,000	\$2,100,000	\$885,741,000	\$15,000,000	155	The Woodlands, Texas
29	INSURICA Inc.	\$120,574,551	\$25,455,777	\$851,324,605	\$284,464,037	663	Oklahoma City, Oklahoma
30	Hylant	\$111,703,038	\$50,726,345	\$930,086,910	\$1,737,248,189	851	Toledo, Ohio
31	BXS Insurance**	\$110,000,000	\$35,000,000	\$920,000,000	\$350,000,000	782	Gulfport, Mississippi
32	TrueNorth	\$108,200,000	\$245,427	\$1,452,000,000		488	Cedar Rapids, Iowa
33	AIS Insurance*	\$106,000,000		\$675,000,000		440	San Diego, California
34	Patriot Growth Insurance Services LLC	\$104,450,000	\$111,440,000	\$659,150,000	\$1,650,000,000	1,175	Fort Washington, Pennsylvania
35	The Liberty Company Insurance Brokers	\$92,400,000	\$12,600,000	\$739,200,000	\$100,800,000	647	Gainesville, Florida
36	Sunstar Insurance Group	\$90,000,000	\$18,000,000	\$720,000,000	\$200,000,000	550	Memphis, Tennessee
37	Westwood Insurance Agency*	\$84,173,645		\$474,320,509		153	West Hills, California
38	Marshall & Sterling Enterprises Inc.	\$77,110,179	\$39,780,849	\$499,680,527	\$457,017,051	531	Poughkeepsie, New York
39	Eastern Insurance Group LLC**	\$76,071,244	\$21,096,420	\$475,328,718	\$387,425,857	404	Natick, Massachusetts
40	Graham Company	\$68,258,577	\$7,674,487	\$614,776,465	\$201,074,894	210	Philadelphia, Pennsylvania
41	Starkweather & Shepley Insurance Brokerage Inc.	\$67,640,828	\$6,336,618	\$428,205,727	\$126,127,316	266	East Providence, Rhode Island
42	Towne Insurance**	\$65,832,414	\$16,426,650	\$454,352,414	\$344,979,161	422	Norfolk, Virginia
43	Premier Group Insurance Inc.	\$62,000,000		\$505,000,000		46	Littleton, Colorado
44	ALKEME	\$61,034,000	\$9,000,000	\$500,000,000	\$150,000,000	300	Ladera Ranch, California
45	Professional Insurance Associates	\$60,000,000		\$450,000,000		75	San Carlos, California
46	Houchens Insurance Group Inc.	\$58,723,870	\$20,805,723	\$428,652,834	\$660,000,000	345	Bowling Green, Kentucky
47	Shepherd Insurance	\$58,008,213	\$10,269,759	\$447,164,661	\$463,698,400	431	Carmel, Indiana
48	Robertson Ryan & Associates	\$57,931,594	\$4,989,795	\$404,000,000	\$42,000,000	419	Milwaukee, Wisconsin
49	Lawley LLC	\$57,230,801	\$33,316,158	\$439,279,985	\$468,236,395	424	Buffalo, New York
50	Sterling Seacrest Pritchard	\$53,822,577	\$18,799,970	\$461,166,523	\$258,385,629	299	Atlanta, Georgia

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

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Insurance Journal's 2022 Top 100 Property/Casualty Agencies

