

Personal Lines Leaders

About the Personal Lines Leaders: The 2016 Personal Lines Leaders in this report are taken from *Insurance Journal's* Top 100 Property/Casualty Independent Agencies as reported in August. This list utilizes only the 2015 personal lines numbers of the independent agencies and brokerages that submitted data to the Top 100 agencies report. For more information on *Insurance Journal's* Top 100 Property/Casualty Independent Agencies list, contact: awells@insurancejournal.com.

Top 50 Personal Lines Agencies Ranked by Total 2015 Personal Lines Revenue

2016 Rank	2015 Rank	Agency Name	2015 Personal Lines Revenue	2015 Total P/C Revenue	2015 Total Other Than P/C Revenue	2015 Total P/C Premiums Written	No. of Full-Time Employees	Main Office	Website
1	1	Confie	\$472,571,000	\$472,571,000	\$0	\$1,450,000,000	4,400	Huntington Beach, Calif.	www.confie.com
2	2	HUB International	\$244,807,000	\$1,007,636,000	\$326,028,000	\$6,721,541,337	8,453	Chicago, Ill.	www.hubinternational.com
3	3	AIS Insurance / Auto Insurance Specialists *	\$84,633,000	\$85,705,000	\$0	\$508,780,000	500	Cerritos, Calif.	www.aisinsurance.com
4	5	Answer Financial Inc. *	\$80,000,000	\$80,000,000	\$0	\$630,000,000	628	Encino, Calif.	www.answerfinancial.com
5	4	USI Insurance Services	\$72,310,499	\$514,562,044	\$441,245,004	\$4,714,624,598	4,406	Valhalla, N.Y.	www.usi.biz
6	7	AssuredPartners Inc.	\$64,905,301	\$422,546,495	\$134,462,724	\$5,305,033,766	3,600	Lake Mary, Fla.	www.assuredptr.com
7	6	BroadStreet Partners Inc.	\$58,250,000	\$265,250,000	\$44,350,000	\$2,313,000,000	2,000	Columbus, Ohio	www.broadstreetcorp.com
8	13	Acrisure LLC	\$45,053,544	\$319,954,127	\$91,697,750	\$2,831,531,430	2,064	Caledonia, Mich.	www.acrisure.com
9	8	TWFG Insurance Services	\$39,438,676	\$54,732,020	\$500,000	\$366,637,461	88	The Woodlands, Texas	www.twfg.com
10	NEW	Westwood Insurance Agency *	\$37,686,941	\$39,637,229	\$0	\$309,474,238	109	West Hills, Calif.	www.westwoodinsurance.com
11	11	NFP	\$31,571,915	\$126,287,686	\$1,153,911,862	\$1,000,000,000	3,400	New York, N.Y.	www.nfp.com
12	9	Leavitt Group	\$29,456,062	\$144,552,466	\$67,831,600	\$2,295,478,072	1,420	Cedar City, Utah	www.leavitt.com
13	NEW	Cross Financial Corp., dba Cross Insurance	\$27,300,058	\$94,600,000	\$18,800,000	\$770,000,000	700	Bangor, Maine	www.crossagency.com
14	10	Crystal & Co.	\$23,020,000	\$137,170,000	\$19,830,000	\$1,483,620,000	406	New York, N.Y.	www.crystalco.com
15	12	Eastern Insurance Group LLC **	\$21,500,000	\$47,511,000	\$13,910,000	\$338,000,000	340	Natick, Mass.	www.easterninsurance.com
16	18	Risk Strategies Co.	\$20,000,000	\$121,000,000	\$41,000,000	\$905,000,000	610	Boston, Mass.	www.risk-strategies.com
17	15	PayneWest Insurance Inc.	\$15,852,170	\$71,490,327	\$19,277,957	\$566,244,927	649	Missoula, Mont.	www.paynewest.com
18	NEW	Premier Group Insurance Inc.	\$14,950,000	\$16,570,000	\$0	\$108,129,000	15	Denver, Colo.	www.PGIagents.com
19	19	Marshall & Sterling Enterprises Inc.	\$13,351,072	\$53,024,655	\$10,847,988	\$390,575,830	403	Poughkeepsie, N.Y.	www.marshallsterling.com
20	14	Professional Insurance Associates Inc	\$13,000,000	\$40,000,000	\$0	\$300,000,000	50	San Carlos, Calif.	www.piainc.com
21	43	Integro Insurance Brokers	\$12,850,000	\$257,000,000	\$18,000,000	\$1,500,000,000	1,087	New York, N.Y.	www.integrogroup.com
22	35	Eagle American Insurance Agency LLC	\$12,434,721	\$16,153,664	\$130,724	\$126,819,754	158	Longwood, Fla.	www.ioausa.com
