

THE LIST

INSURANCE BROKERAGE FIRMS

Ranked by 2019 L.A. County revenue

► **NEXT WEEK**

Bioscience Companies

Rank	Brokerage • name • address • website	L.A. County (\$ in millions)		Insurers (partial list)	Major Lines Written (partial list)	Profile • parent company • headquarters • L.A. employees • offices (L.A./total)	Top Local Executive • name • title • phone	Image
		Revenue • 2019 • 2018	Premiums • 2019 • 2018					
1	 Arthur J. Gallagher & Co. 505 N. Brand Blvd., Sixth Floor Glendale 91203 ajg.com	\$320.8 \$278.3	\$2,403.2 \$2,140.5	all carriers	all lines	N/A Rolling Meadows, Ill. 922 9 / 1,177	Scott Firestone Southwest Regional President (818) 539-2300	
2	 Lockton Insurance Brokers 777 S. Figueroa, 52nd Floor Los Angeles 90017 lockton.com	212.8 182.8	2,677.0 2,320.0	all carriers	all lines	Lockton Inc. Kansas City, Mo. 361 2 / 100	Timothy Noonan CEO (213) 689-0500	
3	 Auto Insurance Specialists 17785 Center Court Drive North, Suite 250 Cerritos 90703 aisinsurance.com	105.0 100.0	665.0 630.0	Mercury, Progressive, Infinity, National General, Safeco, Foremost, Kemper	auto, home, other personal lines, commercial	Mercury Casualty Co. Cerritos 515 13 / 22	Mark Ribisi CEO, President (562) 345-6247	
4	 Alliant Insurance Services Inc. 333 S. Hope St., Suite 3750 Los Angeles 90071 alliant.com	103.7 94.7	821.2 809.7	all major carriers	all lines	N/A Newport Beach 156 3 / 105	Peter Arkley President, Alliant Specialty Group (213) 443-2440	
5	 Keenan & Associates 2355 Crenshaw Blvd., Suite 200 Torrance 90501 keenan.com	91.3 87.3	507.2 467.4	NA	workers' compensation, medical, dental, property/ liability, public construction	AssuredPartners Inc. Lake Mary, Fla. 413 1 / 9	Sean Smith CEO (310) 212-3344	
6	 Hub International Ltd. 16030 Ventura Blvd, Suite 500 Encino 91436 hubinternational.com	84.0 78.8	924.0 880.0	all carriers	all lines	N/A Chicago NA 6 / 450	Andrew Forchelli Regional President, Los Angeles (818) 257-7400	
7	 Willis Towers Watson 300 S. Grand Ave. Los Angeles 90071 willistowerswatson.com	69.2 51.2	359.2 375.0	all carriers	all lines	N/A London NA 2 / NA	Michael Fox Market Leader, Southern California (213) 337-6000	
8	 AmWins Group Inc. 444 S. Flower St., Suite 4500 Los Angeles 90017 amwins.com	61.6 57.0	1,034.8 868.5	AIG, Fairfax, Allegheny, Markel, Hartford, Liberty, W.R. Berkley	property, casualty, professional lines	N/A Charlotte, N.C. 182 4 / 58	Terrence Villar EVP (213) 254-2220	
9	 Bolton & Co. 3475 E. Foothill Blvd., Suite 100 Pasadena 91107 boltonco.com	52.5 47.9	713.5 658.5	all major carriers	property/casualty, employee benefits, personal lines, bonds	N/A Pasadena 191 2 / 5	Steve Brockmeyer CEO, President (626) 799-7000	
10	 Poms & Associates 5700 Canoga Ave., Suite 400 Woodland Hills 91367 pomsassoc.com	45.9 45.9	249.9 249.6	Blue Cross of California, Blue Shield of California, Munich America, Hartford	all lines	N/A Woodland Hills NA 2 / 5	David Poms President (818) 449-9300	
11	 USI Insurance Services 777 S. Figueroa St., Suite 2100 Los Angeles 90017 usi.com	37.4 9.0	778.6 736.9	all major carriers	property/casualty, employee benefits, private risk & retirement consulting	USI Holdings Valhalla, N.Y. 120 1 / 160	Tim Prichard President (213) 337-6400	
12	 Total Financial & Insurance Services Inc. 300 Corporate Pointe, Suite 250 Culver City 90230 totalfinancial.com	35.8 34.4	NA NA	Lincoln Life, American General, Prudential, John Hancock, Allianz, Protective Life, Principal Financial Group	life insurance, foreign nationals, annuities, finance, professional programs	N/A Culver City NA 1 / 1	Diana Hudson-Greenberg CEO, President (310) 477-7500	
13	 United Agencies Inc. 301 E. Colorado Blvd., Suite 200 Pasadena 91101 unitedagencies.com	32.5 32.5	NA 325.0	all major carriers	workers' compensation, business insurance, personal insurance, employee benefits	N/A Pasadena NA 20 / 40	Gary Conkey President (626) 535-8300	

