# INSURANCE BROKERAGE FIRMS

**Ranked by 2020 L.A. County revenue**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Brokerage</th>
<th>L.A. County ($ in millions)</th>
<th>Insurers (partial list)</th>
<th>Major Lines Written (partial list)</th>
<th>Profile</th>
<th>Top Local Executive</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Arthur J. Galagher &amp; Co. 505 N. Brand Blvd., Sixth Floor Glendale 91203 aig.com</td>
<td>$334.3</td>
<td>all carriers</td>
<td>all lines</td>
<td>N/A</td>
<td>Scott Firestone, Southwest Regional President (818) 539-2300</td>
</tr>
<tr>
<td>2</td>
<td>Lockton Insurance Brokers 777 S. Figueroa, Suite 5200 Los Angeles 90017 lockton.com</td>
<td>$225.5</td>
<td>all carriers</td>
<td>all lines</td>
<td>Lockton Inc. Kansas City, Mo. 322 2 / 100</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Auto Insurers Specialists 1776 Center Court Drive North, Suite 250 Cerritos 90703 aisininsurance.com</td>
<td>$103.0</td>
<td>all major carriers</td>
<td>auto, home, other personal lines, commercial</td>
<td>Mercury Casualty Co. Cerritos 500 13 / 18</td>
<td>Mark Ribi, CEO, President (949) 345-6247</td>
</tr>
<tr>
<td>4</td>
<td>Alliant Insurance Services Inc. 333 S. Hope St., Suite 3750 Los Angeles 90071 alliant.com</td>
<td>$97.2</td>
<td>all major carriers</td>
<td>all lines</td>
<td>N/A</td>
<td>Peter Arley, President, Alliant Specialty Group (213) 443-2440</td>
</tr>
<tr>
<td>5</td>
<td>Keenan &amp; Associates 2355 Crenshaw Blvd., Suite 200 Torrance 90601 keenan.com</td>
<td>$93.0</td>
<td>all major carriers</td>
<td>all lines</td>
<td>N/A</td>
<td>Andrew Forchelli, Regional President, Los Angeles (818) 257-7400</td>
</tr>
<tr>
<td>6</td>
<td>Hub International Ltd. 16030 Ventura Blvd, Suite 500 Encino 91436 hubinternational.com</td>
<td>$89.7</td>
<td>all carriers</td>
<td>all lines</td>
<td>N/A</td>
<td>Andrew Forchelli, Regional President, Los Angeles (818) 257-7400</td>
</tr>
<tr>
<td>7</td>
<td>Willis Towers Watson 300 S. Grand Ave. Los Angeles 90071 willistowerswatson.com</td>
<td>$69.2</td>
<td>all carriers</td>
<td>all lines</td>
<td>N/A</td>
<td>Michael Fox, Market Leader, Southern California (213) 337-0000</td>
</tr>
<tr>
<td>8</td>
<td>Bolton &amp; Co. 3475 E. Foothill Blvd., Suite 182 Pasadena 91107 boltonco.com</td>
<td>$57.9</td>
<td>all major carriers</td>
<td>property/casualty, employee benefits, personal lines, bonds</td>
<td>N/A</td>
<td>Steve Brockmeyer, CEO, President (626) 799-7000</td>
</tr>
<tr>
<td>9</td>
<td>Marsh &amp; McLennan Agency 350 S. Grand Ave., Suite 3410 Los Angeles 90071 marshmma.com</td>
<td>$53.9</td>
<td>all carriers</td>
<td>all lines</td>
<td>Marsh New York 255 1 / 100</td>
<td>Brian Hagerty, Principal, Director (800) 321-4696</td>
</tr>
<tr>
<td>10</td>
<td>Poms &amp; Associates 5700 Canoga Ave., Suite 400 Woodland Hills 91367 pomsassoc.com</td>
<td>$45.9</td>
<td>all carriers</td>
<td>all lines</td>
<td>N/A</td>
<td>David Poms, President (818) 449-9300</td>
</tr>
<tr>
<td>11</td>
<td>USI Insurance Services 777 S. Figueroa St., Suite 2100 Los Angeles 90017 usi.com</td>
<td>$48.2</td>
<td>all major carriers</td>
<td>property/casualty, employee benefits, private risk &amp; retirement consulting</td>
<td>USI Holdings Valhalla, N.Y. 165 1 / 200</td>
<td>Tim Pritchard, President (213) 337-0400</td>
</tr>
<tr>
<td>12</td>
<td>PCF Insurance Services 6500 Canoga Ave., Suite 325 Woodland Hills 91367 pcfinsuranceservices.com</td>
<td>$36.0</td>
<td>12.0</td>
<td>361.6</td>
<td>123.7</td>
<td>Travelers, Safeco, Allied, Auto-Owners, Anthem, UnitedHealthcare, Progressive</td>
</tr>
</tbody>
</table>