23	NEW	Prime Risk Partners Inc.	\$12,236,000	\$69,315,000	\$15,452,000	\$902,882,041	468	Alpharetta, Ga.	www.primeriskpartners.com
24	27	Towne Insurance **	\$10,695,292	\$32,829,245	\$8,579,227	\$241,879,314	259	Virginia Beach, Va.	www.townebank.com/insurance
25	23	Baldwin Risk Partners	\$10,531,000	17178000	7453000	245725000	175	Tampa, Fla.	www.bks-partners.com
26	22	Starkweather & Shepley Insurance Brokerage Inc.	\$10,190,000	\$37,418,000	\$3,429,000	\$282,000,000	197	East Providence, R.I.	www.starshp.com
27	20	J. Smith Lanier & Co.	\$9,854,181	\$86,835,389	\$36,496,189	\$1,040,000,000	603	West Point, Ga.	www.jsmithlanier.com
28	21	Lockton Cos.	\$9,149,000	\$947,343,000	\$381,226,000	\$8,627,519,000	6,000	Kansas City, Mo.	www.lockton.com
29	24	Lawley Insurance	\$8,978,076	\$36,761,709	\$17,433,984	\$293,719,549	338	Buffalo, N.Y.	www.lawleyinsurance.com
30	17	Gowrie Group	\$8,500,000	\$34,550,000	\$1,800,000	\$274,080,000	160	Westbrook, Conn.	www.gowrie.com
31	NEW	The Advantage Group LLC	\$8,303,525	\$15,667,029	\$1,566,704	\$118,240,094	103	Edmonds, Wash.	www.theadvantagegroupllc.com
32	NEW	ABD Insurance and Financial Services	\$8,300,000	\$21,000,000	\$22,585,000	\$150,500,000	200	San Mateo, Calif.	www.theabdteam.com
33	26	Rogers & Gray Insurance	\$8,200,000	\$18,200,000	\$3,600,000	\$105,100,000	130	South Dennis, Mass.	www.rogersgray.com
34	46	The Hilb Group	\$7,500,000	\$38,000,000	\$13,000,000	\$284,000,000	570	Richmond, Va.	www.hilbgroup.com
35	29	Tompkins Insurance Agencies Inc. **	\$7,500,000	\$17,985,000	\$8,573,000	\$282,950,000	179	Batavia, N.Y.	www.TompkinsIns.com
36	31	Wortham Insurance & Risk Management	\$7,406,119	\$97,129,488	\$21,853,051	\$953,919,083	501	Houston, Texas	www.worthaminsurance.com
37	34	John M. Glover Agency	\$7,237,283	\$20,000,000	\$502,064	\$137,615,000	175	Norwalk, Conn.	www.johnmglover.com
38	30	INSURICA Inc.	\$7,090,531	\$65,483,893	\$14,706,313	\$540,341,307	477	Oklahoma City, Okla.	www.insurica.com
39	32	Robertson Ryan & Associates Inc.	\$6,959,680	\$29,157,479	\$3,526,000	\$275,000,000	230	Milwaukee, Wisc.	www.robertsonryan.com
40	33	Higginbotham	\$6,800,000	\$78,661,000	\$53,346,000	\$49,052,000	756	Fort Worth, Texas	www.higginbotham.net
41	37	Sihle Insurance Group	\$6,125,811	\$23,024,622	\$1,932,526	\$205,063,041	200	Altamonte Springs, Fla.	www.Sihle.com
42	47	Ansay & Associates LLC	\$6,000,000	\$19,200,000	\$6,400,000	\$200,000,000	225	Port Washington, Wisc.	www.ansay.com
43	NEW	Arroyo Insurance Services	\$5,700,798	\$20,669,327	\$2,066,000	\$19,055,844	140	Arcadia, Calif.	www.arroyoins.com
44	42	Foy Insurance Group	\$5,600,000	\$10,100,000	4000000	600000000	75	Exeter, N.H.	www.foyiinsurance.com
45	39	Otterstedt Insurance Agency	\$5,585,432	\$17,480,577	\$885,975	\$105,359,434	82	Englewood Cliffs, N.J.	www.otterstedt.com
46	38	Crane Agency	\$5,516,502	\$30,996,092	\$4,436,916	\$209,898,594	245	St. Louis, Mo.	www.craneagency.com
47	44	Hays Cos.	\$5,500,000	\$91,000,000	\$92,300,000	\$293,500,000	699	Minneapolis, Minn.	www.hayscompanies.com
48	40	Frenkel & Co.	\$5,423,825	\$45,553,501	\$22,055,276	\$502,065,000	164	New York, N.Y.	www.frenkel.com
49	48	Alliant Insurance Services Inc.	\$5,328,251	\$53,560,874	\$251,236,594	\$3,772,152,076	2,329	Newport Beach, Calif.	www.alliant.com
50	NEW	The IMA Financial Group Inc.	\$5,281,460	\$111,890,430	\$25,799,401	\$1,259,694,354	605	Denver, Colo.	www.imafig.com

Editor's Note: * = Carrier Owned Agency; ** = Bank Owned Agency