Ranked by 2021 Total P/C Revenue

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2022 Rank	Agency Name	2021 Total P/C Revenue	2021 Other than P/C Revenue	2021 Total P/C Premiums	2021 Other than P/C Premiums	No. of Employees	Main Office
51	Horton Group	\$53,318,000	\$35,764,000	\$393,625,000	\$798,712,000	400	Orland Park, Illinois
52	James A. Scott & Son Inc. dba Scott Insurance	\$51,663,421	\$37,018,798	\$453,019,496	\$1,048,670,407	350	Lynchburg, Virginia
53	The Mahoney Group	\$49,130,885	\$6,596,050	\$285,079,325	\$59,640,852	190	Mesa, Arizona
54	Bowen, Miclette & Britt Insurance Agency LLC	\$46,224,997	\$8,602,513	\$315,610,910	\$83,783,976	210	Houston, Texas
55	Inszone Insurance Services LLC	\$45,787,268	\$3,446,353	\$374,175,513	\$68,927,060	218	Rancho Cordova, California
56	Oakbridge Insurance	\$45,573,571	\$7,676,804	\$31,341,966	\$55,619,262	300	LaGrange, Georgia
57	Ansay & Associates LLC	\$44,452,027	\$5,719,555	\$262,340,034	\$90,336,102	234	Port Washington, Wisconsin
58	Charles L. Crane Agency Company	\$43,951,368	\$4,411,159	\$355,361,379	\$78,393,958	260	St. Louis, Missouri
59	Huntington Insurance**	\$40,563,000	\$25,440,000	\$274,000,000	\$393,000,000	353	Columbus, Ohio
60	Home Services Insurance	\$40,000,000		\$270,000,000		275	St. Paul, Minnesota
61	Fred A. Moreton & Company	\$39,523,484	\$321,560,139	\$395,000,000	\$330,000,000	240	Salt Lake City, Utah
62	Rich & Cartmill Inc.	\$39,353,785	\$1,461,152	\$393,537,850	\$14,611,520	182	Tulsa, Oklahoma
63	Burnham WGB Insurance Solutions	\$39,102,317	\$3,589,658	\$401,196,015	\$90,296,537	131	Tustin, California
64	NavSav	\$38,258,473	\$1,389,234	\$280,175,423	\$7,500,000	320	Beaumont, Texas
65	Atlas Insurance Brokers LLC	\$37,560,888		\$280,157,934		26	Rochester, Minnesota
66	Crest Insurance Group LLC	\$34,908,425	\$10,937,948	\$266,327,683	\$94,804,304	216	Tucson, Arizona
67	The Buckner Company Inc.	\$34,427,893	\$3,595,947	\$243,876,390	\$63,906,224	202	Salt Lake City, Utah
68	James G Parker Insurance Associates	\$33,217,000	\$7,476,000	\$245,049,000	\$99,826,000	215	Fresno, California
69	R&R Insurance Services Inc.	\$32,473,000	\$8,885,000	\$226,585,000	\$199,475,000	198	Waukesha, Wisconsin
70	Haylor Freyer & Coon	\$32,400,000	\$3,750,000	\$247,000,000	\$124,000,000	195	Syracuse, New York
71	Turner Surety & Insurance Brokerage Inc.	\$31,773,100	\$301,200	\$220,078,900	\$22,500	72	Saddle Brook, New Jersey
72	Christensen Group Inc.	\$31,122,869	\$14,151,744	\$260,000,000	\$200,000,000	174	Eden Prairie, Minnesota
73	Frost Insurance**	\$30,997,929	\$21,652,338	\$220,366,960	\$393,048,153	250	San Antonio, Texas
74	Fisher Brown Bottrell Insurance Inc.**	\$30,839,677	\$8,251,428	\$85,117,937	\$224,321,070	142	Jackson, Mississippi