*Business Journal estimate. N/A - Not Applicable. *Note: The information on this list was supplied by representatives of the brokerages. Brokerages are ranked by 2020 L.A. County revenue from insurance brokerage services. Numbers that appear to be tied have been rounded. Several companies 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 accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 11150 Santa Monica Blvd., Suite 500, Los Angeles 90025. ©2021 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright’s Media (877) 595-3331.*

Researched by Joshua Niv
## INSURANCE BROKERAGE FIRMS

### Rank 13
**Total Financial & Insurance Services Inc.**
- **Address:** 300 Corporate Pointe, Suite 250
- **Website:** totalfinancial.com
- **Revenue (2019):** $35.8
- **Premiums (2019):** NA
- **Major Lines Written (partial list):** Life insurance, foreign nationals, annuities, finance, professional programs
- **Profile:** NA
- **Top Local Executive:** Dana Hudson-Greenberg, CEO, President

### Rank 14
**EPIC Insurance Brokers and Consultants**
- **Address:** 350 E. Grand Ave., Suite 4500
- **Website:** epicbrokers.com
- **Revenue (2020):** 29.3
- **Premiums (2020):** 22.7
- **Major Lines Written (partial list):** All major carriers, property/casualty, workers’ compensation, executive risk, employee benefits consulting
- **Profile:** NA
- **Top Local Executive:** Jim Gillette, President, Pacific South Region

### Rank 15
**Liberty Co. Insurance Brokers Inc.**
- **Address:** 5955 De Soto Ave., Suite 250
- **Website:** libertycompany.com
- **Revenue (2019):** 24.9
- **Premiums (2019):** 16.8
- **Major Lines Written (partial list):** Program Professional Liability, CL Package, CL Auto, PL Auto, PL HD
- **Profile:** NA
- **Top Local Executive:** Jerry Pickett, CED

### Rank 16
**United Agencies Inc.**
- **Address:** 301 E. Colorado Blvd., Suite 200
- **Website:** unitedagencies.com
- **Revenue (2020):** 23.1
- **Premiums (2020):** 18.5
- **Major Lines Written (partial list):** Workers’ compensation, business insurance, personal insurance, employee benefits
- **Profile:** NA
- **Top Local Executive:** Jim Stone, President

### Rank 17
**Averyo Insurance Services**
- **Address:** 225 E. Santa Clara, Suite 130
- **Website:** arroyoins.com
- **Revenue (2019):** 18.4
- **Premiums (2019):** 12.0
- **Major Lines Written (partial list):** All major carriers, commercial business, workers’ compensation, employee benefits, professional liability
- **Profile:** NA
- **Top Local Executive:** Taylor Williams, President

### Rank 18
**SullivanCart/Monroe Insurance Services**
- **Address:** 550 S. Hope St., Suite 1000
- **Website:** sullivancurtismonroe.com
- **Revenue (2019):** 17.0
- **Premiums (2019):** 17.0
- **Major Lines Written (partial list):** Property/casualty, employee benefits, workers’ compensation
- **Profile:** John Monroe, CEO, Chairman

