



Top 100 Privately-Held Property/Casualty Agencies

Ranked by Total 2009 P/C Premium Written

2010 Rank	Agency Name	2009 P/C Premium Written	2008 P/C Premium	% Premium Change	2009 Other than P/C Premium	2009 P/C Revenue	2010 Rank by Revenue	No. of Employees	Main Office	Web site
1	Lockton Cos.	\$8.74 billion	\$8.40 billion	4.00%	\$65.47 billion	\$600.20 million	1	3,880	Kansas City, Mo.	www.lockton.com
2	HUB International Ltd.*	\$4.31 billion	\$2.47 billion	0.32%	\$5.00 billion	\$296.00 million	3	2,822	Briarcliff Manor, N.Y.	www.usi.biz
3	USI Holdings Corp.	\$2.48 billion	\$1.21 billion	38.11%	\$1.60 billion	\$225.21 million	5	1,131	Newport Beach, Calif.	www.alliantinsurance.com
4	Alliant Insurance Services Inc.	\$1.67 billion	\$1.03 billion	38.28%	\$185.30 million	\$171.10 million	6	2,020	Northumberland, Pa.	www.keystoneinsgrp.com
5	Keystone Insurers Group*	\$1.43 billion	\$1.17 billion	2.41%	\$200.00 million	\$161.00 million	7	1,100	San Francisco, Calif.	www.isugroup.com
6	The ISU Group*	\$1.20 billion	\$1.14 billion	2.50%	\$786.00 million	\$152.76 million	8	1,272	Cedar City, Utah	www.leavitt.com
7	Leavitt Group Enterprises Inc.	\$1.17 billion	\$840.00 million	-14.93%	\$134.68 million	\$73.53 million	11	485	Atlanta, Ga.	www.beechercarlson.com
8	SWBC	\$714.62 million	\$667.07 million	0.08%	\$100.53 million	\$66.73 million	15	555	San Antonio, Texas	www.swbc.com
9	Beecher Carlson Holdings Inc.	\$714.62 million	\$667.07 million	0.08%	\$100.53 million	\$66.73 million	15	555	Atlanta, Ga.	www.beechercarlson.com
10	Insurance Office of	\$667.07 million	\$667.07 million	0.00%	\$100.53 million	\$66.73 million	15	555	San Antonio, Texas	www.swbc.com
17	Mesirow Insurance Services Inc.*	\$447.15 million	\$450.81 million	-0.81%	\$1.01 billion	\$55.08 million	18	315	Chicago, Ill.	www.mesirowfinancial.com
14	Bollinger Inc.	\$455.00 million	\$470.00 million	-3.19%	\$390.00 million	\$94.34 million	9	430	Short Hills, N.J.	www.bollingerinsurance.com
15	INSURICA Insurance Management Network	\$450.00 million	\$367.46 million	22.46%	\$69.00 million	\$43.46 million	26	231	Oklahoma City, Okla.	www.insurica.com
16	Heffernan Insurance Brokers	\$448.76 million	\$489.13 million	-8.25%	\$122.02 million	\$60.32 million	16	397	Walnut Creek, Calif.	www.heffgroup.com
17	Mesirow Insurance Services Inc.*	\$447.15 million	\$450.81 million	-0.81%	\$1.01 billion	\$55.08 million	18	315	Chicago, Ill.	www.mesirowfinancial.com
18	Moreton & Co.	\$426.50 million	\$240.31 million	77.48%	\$180.00 million	\$25.50 million	48	170	Salt Lake City, Utah	www.moreton.com
19	Combined Agents of America LLC*	\$411.34 million	\$386.09 million	6.54%	\$150,000	\$68.00 million	13	73	Wellesley, Mass.	www.renaissanceins.com
20	Renaissance Insurance Group	\$405.00 million	\$352.00 million	15.06%	\$150,000	\$68.00 million	13	73	Wellesley, Mass.	www.renaissanceins.com
21	Satellite Agency Network Group Inc. (SAN Group)*	\$395.84 million	\$364.13 million	8.71%	\$120.00 million	\$51.76 million	22	45	Hampton, N.H.	www.sangroup.com
22	Capacity Group of Cos.	\$375.00 million	\$314.10 million	19.39%	\$120.00 million	\$54.00 million	20	218	Mahwah N.J.	www.capcoverage.com
23	Iroquois Group Inc.*	\$356.00 million	\$308.64 million	15.34%	\$16.30 million	\$46.26 million	23	521	Tampa, Fla.	www.aaa.com
24	AAA Insurance Agency	\$352.99 million	\$375.00 million	-8.59%	\$387.50 million	\$43.50 million	25	262	San Francisco, Calif.	www.wsandco.com
25	Woodruff Sawyer & Co.*	\$342.80 million	\$321.82 million	6.27%	\$77.00 million	\$45.00 million	24	340	Poughkeepsie, N.Y.	www.marshallsterling.com
26	Marshall & Sterling Enterprises Inc.	\$342.00 million	\$321.82 million	6.27%	\$77.00 million	\$45.00 million	24	340	Poughkeepsie, N.Y.	www.marshallsterling.com
27	Neace Lukens Holding Co.*	\$339.10 million	\$355.21 million	-4.54%	\$672.37 million	\$58.57 million	17	516	Louisville, Ky.	www.neacelukens.com
28	Frenkel & Co. Inc.*	\$302.46 million	\$295.69 million	2.29%	\$562.21 million	\$27.56 million	42	235	New York, N.Y.	www.frenkel.com
29	GreatFlorida Insurance	\$286.00 million	\$277.00 million	3.25%	\$2.00 million	\$34.32 million	33	250	Stuart, Fla.	www.greatflorida.com

* = Identified as having an affiliation with an independent network or cluster group. Employee count for these groups does not necessarily include all affiliates responsible for total premium written. Honorable Mentions: Five agencies - Brightway Insurance, Chicagoland SIA, John O. Bronson Co. Inc., Midwest Insurance Agency Alliance Inc. and The Buckner Co. - ranked in the Top 100 by 2009 revenue but not in the Top 100 by 2009 P/C premium. NR = not ranked.

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