75	Swingle, Collins & Associates	\$29,715,200	\$1,574,000	\$200,730,640	\$6,592,325	120	Dallas, Texas
76	TRICOR LLC	\$29,456,280	\$4,983,432	\$186,622,725	\$133,129,952	209	Lancaster, Wisconsin
77	Commercial Insurance Associates LLC	\$29,441,363	\$668,821	\$267,648,755		139	Brentwood, Tennessee
78	Atlas Insurance Agency	\$28,003,842	\$3,286,021	\$183,532,882	\$69,441,536	91	Honolulu, Hawaii
79	Tompkins Insurance Agencies Inc.**	\$27,341,501	\$8,099,881	\$182,020,399	\$122,174,854	170	Batavia, New York
80	Paramount Exclusive Insurance Services Inc.	\$27,272,000	\$255,000	\$224,000,000	\$3,200,000	73	Encino, California
81	OneGroup**	\$27,000,000	\$7,100,000	\$217,200,000	\$115,200,000	215	Syracuse, New York
82	M&T Insurance Agency Inc.**	\$26,115,203	\$11,016,894	\$343,489,701	\$209,010,299	137	Buffalo, New York
83	JMG Insurance Corp.	\$25,738,766	\$750,264	\$200,498,835	\$14,358,980	180	Norwalk, Connecticut
84	Sihle Insurance Group Inc.	\$24,018,407	\$2,453,567	\$206,098,931	\$466,447	172	Altamonte Springs, Florida
85	Lamb Insurance Services	\$23,993,430	\$757,344	\$175,000,000	\$27,000,000	105	New York, New York
86	York International Agency	\$23,066,619	\$5,253,969	\$181,746,066	\$49,499,939	69	Harrison, New York
87	The Daniel and Henry Company	\$22,808,000	\$5,132,000	\$161,437,938	\$104,931,339	165	St. Louis, Missouri
88	Associated Insurance Management LLC	\$22,379,171		\$158,994,686		81	Silver Spring, Maryland
89	Kaplansky Insurance Agency	\$20,857,702	\$666,625	\$106,415,097	\$1,064,151	88	Needham, Massachusetts
90	MJ Insurance Inc.	\$20,522,073	\$23,178,748	\$146,443,305	\$1,540,036,295	197	Carmel, Indiana
91	Moody Insurance Agency Inc.	\$20,445,508	\$7,542,028	\$174,176,080		124	Denver, Colorado
92	SouthGroup Insurance	\$20,336,776	\$853,595	\$157,126,716	\$28,608,128	175	Ridgeland, Mississippi
93	BancFirst Insurance Services Inc.**	\$19,701,221	\$3,334,303	\$148,269,593	\$48,814,800	90	Oklahoma City, Oklahoma
94	Kapnick Insurance Group	\$19,604,503	\$21,010,626	\$145,218,227	\$540,425,225	174	Adrian, Michigan
95	CCIG	\$18,830,044	\$264,426	\$122,448,435	\$12,269,283	105	Englewood, Colorado
96	Transtar Insurance Brokers Inc.	\$18,784,181	\$413,690	\$151,120,837	\$2,437,392	105	Phoenix, Arizona
97	Energy Insurance Agency	\$18,616,238	\$848,718	\$117,275,999	\$12,198,676	130	Lexington, Kentucky
98	Ross & Yerger Insurance Inc.	\$18,075,989	\$13,491,176	\$152,650,719	\$289,535,835	141	Jackson, Mississippi
99	Eagan Insurance Agency	\$17,740,435	\$944,172	\$139,938,957	\$9,441,720	91	Metairie, Louisiana
100	TIS Insurance Services Inc.	\$14,422,407	\$5,638,635	\$90,519,571	\$58,110,059	88	Knoxville, Tennessee

