



# THE LIST

## EMPLOYEE BENEFITS CONSULTANTS

Ranked by number of L.A. County employees involved in benefits services

Rank		Company <ul style="list-style-type: none"> <li>• name</li> <li>• address</li> <li>• website</li> </ul>	Employees (county/total) <ul style="list-style-type: none"> <li>• benefits consultants</li> <li>• total employees</li> </ul>	Profile <ul style="list-style-type: none"> <li>• parent company</li> <li>• headquarters</li> </ul>	Top Local Executive <ul style="list-style-type: none"> <li>• name</li> <li>• title</li> <li>• phone</li> </ul>	
1		<b>Mercer</b> 633 W. Fifth St., Suite 1200 Los Angeles 90071 mercer.com	<b>208/10,865</b> 208/22,390	Marsh & McLennan Cos. New York	Steven Louie Growth Team Leader (213) 346-2200	
2		<b>Arthur J. Gallagher &amp; Co.</b> 505 N. Brand Blvd., Sixth Floor Glendale 91203 ajg.com	<b>104/4,100</b> 460/27,327	Arthur J. Gallagher & Co. Rolling Meadows, Ill.	Norbert Chung President, Western Region (818) 539-2300	
3		<b>Lockton Insurance Brokers</b> 725 S. Figueroa St., 35th Floor Los Angeles 90017 lockton.com	<b>103/1,088</b> 628/7,000	Lockton Cos. Kansas City, Mo.	Jim Czesak Chief Operating Officer, Exec. V.P. (213) 689-0500	
4		<b>Kravitz Inc., an Ascensus company</b> 16030 Ventura Blvd., Suite 200 Encino 91436 cashbalancedesign.com	<b>90/90</b> 90/90	Ascensus Dresher, Pa.	Daniel Kravitz President (818) 995-6100	
5		<b>Willis Towers Watson Public Ltd. Co.</b> 300 S. Grand Ave., Suite 2000 Los Angeles 90071 willistowerswatson.com	<b>78/N/A</b> 215/40,000	Willis Towers Watson Public Ltd. Co. London	Michael Fox Market Leader, Southern California/Southwest (213) 337-6000	
6		<b>QBI, an Ascensus company</b> 21031 Ventura Blvd., 12th Floor Woodland Hills 91364 qbillc.com	<b>73/94<sup>1</sup></b> 73/102 <sup>1</sup>	Ascensus Dresher, Pa.	Nick Stonnington CEO (818) 594-4900	
7		<b>Keenan &amp; Associates</b> 2355 Crenshaw Blvd., Suite 200 Torrance 90501 keenan.com	<b>62/135</b> 422/750	AssuredPartners Inc. Lake Mary, Fla.	Sean Smith CEO (310) 212-3344	

<sup>1</sup> Business Journal estimate.

Note: Deloitte may have qualified, but declined to provide information. Information on this list was provided by representatives of the companies themselves. Firms are ranked by the number of L.A. County employees involved in employee benefits services and total L.A. County employees, respectively. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions

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8	 <b>Aon</b> 707 Wilshire Blvd., Suite 2600 Los Angeles 90017 aon.com	62/15,000 358/50,000	Aon London	Chris Rogers Sr. V.P., Southern California Practice Leader Salvador Lona V.P., Southern California Market Leader (213) 630-2900	
9	 <b>HUB</b> <b>Hub International Insurance Services Inc.</b> 6701 Center Drive West, Suite 1500 Los Angeles 90045 hubinternational.com	45/2,000 280/11,000	Hellman & Friedman San Francisco	Andrew Forchelli President (310) 568-5900	
10	 <b>StoneTapert Insurance Services</b> 14 N. Baldwin Ave. Sierra Madre 91024 stonetapert.com	25/25 42/42	Benefits America Insurance Services Los Angeles	Chuck Tapert President (626) 844-3300	
11	 <b>OneDigital Health and Benefits</b> 515 S. Flower St., Suite 3510 Los Angeles 90071 onedigital.com	22/234 22/1,331	OneDigital Health and Benefits Atlanta	Adam Bruckman CEO (213) 622-1177	
	 <b>Actuaries Unlimited Inc.</b> 16030 Ventura Blvd., Suite 320 Encino 91436 actuariesunlimited.com	22/32 35/45	Actuaries Unlimited Inc. Encino	Mindy Gassman President (818) 325-8800	
13	 <b>Segal Group Inc.</b> 330 N. Brand Blvd., Suite 1100 Glendale 91505 segalgroup.net	18/750 30/1,000	Segal Group Inc. New York	John Coyle Regional Manager Tom Morrison Sr. V.P. (818) 956-6700	
14	 <b>Pacific Federal, a Zenith American Co.<sup>1</sup></b> 1000 N. Central Ave., Suite 400 Glendale 90212 pacfed.com; zenith-american.com	15/105 89/1,546	Zenith American Solutions Inc. Tampa, Fla.	James Garrison President (818) 243-0222	
15	 <b>Montage Insurance Solutions</b> 5550 Topanga Canyon Blvd., Suite 310 Woodland Hills 91367 montageinsurance.com	11/11 24/24	Danone Simpson Insurance Services Woodland Hills	Danone Simpson CEO, President (818) 676-0044	
	 <b>Benefits &amp; Risk Solutions Inc.</b> 28402 Constellation Road Valencia 91355 brs1.com	11/11 <sup>2</sup> 11/11 <sup>2</sup>	Benefits & Risk Solutions Inc. Valencia	Hugo Sibrian CEO, President (213) 341-4555	
17	 <b>PCH Benefits</b> 4607 Lakeview Canyon Road, Suite 501 Westlake Village 91361 pchbenefits.com	10/10 10/10	PCH Benefits Westlake Village	Thomas Means Managing Partner (805) 418-7080	
	 <b>Peter C. Foy &amp; Associates Insurance Services Inc.</b> 6200 Canoga Ave., Suite 325 Woodland Hills 91367 pcfoy.com	10/20 41/86	Peter C. Foy & Associates Insurance Services Inc. Woodland Hills	Peter Foy CEO, President (818) 703-8057	
19	 <b>Poms &amp; Associates</b> 5700 Canoga Ave., Suite 400 Woodland Hills 91367 pomsassoc.com	9/13 75/105	Poms & Associates Woodland Hills	David Poms President (818) 449-9300	
	 <b>Wendes</b> 111 W. Ocean Blvd., 22nd Floor Long Beach 90802 wendes.com	9/11 110/165	Wendes Long Beach	Richard Green Partner (562) 435-1191	
	 <b>LBW Insurance and Financial Services</b> 28055 Smyth Drive Valencia 91355 lbwinsurance.com	9/9 36/36	LBW Insurance and Financial Services Valencia	Mitzi Like CEO, President (661) 702-6000	
	 <b>USI Insurance Services<sup>3</sup></b> 21700 Oxnard St., Suite 1200 Woodland Hills 91367 usi.com	9/1,744 87/7,532	USI Holdings Valhalla, N.Y.	Jeffrey Lang Executive Vice President (818) 251-3000	
23	 <b>CBIZ Benefits &amp; Insurance Services Inc.</b> 10474 Santa Monica Blvd., Suite 200 Los Angeles 90025 cbiz.com	4/1,212 <sup>2</sup> 92/4,600 <sup>2</sup>	CBIZ Inc. Cleveland	Kevin Garrett President (310) 268-2000	
	 <b>Integrated Benefit Consultants Inc.</b> 655 Deep Valley Dr., Suite 325A Rolling Hills Estates 90274 ibenefitconsult.com	4/4 4/4	Integrated Benefit Consultants Inc. Rolling Hills Estates	Heather Himelwright CEO, Founder (310) 791-4890	

<sup>1</sup> Pacific Federal was acquired by Zenith American Solutions Inc. in 2017.<sup>2</sup> Business Journal estimate.<sup>3</sup> Acquired Wells Fargo Insurance USA Inc. in 2017.

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