¹ Business Journal estimate.
N/A - Not Applicable NA - Not Available Note: The information on this list was supplied by representatives of the brokerages. Brokerages are ranked by 2019 L.A. County revenue from insurance brokerage services. Numbers that appear to be tied have been rounded. Aon may have qualified for this list but declined to provide financial information. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the

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Researched by Joshua Niv

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INSURANCE BROKERAGE FIRMS *Continued from page 13*

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		Revenue • 2019 • 2018	Premiums • 2019 • 2018					
14	 Epic Insurance Brokers and Consultants 350 S. Grand Ave., Suite 4500 Los Angeles 90071 epicbrokers.com	\$27.2 \$14.2	\$248.9 \$137.2	all major carriers	property/casualty, workers' compensation, executive risk, employee benefits consulting	N/A San Francisco 82 4 / 85	Jim Gillette President, Pacific South Region (877) 650-3742	
15	 Dickerson Insurance Services, an Alera Group Agency 1918 Riverside Drive Los Angeles 90039 dickerson-group.com	23.8' 23.8	NA NA	Aetna, Anthem Blue Cross, Blue Shield, California Choice, Covered California, Health Net, Kaiser Permanente	medical, workers' compensation, property/casualty, voluntary/supplemental, medical, dental	Alera Group Deerfield, Ill. NA 2 / 2	Tony Lee CEO (800) 457-6116	
16	 Arroyo Insurance Services 2900 W. Broadway Los Angeles 90041 arroyoins.com	19.6' 19.6	NA NA	all major carriers	commercial business, workers' compensation, employee benefits, professional liability	N/A Los Angeles NA 12 / 14	Tom Higgins President (310) 832-1131	
17	 SullivanCurtisMonroe Insurance Services 550 S. Hope St., Suite 1000 Los Angeles 90071 sullivancurtismonroe.com	17.0 17.0	191.3 192.3	Travelers, Hartford, Zurich, Chubb, Aetna, Anthem, UnitedHealthcare	property/casualty, employee benefits, workers' compensation	N/A Irvine 35 1 / 3	John Monroe CEO, Chairman (949) 250-7172	
18	 Marsh & McLennan Agency 350 S. Grand Ave., Suite 3410 Los Angeles 90017 marshmma.com	14.6 10.8	213.9 167.1	all carriers	all lines	Marsh New York 19 1 / 100	Brian Hegarty Principal, Director (800) 321-4696	
19	 PCF Insurance Services of the West 6200 Canoga Ave., Suite 325 Woodland Hills 91367 pcf.com	12.0 7.8	123.7 79.1	Travelers, Safeco, Allied, Auto-Owners, Anthem, UnitedHealthcare, Progressive	commercial, benefit programs, personal	PCF Insurance Services Woodland Hills 90 2 / 10	Peter Foy CEO, President (818) 703-8057	
