

# TOP 100

## PROPERTY CASUALTY INDEPENDENT AGENCIES



**About This Report:** The soft market had its effect on this year's Top 100. But despite challenging soft market conditions, 15 of the privately-owned agencies and brokerages on *Insurance Journal's* Top 100 Property Casualty Independent Agencies list managed to increase their P/C premium volume in 2007 over 2006 by more than 20 percent.

Notable mentions include The Leavitt Group, which reported a 52.5 percent increase in P/C premium in 2007 over 2006.

Also, Houchens Insurance Group reported a 50 percent increase in P/C premium while the The Buckner Co. reported a 56.52 percent jump.

This year's list also includes a number of newcomers including: Allied North America; Wausau Signature Agency LLC; Frenkel & Co. Inc.; Combined Agents of America LLC; Barney & Barney LLC; Capacity Group; Moreton & Co.; Bratrud Middleton Insurance Brokers Inc.; Sihle Insurance Group; Turner Surety & Insurance Brokerage Inc.; James G. Parker Insurance Assoc.; John O. Bronson Co. Inc.; The Buckner Co.; MJ Insurance Inc.; Lassiter-Ware Insurance; and Senn Dunn.

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

top privately-held independent insurance agencies and brokerages whose business volume is primarily retail, not wholesale. The more cooperation *IJ* receives, the more accurate and comprehensive this listing can be.

All information in this report has been garnered from voluntary online submissions from agencies, 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. Also, submitted data was not independently verified.

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# Top 100 Privately-Held Property/Casualty Agencies