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



Top 20 Banks in Insurance Brokerage Fee Income

(2021/Nationally)

2022 Rank	2021 Insurance Brokerage Fee Income	Bank Name	City, State	Website
1	\$2,591,000,000	Truist Bank	Charlotte, North Carolina	https://www.truist.com/
2	\$436,000,000	Citibank, N.A.	Sioux Falls, South Dakota	https://www.citibank.com/
3	\$135,638,000	Cadence Bank	Tupelo, Mississippi	https://www.bancorpsouth.com/
4	\$94,471,000	Eastern Bank	Boston, Massachusetts	https://www.easternbank.com/
5	\$84,912,000	Towne Bank	Portsmouth, Virginia	https://www.townebank.com/
6	\$60,480,000	Discover Bank	Greenwood, Delaware	https://www.discovercard.com/
7	\$51,715,000	Frost Bank	San Antonio, Texas	https://www.frostbank.com/
8	\$48,511,000	Trustmark National Bank	Jackson, Mississippi	https://www.trustmark.com/
9	\$46,702,000	Manufacturers and Traders Trust Company	Buffalo, New York	https://www.mtb.com/
10	\$25,026,000	Arvest Bank	Fayetteville, Arkansas	https://www.arvest.com/
11	\$19,583,000	Fifth Third Bank	Cincinnati, Ohio	https://www.53.com/
12	\$17,401,000	First-Citizens Bank & Trust Company	Raleigh, North Carolina	https://www.firstcitizens.com/
13	\$17,307,000	Univest Bank and Trust Co.	Souderton, Pennsylvania	https://www.univest.net/
14	\$15,985,000	The Adirondack Trust Company	Saratoga Springs, New York	https://www.adirondacktrust.com/
15	\$15,252,000	Peoples Bank	Marietta, Ohio	https://www.peoplesbancorp.com/
16	\$14,468,000	First Republic Bank	San Francisco, California	https://www.firstrepublic.com/
17	\$13,069,000	Salem Five Cents Savings Bank	Salem, Massachusetts	https://www.salemfive.com/
18	\$12,977,000	First State Community Bank	Farmington, Missouri	https://www.fscb.com/
19	\$12,660,000	First United Bank and Trust Company	Durant, Oklahoma	https://www.firstunitedbank.com/
20	\$12,244,000	Washington Federal Bank, N.A.	Seattle, Washington	https://www.wafdbank.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 - 2022 Edition



Top 20 Bank Holding Companies in Insurance Brokerage Fee Income

(2021/Nationally)

2022 Rank	2021 Insurance Brokerage Fee Income	Bank Holding Name	City, State	Website
1	\$2,597,000,000	Truist Financial Corp.	Charlotte, North Carolina	https://www.truist.com
2	\$473,000,000	Citigroup Inc.	New York, New York	https://www.citigroup.com
3	\$142,000,000	American Express Company	New York, New York	https://www.americanexpress.com
4	\$94,471,000	Eastern Bank Corp.	Boston, Massachusetts	https://www.easternbank.com
5	\$90,433,000	Stifel Financial Corp.	St. Louis, Missouri	https://www.stifelbank.com
6	\$82,398,000	Huntington Bancshares Inc.	Columbus, Ohio	https://www.huntington.com
7	\$72,000,000	Morgan Stanley	New York, New York	https://www.morganstanley.com
8	\$65,000,000	Synchrony Financial	Stamford, Connecticut	https://www.synchrony.com
9	\$60,480,000	Discover Financial Services	Riverwoods, Illinois	https://www.discovercard.com
10	\$51,715,000	Cullen/Frost Bankers Inc.	San Antonio, Texas	https://www.frostbank.com
11	\$51,059,000	UBS Americas Holding LLC	New York, New York	https://www.ubs.com/us/en.html
12	\$50,000,000	Wells Fargo & Company	San Francisco, California	https://www.wellsfargo.com
13	\$48,511,000	Trustmark Corp.	Jackson, Mississippi	https://www.trustmark.com/
14	\$46,702,000	M&T Bank Corp.	Buffalo, New York	https://www.mtb.com
15	\$39,000,000	Popular Inc.	San Juan, Puerto Rico	https://www.popular.com
16	\$34,836,000	Tompkins Financial Corp.	Ithaca, New York	https://www.tompkinstrust.com
17	\$34,357,000	Community Bank System Inc.	Dewitt, New York	https://www.communitybankna.com/
18	\$26,066,000	F.N.B. Corp.	Greenville, Pennsylvania	https://www.fnb-online.com
19	\$25,212,000	Fifth Third Bancorp	Cincinnati, Ohio	https://www.53.com
20	\$25,026,000	Arvest Bank Group Inc.	Bentonville, Arkansas	https://www.arvest.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 - 2022 Edition