20	 B&B Premier Insurance Solutions Inc. 5008 Chesebro Road, Suite 200 Agoura Hills 91301 bbpremierins.com	11.8' 11.8	NA 85.5	Mercury Insurance, Capital Insurance Co., Safeco Insurance, AIG Private Client, Chubb	auto, construction, workers' compensation, apartment buildings, homeowners	Acrisure of California Caledonia, Mich. NA 1 / 1	Eric Bossuk CEO (818) 223-8383	
21	 Burnham Benefits Insurance Services 660 S. Figueroa St., Suite 2250 Los Angeles 90017 burnhambenefits.com	11.6 10.8	580.4 539.3	Anthem, Blue Shield, Kaiser, Aetna, Cigna, UNUM, Met Life, Guardian	medical, dental, vision, life and disability, voluntary, stop loss	N/A Irvine 16 1 / 9	Kristen Allison CEO, President (213) 688-1616	
22	 Pacific Federal, a Zenith American Co. 1000 N. Central Ave., Suite 400 Glendale 90212 pacfed.com	10.9 6.1	461.0 172.0	Kaiser, Blue Shield, UnitedHealthcare, Anthem Blue Cross, Liberty Dental, United Concordia Dental, Delta Dental, Davis Vision	employee benefits for multiemployer Taft-Hartley trust funds, single employer ERISA plan and multiple employer plans	Zenith American Solutions Inc. Tampa, Fla. 48 3 / 54	James Garrison President, PacFed/Zenith American (818) 243-0222	
23	 Innovative Solutions Insurance Services 200 N. Pacific Coast Highway, Suite 900 El Segundo 90245 innovativesolutions.net	10.0 7.0	10.0 7.0	all major carriers	life insurance, annuities, long-term care and disability insurance	N/A El Segundo 13 1 / 1	Lynne Rosenberg President (800) 551-8289	
24	 Liberty Co. Insurance Brokers Inc. 5955 De Soto Ave., Suite 250 Woodland Hills 91367 libertycompany.com	7.5 6.6	61.3 53.3	Travelers, Liberty Mutual, Allied, Mercury, Hartford, Philadelphia, Safeco	workers' compensation, package, general liability, homeowners, auto	N/A Woodland Hills NA 1 / 9	Jerry Pickett CEO (818) 914-3960	
25	 Gaspar Insurance Services Inc. 23161 Ventura Blvd., Suite 100 Woodland Hills 91364 gasparinsurance.com	6.6 5.3	49.9 41.2	Mercury, Hartford, Hanover, Travelers, CSE, Allied, Chubb, Nationwide	business package policies, personal auto, personal homeowners, earthquake, medical	N/A Woodland Hills 51 1 / 3	Timothy Gaspar CEO (818) 302-3060	
26	 Tegner-Miller Insurance Brokers 2001 Wilshire Blvd., Suite 101 Santa Monica 90403 tmib.com	6.5' 6.5'	NA NA	Travelers, CNA, Hartford, Encompass, Mercury Casualty, Allied	commercial property, workers' compensation, homeowners, personal auto, earthquake	Acrisure of California Caledonia, Mich. NA 1 / 1	NA (310) 828-9662	