### Rank 19
**Burnham Benefits Insurance Services**
- **Address:** 660 S. Figueroa St., Suite 2250
- **Website:** burnhambenefits.com
- **Revenue (2019):** 13.4
- **Premiums (2019):** 11.6
- **Major Lines Written (partial list):** Anthem, Blue Shield, Kaiser, Aetna, Cigna, UNUM, Met Life, Guardian
- **Profile:** Kristen Allison, Regional President

### Rank 20
**Innovative Solutions Insurance Services**
- **Address:** 222 N. Pacific Coast Highway, Suite 2000
- **Website:** innovationsolutions.net
- **Revenue (2020):** 12.1
- **Premiums (2020):** 10.0
- **Major Lines Written (partial list):** Life insurance, annuities, long-term care and disability insurance
- **Profile:** Lynn Rosenberg, President

### Rank 21
**B&B Premier Insurance Solutions Inc.**
- **Address:** 500 Westchester Rd., Suite 200
- **Website:** bbfinsurance.com
- **Revenue (2019):** 11.9
- **Premiums (2019):** 11.9
- **Major Lines Written (partial list):** Mercury Insurance, Capital Insurance Co., Safeco Insurance, AIG Private Client, Chubb
- **Profile:** Eric Brossuk, CEO, President

### Rank 22
**Pacific Federal**
- **Address:** 1000 N. Central Ave., Suite 400
- **Website:** pacificfederal.com
- **Revenue (2019):** 11.3
- **Premiums (2019):** 10.2
- **Major Lines Written (partial list):** Kaiser, Blue Shield, United Healthcare, Anthem, Blue Cross, Liberty Dental, United Concordia Dental
- **Profile:** James Garrison, President

### Rank 23
**Tegner-Miller Insurance Brokers**
- **Address:** 2001 Wiltshire Blvd., Suite 101
- **Website:** tegner.com
- **Revenue (2019):** 10.8
- **Premiums (2019):** 6.5
- **Major Lines Written (partial list):** Travelers, CNA, Hartford, Encompass, Mercury, Casualty, Allied
- **Profile:** NA

### Rank 24
**Gaspar Insurance Services Inc.**
- **Address:** 23311 Ventura Blvd., Suite 100
- **Website:** gasparinsurance.com
- **Revenue (2019):** 7.3
- **Premiums (2019):** 6.6
- **Major Lines Written (partial list):** Mercury, Travelers, Safeco, Nationwide, Hanover Hartford, CSE
- **Profile:** NA

### Rank 25
**LBW Insurance and Financial Services**
- **Address:** 2805 Smyth Drive
- **Website:** lbwinsurance.com
- **Revenue (2019):** 5.6
- **Premiums (2019):** 5.7
- **Major Lines Written (partial list):** Anthem Blue Cross, Hartford, Aetna, Sweert & Crawford, Blue Shield, Kaiser
- **Profile:** NA

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1 Business Journal estimates.

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Researched by Joshua Niv

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<tr>
<td>26</td>
<td>Leavitt Group</td>
<td>$5.2</td>
<td>$5.0</td>
<td>all major carriers</td>
<td>employee benefits, workers' compensation, commercial liability, property, and auto coverage, professional liability</td>
<td>Leavitt Group</td>
</tr>
<tr>
<td></td>
<td></td>
<td>38</td>
<td>37</td>
<td>36</td>
<td>33</td>
<td>32</td>
</tr>
<tr>
<td></td>
<td></td>
<td>4.7</td>
<td>4.6</td>
<td>4.5</td>
<td>4.4</td>
<td>4.3</td>
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<tr>
<td></td>
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<td>4.9</td>
<td>4.8</td>
<td>4.7</td>
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