

Closer Look: Top Commercial Lines Agencies

Commercial Lines Leaders

About the Commercial Lines Leaders: The 2020 Commercial Lines Leaders in this special feature are taken from Insurance Journal's Top 100 Property/Casualty Independent Agencies as reported in August. This list utilizes only the 2019 commercial lines property/casualty revenue numbers of the independent agencies and brokerages that submitted data to the Top 100 agencies report. For more information on Insurance Journal's Top 100 Property/Casualty Independent Agencies list, contact awells@insurancejournal.com.

Top 50 Commercial Lines Agencies

Ranked by Total 2019 Commercial Lines P/C Revenue

2020 Rank	Company Name	2019 Commercial Lines Revenue	2019 Total Commercial Lines Premium	2019 Total P/C Revenue	Total Employees	Main Office
1	Acrisure LLC	\$1,324,839,502	\$11,217,761,768	\$1,510,981,673	7,958	Caledonia, Mich.
2	Lockton Companies	\$1,225,672,000	\$15,022,727,956	\$1,247,087,000	8,000	Kansas City, Mo.
3	HUB International	\$1,157,173,600	\$9,000,000,000	\$1,572,638,745	12,633	Chicago, Ill.
4	Alliant Insurance Services Inc.	\$1,096,950,652	\$7,449,458,256	\$1,144,426,508	4,085	Newport Beach, Calif.
5	USI Insurance Services	\$1,020,738,671	\$8,019,255,068	\$1,124,011,947	7,512	Valhalla, N.Y.
6	AssuredPartners Inc.	\$928,147,792	\$9,930,372,599	\$1,058,043,992	6,787	Lake Mary, Fla.
7	EPIC Insurance Brokers & Consultants	\$534,733,843	\$3,574,558,426	\$581,953,162	2,600	San Francisco, Calif.
8	BroadStreet Partners Inc.	\$458,200,000	\$3,810,000,000	\$618,313,000	3,755	Columbus, Ohio
9	NFP	\$417,074,975	\$1,879,948,717	\$456,547,620	5,577	New York, N.Y.
10	Risk Strategies	\$346,872,550	\$2,988,566,200	\$426,273,250	1,987	Boston, Mass.
11	Insurance Office of America Inc.	\$174,748,559	\$1,725,624,558	\$194,051,217	1,191	Longwood, Fla.
12	Leavitt Group	\$162,803,448	\$1,173,823,093	\$223,978,435	1,890	Cedar City, Utah
13	Alera Group	\$136,000,000	\$1,004,000,000	\$150,000,000	1,800	Deerfield, Ill.
14	IMA Financial Group	\$132,581,541	\$2,581,978,322	\$155,482,214	793	Denver, Colo.
15	Higginbotham	\$128,061,000	\$1,037,000,000	\$144,592,000	1,051	Fort Worth, Texas
16	Woodruff Sawyer	\$124,700,000	\$1,393,600,000	\$126,800,000	515	San Francisco, Calif.
17	The Hilb Group LLC	\$106,524,583	\$828,068,672	\$131,703,121	951	Richmond, Va.
18	Heffernan Insurance Brokers	\$106,214,792	\$755,715,617	\$112,134,433	417	Walnut Creek, Calif.
19	Cross Insurance	\$94,000,000	\$850,000,000	\$142,000,000	988	Bangor, Maine
20	INSURICA Inc.	\$89,046,715	\$637,397,204	\$98,956,691	600	Oklahoma City, Okla.
21	Hylant	\$85,255,693	\$736,981,489	\$102,052,311	720	Toledo, Ohio
22	PayneWest Insurance Inc.	\$84,761,405	\$609,574,212	\$108,108,955	750	Missoula, Mont.
23	Propel Insurance	\$73,900,000	\$550,000,000	\$78,400,000	351	Tacoma, Wash.
24	TrueNorth Companies	\$64,861,000	\$623,663,000	\$69,507,000	385	Cedar Rapids, Iowa
25	Relation Insurance Services	\$58,576,260	N/A	\$58,576,260	517	Walnut Creek, Calif.
26	Parker, Smith & Feek Inc.	\$49,628,000	\$356,304,000	\$53,158,000	261	Bellevue, Wash.
27	Graham Company	\$49,513,477	\$381,301,892	\$53,498,528	193	Philadelphia, Pa.
28	PCF Insurance Services	\$48,500,000	\$564,000,000	\$66,000,000	610	Salt Lake City, Utah
29	Marshall & Sterling Enterprises Inc.	\$46,879,293	\$300,221,578	\$68,387,459	440	Poughkeepsie, N.Y.
30	Houchens Insurance Group Inc.	\$46,521,257	\$337,422,388	\$50,664,412	323	Bowling Green, Ky.
31	ABD Insurance and Financial Services	\$43,600,000	\$301,000,000	\$45,900,000	350	San Francisco, Calif.
32	Sunstar Insurance Group	\$42,000,000	\$400,000,000	\$48,500,000	310	Memphis, Tenn.
33	Scott Insurance (James A. Scott & Son Inc.)	\$41,801,000	\$365,245,362	\$42,926,000	340	Lynchburg, Va.
34	Towne Insurance**	\$40,506,140	\$290,861,912	\$60,211,621	419	Virginia Beach, Va.
35	Bowen, Miclette & Britt Insurance Agency LLC	\$40,472,093	\$287,922,554	\$48,239,942	218	Houston, Texas
36	Eastern Insurance Group LLC**	\$39,665,698	\$280,000,000	\$72,218,344	424	Natick, Mass.
37	Lawley Insurance	\$38,174,055	\$299,262,185	\$55,302,327	422	Buffalo, N.Y.
38	The Mahoney Group	\$38,160,679	\$255,936,249	\$40,135,452	158	Mesa, Ariz.
39	World Insurance Associates LLC	\$36,934,463	\$369,344,630	\$52,343,835	405	Tinton Falls, N.J.
40	Starkweather & Shepley Insurance Brokerage Inc.	\$36,509,445	\$274,193,813	\$55,140,175	248	East Providence, R.I.
41	Professional Insurance Associates	\$36,000,000	\$250,000,000	\$54,000,000	57	San Carlos, Calif.
42	The Horton Group Inc.	\$35,614,900	\$338,708,854	\$44,909,031	350	Orland Park, Ill.
43	Shepherd Insurance LLC	\$35,450,610	\$265,768,780	\$52,241,029	365	Carmel, Ind.
44	Fisher Brown Bottrell Insurance Inc.**	\$33,616,805	\$198,047,776	\$36,436,312	152	Jackson, Miss.
45	Rose & Kiernan Inc.	\$33,006,225	\$395,395,190	\$43,638,120	200	East Greenbush, N.Y.
46	Sterling Seacrest Partners Inc.	\$32,598,552	\$270,423,349	\$34,819,025	192	Atlanta, Ga.
47	Cobbs Allen	\$32,443,901	\$231,145,989	\$34,146,964	214	Birmingham, Ala.
48	Robertson Ryan & Associates	\$31,783,000	\$232,000,000	\$42,107,000	364	Milwaukee, Wisc.
49	Charles L. Crane Agency Company	\$30,347,000	\$209,146,000	\$35,904,000	270	Saint Louis, Mo.
50	Moreton & Company	\$29,690,000	\$225,000,000	\$31,259,000	225	Salt Lake City, Utah

Editor's Note: ** = Bank Owned Agency