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27	 LBW Insurance and Financial Services 28055 Smyth Drive Valencia 91355 lbwinsurance.com	\$5.6 \$5.3	\$50.9 \$47.6	Anthem Blue Cross, Hartford, Aetna, Swett & Crawford, Blue Shield, Kaiser	commercial, workers' compensation, group benefits, personal, financial and retirement	N/A Valencia 37 1 / 1	Mitzi Like CEO, President (661) 702-6000	
28	 Leavitt Insurance Services of Los Angeles 21820 Burbank Blvd., Suite 300 Woodland Hills 91367 leavitt.com/losangeles	5.0 3.4	100.0 75.0	all major carriers	employee benefits, workers' compensation, commercial liability, property & auto coverage, professional liability, surety	Leavitt Group Cedar City, Utah NA 1 / 130	Teri Frankel Managing Principal (818) 593-7001	
29	 Corporate Strategies Inc. dba CorpStrat 21021 Ventura Blvd., Suite 200 Woodland Hills 91364 corpstrat.com	4.7 4.2	49.0 44.0	American General, Anthem, Health Net, Blue Shield, John Hancock, Kaiser	accident and health, employee benefits, life insurance, payroll and HR services	N/A Woodland Hills 26 1 / 1	Martin Levy CEO, President (818) 377-7260	
30	 ISU Olson Duncan Agency 25550 Hawthorne Blvd., Suite 203 Torrance 90505 olsonduncan.com	4.6 4.4	39.0 36.4	Travelers, Liberty Mutual, Hartford, Mercury, Safeco	property, liability, automobile, professional, group health, workers' compensation	N/A Torrance 18 1 / 1	Mark Duncan President (310) 373-6441	
31	 Jaffe Insurance Agency 13160 Mindanao Way, Suite 204 Marina del Rey 90292 jaffeinsurance.com	3.4 3.2	20.7 20.2	Encompass, Travelers, Mercury, CNA, PURE, AIG, Chubb, NatGen Premier, Progressive, Employers	homeowners, auto, earthquake, umbrella, commercial property, workers' compensation, restaurants	N/A Marina del Rey 13 1 / 2	Craig Jaffe VP, COO (310) 827-5050	
	 Montage Insurance Solutions 5550 Topanga Canyon Blvd., Suite 310 Woodland Hills 91367 montageinsurance.com	3.4 3.3	59.5 52.4	all employee benefits and most carriers in property and casualty	commercial insurance - all lines	Danone Simpson Insurance Services Woodland Hills 20 1 / 1	Danone Simpson CEO, President (818) 676-0044	
33	 CBIZ Benefits & Insurance Services Inc. 10474 Santa Monica Blvd., Suite 200 Los Angeles 90025 cbiz.com	3.3 6.5	18.4 36.0	all carriers	employee benefits, health, retirement, dental, group life, life insurance, payroll and HR services	CBIZ Inc. Cleveland 5 1 / 58	Melanie Gilmour Business Unit President Employee Benefits (310) 268-2000	
34	 Crescenta Valley Insurance 3156 Foothill Blvd., Suite A La Crescenta 91214 cvins.com	2.9 2.7	22.8 21.1	Mercury Insurance, Travelers, Safeco, Hartford, Liberty Mutual, Nationwide, Hanover, Blue Cross & Blue Shield	auto, home, apartment owners, homeowner associations, restaurants	N/A La Crescenta 17 1 / 1	Rick Dinger President (818) 248-4500	
35	 Allmerits Financial & Insurance Services 4801 Wilshire Blvd., Suite 101 Los Angeles 90010 allmerits.com	2.6 2.5	12.0 8.5	Global Atlantic Financial Group, AIG, North American, Transamerica, American National, National Life, Forethought, Nationwide	asset management, 401(k), pension, annuities, life	N/A Los Angeles 60 1 / 8	Brian Lee President (323) 433-4022	
36	 Really Great Employee Benefits 21515 Vanowen St., Suite 200 Canoga Park 91303 rgeb4u.com	2.4 2.5	40.0 40.0	Anthem Blue Cross, Blue Shield, Health Net, Kaiser, UnitedHealthCare	medical, dental, vision, life, disability HR services including HR assessments, compliance, section 6056 reporting, outsourced HR	N/A Canoga Park NA 1 / 1	Barry Cohn CEO, President (818) 444-7722	
37	 Olympic Insurance Agency 5775 E. Los Angeles Ave., Suite 234 Simi Valley 93063 olympicinsurance.com	2.3 2.2	22.9 22.3	all major carriers	all lines	N/A Simi Valley 11 1 / 2	Donald Barberie President (818) 843-4314	
38	 Bichlmeier Insurance Services 730 S. Pacific Coast Highway, Suite 201 Redondo Beach 90277 bisins.com	2.2 2.0	19.0 17.0	Mercury, Civil Service Employees, Travelers, Safeco, Progressive, Nationwide, Heath Net	auto, home, workers' compensation, business property and liability, benefits	N/A Redondo Beach 19 2 / 2	Cary Bichlmeier President (310) 376-8852	
39	 Randall 4751 Wilshire Blvd. Los Angeles 90010 ebroox.com	1.6 1.5	11.5 10.9	Nationwide Private Client, Chubb, ACE, The Hartford, Travelers, NatGen	home, small business, middle market, auto, collections	N/A Los Angeles 11 1 / 1	Richard Bryant President (323) 936-1010	
40	 OHM Benefit & Insurance Solutions 19360 Rinaldi St., Suite 505 Northridge 91326 ohmbenefits.com	0.7 0.7	13.4 11.8	all carriers	group medical, dental, life, disability, vision, 401(k), compliance services	N/A Northridge 5 1 / 1	Jason Sandler Broker, Partner (877) 650-0808	

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