Ranked by Total 2007 P/C Premium Written

2007 Rank	2006 Rank	Agency Name	Total 2007 P/C Premium Written	2006 P/C Premium	% Premium Change	2007 Other than P/C Premium	2007 P/C Revenue	No. of Empl.	Main Office	Web site
1	1	Lockton*	\$7.7 billion	\$7.0 billion	10.37%	\$6.1 billion	\$594.6 million	3,875	Kansas City, Mo.	www.lockton.com
2	2	Alliant Insurance Services Inc.	\$1.8 billion	\$1.4 billion	29.18%	\$1.0 billion	\$187.2 million	1,003	Newport Beach, Calif.	www.alliantinsurance.com
3	3	The Leavitt Group	\$1.5 billion	\$1.0 billion	52.50%	\$200.0 million	\$171.0 million	1,550	Cedar City, Utah	www.leavitt.com
4	4	Keystone Insurers Group	\$978.3 million	\$790.0 million	23.83%	\$94.2 million	\$122.3 million	1,150	Northumberland, Pa.	www.keystoneinsgrp.com
5	new	Allied North America	\$829.0 million			NR	\$86.0 million	487	Jericho, N.Y.	www.alliedna.com
6	5	Hylant Group Inc.	\$691.1 million	\$642.0 million	7.65%	NR	\$73.4 million	680	Toledo, Ohio	www.hylant.com
7	8	Insurance Office of America Inc.	\$662.5 million	\$559.7 million	18.37%	\$99.6 million	\$66.3 million	534	Longwood, Fla.	www.ioausa.com
8	12	J. Smith Lanier & Co.	\$655.1 million	\$503.8 million	30.03%	\$140.0 million	\$74.0 million	610	West Point, Ga.	www.jsmithlanier.com
9	10	Heffernan Group	\$627.3 million	\$524.0 million	19.71%	\$105.2 million	\$62.9 million	400	Walnut Creek, Calif.	www.heffgroup.com
10	9	IMA Financial Group Inc.*	\$600.0 million	\$530.0 million	13.21%	\$275.0 million	\$57.6 million	475	Wichita, Kan.	www.imacorp.com
11	15	Rutherford Cos.*	\$534.6 million	\$420.7 million	27.06%	\$87.2 million	\$63.6 million	295	Roanoke, Va.	www.rutherford.com
12	11	InterWest Insurance Services Inc.**	\$519.6 million	\$513.6 million	1.17%	\$93.9 million	\$51.7 million	340	Sacramento, Calif.	www.iwins.com
13	16	SWBC	\$481.0 million	\$385.9 million	24.63%	\$232.7 million	\$158.7 million	1,020	San Antonio, Texas	www.swbc.com
14	13	Bollinger Inc.	\$452.5 million	\$472.0 million	-4.14%	\$575.0 million	\$66.6 million	417	Short Hills, N.J.	www.bollingerinsurance.com
15	new	Wausau Signature Agency LLC	\$432.0 million			\$98.6 million	\$46.4 million	297	Wausau, Wis.	www.wausausa.com
16	17	Woodruff-Sawyer & Co.*	\$402.0 million	\$384.0 million	4.68%	\$390.0 million	\$48.3 million	284	San Francisco, Calif.	www.wsandco.com
17	new	Frenkel & Co. Inc.*	\$386.0 million			\$239.0 million	\$53.1 million	223	New York, N.Y.	www.frenkel.com
18	new	Combined Agents of America LLC*	\$385.6 million			NR	\$47.5 million	540	Austin, Texas	www.combinedagents.com
19	19	Neace Lukens Holding Co.*	\$352.1 million	\$328.6 million	7.16%	\$352.2 million	NR	494	Louisville, Ky.	www.neacelukens.com
20	18	Mesirow Insurance Services*	\$349.2 million	\$328.6 million	6.28%	NR	\$48.5 million	320	Chicago, Ill.	www.mesirowfinancial.com
21	22	Renaissance Insurance Group LLC*	\$325.0 million	\$300.0 million	8.33%	\$3.0 million	\$49.0 million	490	Wellesley, Mass.	www.renaissanceins.com
22	29	Marshall & Sterling	\$320.0 million	\$283.2 million	13.00%	NR	\$45.7 million	340	Poughkeepsie, N.Y.	www.marshallsterling.com
23	24	RCM&D Inc.	\$314.0 million	\$291.6 million	7.68%	\$109.0 million	\$28.0 million	280	Baltimore, Md.	www.rcmd.com
24	28	North American Group	\$313.0 million	\$284.2 million	10.15%	\$51.5 million	\$39.0 million	204	Oklahoma City, Okla.	www.na-group.com
25	new	Barney & Barney LLC	\$300.0 million			\$337.5 million	\$20.8 million	285	San Diego, Calif.	www.barneyandbarney.com
26	33	Starkweather & Shepley Ins. Brokerage Inc.*	\$300.0 million	\$255.5 million	17.42%	\$70.0 million	\$30.6 million	155	East Providence, R.I.	www.starshp.com
27	20	Van Gilder Insurance Corp.*	\$291.4 million	\$309.2 million	-5.76%	NR	\$40.2 million	275	Denver, Colo.	www.vgic.com
28	27	Assurance Agency Ltd.	\$290.0 million	\$284.5 million	1.92%	\$135.0 million	\$29.0 million	180	Schaumburg, Ill.	www.assuranceagency.com
29	new	Capacity Group	\$285.5 million			NR	\$45.6 million	163	Mahwah, N.J.	www.capcoverage.com
