

THE LIST

INSURANCE BROKERAGE FIRMS

Ranked by 2019 Valley-area revenue

► **NEXT ISSUE**

















Bioscience Companies

Rank	Brokerage • name • address • website	Valley-Area (in millions)		Insurers (partial list)	Major Lines Written (partial list)	Profile • parent company • headquarters • Valley employees • offices (SFV/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. NA NA/1,177	Scott Firestone Southwest Regional President (818) 539-2300	
2	 Alliant Insurance Services Inc. 325 E. Hillcrest Drive, Suite 250 Thousand Oaks 91360 alliant.com	82.9 72.0	65.4 72.7	all major carriers	all lines	N/A Newport Beach 34 2/114	Tom Bryson SVP (805) 777-4770	
3	 Poms & Associates 5700 Canoga Ave., Suite 400 Woodland Hills 91367 pomsassoc.com	45.9 44.3	249.9 237.5	Blue Cross of California, Blue Shield of California, Munich America, Hartford	all lines	N/A Woodland Hills NA 1/5	David Poms President (818) 449-9300	
4	 Hub International Ltd. 16030 Ventura Blvd, Suite 500 Encino 91436 hubinternational.com	44.5 30.1	400.0 339.5	all carriers	all lines	N/A Chicago 140 2/450	Andrew Forchelli Regional President, Los Angeles (818) 257-7400	
5	 United Agencies Inc. 301 E. Colorado Blvd., Suite 200 Pasadena 91101 unitedagencies.com	32.5 ¹ 32.5	NA 325.0	all major carriers	workers' compensation, business insurance, personal insurance, employee benefits	N/A Pasadena NA NA/40	Gary Conkey President (626) 535-8300	
6	 B&B Premier Insurance Solutions Inc. 5008 Chesebro Road, Suite 200 Agoura Hills 91301 bbpremierins.com	11.8 ¹ 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	
7	 Lockton Insurance Brokers 16633 Ventura Blvd. Encino 91436 lockton.com	10.0 10.0	74.3 87.6	all carriers	all lines	Lockton Inc. Kansas City, Mo. 38 1/100	Timothy Noonan CEO (818) 836-5800	
8	 USI Insurance Services 21700 Oxnard St., Suite 1200 Woodland Hills 91367 usi.com	9.3 9.0	65.4 94.4	all major carriers	property/casualty, employee benefits, private risk & retirement consulting	USI Holdings Valhalla, N.Y. 40 NA/160	Tim Prichard President (213) 337-6400	
9	 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	
10	 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	
11	 Pacific Federal, a Zenith American Co. 1000 N. Central Ave., Suite 400 Glendale 90212 pacfed.com	6.2 6.1	185.1 172.0	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. 26 1/54	James Garrison President, PacFed/Zenith American (818) 243-0222	
12	 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	
13	 PCF Insurance Services of the West 6200 Canoga Ave., Suite 325 Woodland Hills 91367 pcfey.com	5.1 7.8	51.9 79.1	Travelers, Safeco, Allied, Auto-Owners, Anthem, UnitedHealthcare, Progressive	commercial, benefit programs, personal	PCF Insurance Services Woodland Hills 50 1/10	Peter Foy CEO, President (818) 703-8057	
14	 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	
15	 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	
16	 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	

¹ Business Journal estimate.
N/A - Not Applicable NA: Not Available Note: The information on this list was supplied by representatives of the brokerages themselves. Brokerages are ranked by 2019 Valley-area revenue from insurance brokerage services. Numbers that appear to be tied have been rounded. Marsh and 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

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17		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	
18		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, HR projects, employee handbooks	N/A Canoga Park NA 1/1	Barry Cohn CEO, President (818) 444-7722	
19		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	
20		Zein Insurance Services 21800 Oxnard St., Suite 170 Woodland Hills 91367 zisinsurance.com	1.3 1.0	1.9 1.5	Aetna, Anthem, Blue Shield, Health Net, United Health, Kaiser, Travelers, Private Exchange, Self Insurance, Travelers, Hartford, Mercury	group health benefits, workers' compensation, commercial liability, EPLI, cyber, auto, home owners	N/A Woodland Hills 9 1/1	Hisham Elzein President (818) 887-8780	
21		ISU Vansa Insurance Services 12155 Riverside Drive Valley Village 91607 isuvansa.com	1.3 ¹ 1.3	NA 14.0	Allied, Hartford, Safeco, Liberty Mutual, Pharmacists Mutual, Hanover	workers' compensation, commercial, professional liability, homeowners, auto	N/A Valley Village NA 1/1	Jerry Vande Sande President (818) 763-9365	
22		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	
23		ASIS Financial-ASIS Entertainment Insurance 14321 Ventura Blvd. Suite 277 Sherman Oaks 91423 asisfinancial.com	NA NA	NA NA	One Beacon, Abacus, Fireman's Fund, Hiscox and ProSight	commercial production insurance, E&O insurance life insurance, group health	N/A Sherman Oaks NA 1/1	Alan Schlaifer Owner (310) 498-0866	

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