30	37	Iroquois Group Inc.	\$278.7 million	\$248.3 million	12.25%	NR	\$41.8 million	100	Olean, N.Y.	www.iroquoisgroup.com
31	35	Insurors Group LLC*	\$270.0 million	\$252.1 million	7.09%	\$3.0 million	\$43.0 million	250	Bryan, Texas	www.insurorsgroup.com
32	31	Haylor, Freyer & Coon Inc.*	\$263.0 million	\$261.5 million	0.57%	\$80.0 million	\$29.5 million	250	Syracuse, N.Y.	www.haylor.com
33	36	Great Florida Insurance	\$260.0 million	\$250.0 million	4.00%	NR	\$31.2 million	240	Stuart, Fla.	www.greatflorida.com
34	new	Moreton & Co.*	\$250.0 million			\$220.0 million	\$22.0 million	175	Salt Lake City, Utah	www.Moreton.com
35	32	The Graham Co.*	\$247.0 million	\$258.0 million	-4.26%	NR	\$40.3 million	172	Philadelphia, Pa.	www.grahamco.com
36	38	The Insurance Alliance of Central Pa. Inc.*	\$243.3 million	\$238.9 million	1.86%	NR	\$31.2 million	253	Camp Hill, Pa.	www.tiacp.com
37	30	The Mahoney Group	\$241.1 million	\$280.0 million	-13.89%	\$98.4 million	\$44.8 million	270	Casa Grande, Ariz.	www.mahoneygroup.com
38	34	McQueary Henry Bowles Troy LLP	\$240.8 million	\$255.3 million	-5.70%	\$20.0 million	\$24.3 million	190	Dallas, Texas	www.mhbt.com
39	25	The Horton Group Inc.	\$239.7 million	\$291.0 million	-17.64%	\$203.8 million	NR	332	Orland Park, Ill.	www.thehortongroup.com
40	39	Cobbs, Allen & Hall	\$238.7 million	\$214.9 million	11.09%	NR	\$23.1 million	193	Birmingham, Ala.	www.cobbhall.com
41	40	Higginbotham & Associates Inc.**	\$233.4 million	\$209.5 million	11.40%	\$197.4 million	\$23.6 million	263	Fort Worth, Texas	www.higginbotham.net
42	41	Bouchard Insurance	\$233.2 million	\$208.3 million	11.94%	\$126.5 million	\$24.5 million	216	Clearwater, Fla.	www.bouchardinsurance.com
43	56	Houchens Insurance Group	\$231.0 million	\$154.0 million	50.00%	\$130.0 million	\$23.0 million	171	Bowling Green, Ky.	www.vanmeterins.com
44	23	Scott Insurance	\$227.4 million	\$300.0 million	-24.20%	\$92.1 million	\$29.5 million	213	Lynchburg, Va.	www.scottins.com
45	26	Bowen, Miclette & Britt Inc.	\$216.4 million	\$289.8 million	-25.34%	\$116.8 million	\$37.0 million	180	Houston, Texas	www.bmb-inc.com
46	48	HBA Insurance Group Inc	\$215.0 million	\$180.0 million	19.44%	\$18.0 million	\$21.0 million	137	Miami, Fla.	www.hbains.com
47	46	Advanced Insurance Underwriters LLC	\$212.5 million	\$182.2 million	16.60%	\$2.1 million	\$24.4 million	193	Hollywood, Fla.	www.advancedins.com
48	new	Bratrud Middleton Insurance Brokers Inc.	\$210.0 million			\$14.0 million	NR	196	Tacoma, Wash.	www.bratrud.com
49	42	United Agencies Inc.*	\$199.1 million	\$200.0 million	-0.45%	\$20.0 million	NR	210	Pasadena, Calif.	www.unitedagencies.com
50	new	Sihle Insurance Group Inc.	\$197.1 million			NR	\$21.2 million	150	Altamonte Springs, Fla.	www.sihle.com
51	new	Turner Surety and Insurance Brokerage Inc.	\$188.0 million			NR	NR	17	Woodcliff Lake, N.J.	www.tsibinc.com
52	52	Risk Transfer Holdings Inc.	\$187.0 million	\$168.8 million	10.76%	NR	\$16.6 million	53	Orlando, Fla.	www.risktransferinc.com
53	44	Dawson Cos.*	\$182.7 million	\$187.7 million	-2.63%	\$17.4 million	\$21.6 million	210	Rocky River, Ohio	www.dawsoncompanies.com
54	51	SIA of N.C.*	\$181.4 million	\$169.0 million	7.34%	NR	NR	160	Jacksonville, N.C.	www.siagroup.net
55	47	Lawley Service Inc.	\$181.2 million	\$180.0 million	0.65%	\$187.5 million	\$27.2 million	246	Buffalo, N.Y.	www.lawleyinsurance.com
56	45	Professional Insurance Assoc. Inc.	\$180.0 million	\$185.0 million	-2.70%	NR	NR	60	San Carlos, Calif.	www.piainc.com
57	49	Robertson Ryan & Assoc. Inc.	\$175.0 million	\$173.0 million	1.16%	\$28.0 million	\$22.0 million	175	Milwaukee, Wis.	www.robertsonryan.com
58	53	Jenkins Insurance Group	\$154.8 million	\$164.6 million	-5.96%	\$227.9 million	\$14.3 million	242	Concord, Calif.	www.jenkinsathens.com
59	57	Bainswest Inc.*	\$153.2 million	\$150.4 million	1.86%	\$49.9 million	\$18.8 million	198	Tulsa, Okla.	www.bainswest.com
60	65	Swantner & Gordon Insurance Agency	\$144.3 million	\$129.0 million	11.81%	\$37.2 million	\$17.4 million	141	Corpus Christi, Texas	www.s-gins.com

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## Top 20 Banks in Insurance Brokerage Fee Income

(2007/Nationally)

Rank	2007 Insurance Brokerage Fee Income	Bank Name	City, State	Web site
1	\$1.2 billion	Citibank, National Assoc.	Las Vegas, Nev.	www.citibank.com
2	\$836.9 million	Branch Banking and Trust Co.	Winston Salem, N.C.	www.bbt.com
3	\$256.6 million	FIA Card Services, National Assoc.	Wilmington, Del.	www.bankofamerica.com
4	\$176.8 million	Bank of America, National Assoc.	Charlotte, N.C.	www.bankofamerica.com
5	\$84.6 million	Commerce Bank/North	Ramsey, N.J.	www.commerceonline.com
6	\$71.6 million	National City Bank	Cleveland, Ohio	www.nationalcity.com
7	\$71.5 million	BancorpSouth Bank	Tupelo, Miss.	www.bancorpsouth.com
8	\$70.5 million	Union Bank of California, National Assoc.	San Francisco, Calif.	www.unionbank.com
9	\$56.0 million	TD BankNorth, National Assoc.	Portland, Maine	www.tdbanknorth.com
10	\$41.8 million	Associated Bank, National Assoc.	Green Bay, Wis.	www.associatedbank.com
11	\$40.7 million	Eastern Bank	Boston, Mass.	www.easternbank.com
12	\$35.3 million	Trustmark National Bank	Jackson, Miss.	www.trustmark.com
13	\$33.3 million	Bank of the West	San Francisco, Calif.	www.bankofthewest.com
14	\$31.3 million	First Tennessee Bank, National Assoc.	Memphis, Tenn.	www.firsttennessee.com
15	\$31.1 million	The Frost National Bank	San Antonio, Texas	www.frostbank.com
16	\$30.6 million	Chase Bank USA, National Assoc.	Newark, Del.	www.chase.com
17	\$28.4 million	Manufacturers and Traders Trust Co.	Buffalo, N.Y.	www.mtb.com
18	\$23.2 million	Banco Popular, National Assoc.	Orlando, Fla.	www.bancopopular.com
19	\$22.9 million	Citibank (South Dakota), N.A.	Sioux Falls, S.D.	not available
20	\$22.5 million	Discover Bank	Greenwood, Del.	www.discovercard.com

**Note about this report:** These rankings include only commercial banks and FDIC-supervised savings banks which are required by the FDIC to report line item income like insurance brokerage. They do not include savings associations (SAs) regulated by the Office of Thrift Supervision (OTS), because SAs are not so required.

Source: Michael White-Symetra Bank Fee Income Report

## Top 20 Bank Holding Companies in Insurance Brokerage Fee Income

(2007/Nationally)

Rank	2007 Insurance Brokerage Fee Income	Bank Holding Company Name	City, State	Web site
1	\$2.0 billion	Citigroup Inc.	New York, N.Y.	www.citigroup.com
2	\$1.3 billion	Wells Fargo & Co.	San Francisco, Calif.	www.wellsfargo.com
3	\$842.1 million	BB&T Corp.	Winston-Salem, N.C.	www.bbt.com
4	\$317.9 million	Bank of America Corp.	Charlotte, N.C.	www.bankofamerica.com
5	\$170.0 million	HSBC North America Holdings Inc.	Prospect Heights, Ill.	www.us.hsbc.com
6	\$156.0 million	Wachovia Corp.	Charlotte, N.C.	www.wachovia.com
7	\$138.0 million	JPMorgan Chase & Co.	New York, N.Y.	www.jpmorganchase.com
8	\$97.2 million	Regions Financial Corp.	Birmingham, Ala.	www.regions.com
9	\$84.6 million	Commerce Bancorp Inc.	Cherry Hill, N.J.	www.commerceonline.com
10	\$71.6 million	BancorpSouth Inc.	Tupelo, Miss.	www.bancorpsouthonline.com
11	\$70.5 million	UnionBanCal Corp.	San Francisco, Calif.	www.uboc.com
12	\$56.04 million	TD BankNorth Inc.	Portland, Maine	www.tdbanknorth.com
13	\$56.0 million	Popular Inc.	San Juan, Puerto Rico	www.bancopopular.com
14	\$55.2 million	Capital One Financial Corp.	McLean, Va.	www.capitalone.com
15	\$43.1 million	Associated Banc-Corp.	Green Bay, Wis.	www.associatedbank.com
16	\$40.7 million	Eastern Bank Corp.	Boston, Mass.	www.easternbank.com
17	\$37.7 million	Huntington Bancshares Inc.	Columbus, Ohio	www.huntington.com
18	\$37.2 million	Old National Bancorp	Evansville, Ind.	www.oldnational.com
19	\$36.4 million	Bancwest Corp.	Honolulu, Hawaii	www.bankofthewest.com
20	\$36.0 million	National City Corp.	Cleveland, Ohio	www.nationalcity.com

**Note about this report:** With 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 \$500 million) to file line item fee income like insurance brokerage. Ranking excludes MetLife Inc., which does not engage in significant banking activities.

Source: Michael White-Symetra Bank Holding Company Fee Income Report