

THE LIST

INSURANCE BROKERAGE FIRMS

Ranked by 2015 L.A. County revenue

► NEXT WEEK

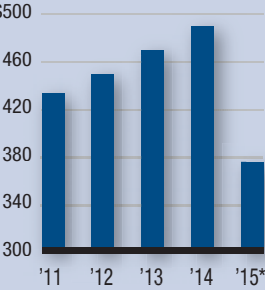
The Largest Biotech / Biomed Companies in L.A. County

THE PACESETTER: Arthur J. Gallagher & Co. is the largest insurance brokerage firm ranked by 2015 L.A. County revenue. The company reported \$231 million in revenue last year, up from \$225 million in 2014. Premiums written in L.A. County rose from \$1.8 billion in 2014 to \$2 billion last year. Arthur J. Gallagher has 822 brokerage employees working in its seven local offices.

MERGER: Willis and Towers Watson merged Jan. 4 to form Willis Towers Watson.

Made Money

Nationwide premiums earned by the property/casualty insurance sector. (in billions)



Results for the first three quarters through Sept. 30, 2015.

Source: Insurance Information Institute

Rank	Brokerage <ul style="list-style-type: none">nameaddresswebsite	L.A. County		Insurers (partial list)	Major Lines Written (partial list)	Profile <ul style="list-style-type: none">parent companyheadquartersL.A. employeesoffices (L.A./total)	Top Local Executive <ul style="list-style-type: none">nametitlephone
		Revenue ¹ <ul style="list-style-type: none">20152014	Premiums ¹ <ul style="list-style-type: none">20152014				
1	Arthur J. Gallagher & Co. 505 N. Brand Blvd., Sixth Floor Glendale 91203 ajg.com	\$231.1 \$224.8	\$2,019.4 \$1,803.9	all carriers	all lines	N/A Itasca, Ill. 822 7/659	Scott J. Firestone Regional Executive Vice President (818) 539-2300
2	Lockton Insurance Brokers 725 S. Figueroa St., 35th Floor Los Angeles 90017 lockton.com	158.6 142.9	2,142.3 1,930.0	all carriers	all lines	Lockton Cos. Kansas City, Mo. N/A 2/64	Timothy J. Noonan CEO (213) 689-0500
3	Auto Insurance Specialists 17785 Center Court Drive North, Suite 250 Cerritos 90703 aisinsurance.com	86.1 84.0	508.7 478.9	Mercury Insurance, Progressive, National General, Infinity, Foremost, Safeco	auto, home, other personal lines, commercial	Mercury Casualty Co., Cerritos 492 9/23	Mark A. Ribisi CEO, President (800) 772-4247
4	Keenan & Associates 2355 Crenshaw Blvd., Suite 200 Torrance 90501 keenan.com	74.9 71.3	416.3 401.7	N/A	workers' compensation, medical, dental, property/liability, public construction	N/A Torrance N/A 1/9	Sean Smith CEO (310) 212-3344
5	Hub International Insurance Services Inc. 6701 Center Drive West, Suite 1500 Los Angeles 90045 hubinternational.com	55.2 50.2	665.7 605.2	all carriers	all lines	Hub International Chicago 240 3/330	Andrew Forchelli Sr. Executive Vice President (310) 568-5900
6	Willis Towers Watson 300 S. Grand Ave. Los Angeles 90071 willistowerswatson.com	53.0 49.0	476.0 460.0	all carriers	all lines	N/A Arlington N/A 2/N/A	David Fuhrman Southwest Managing Director (213) 337-6000
7	Wells Fargo Insurance USA Inc. 21250 Hawthorne Blvd., Suite 600 Torrance 90503 wellsfargo.com/wfis	49.0 47.6	N/A N/A	all carriers	group employee benefits, property/casualty, workers' compensation, 401(k)	N/A Chicago N/A 5/200	Sam Elliott Regional Managing Director (310) 543-9995
8	USI of Southern California Inc. 21700 Oxnard St., Suite 1200 Woodland Hills 91367 usi.biz	47.1 46.1	566.0 467.1	all major carriers	property/casualty, employee benefits, personal lines	USI Holdings Valhalla, N.Y. 42 1/130	Thomas R. Lewis Regional CEO (818) 251-3000
9	Poms & Associates 5700 Canoga Ave., Suite 400 Woodland Hills 91367 pomsassoc.com	46.5 44.5	254.0 220.6	Blue Cross of California, Blue Shield of California, Munich America, Hartford	all lines	N/A Woodland Hills 100 2/6	David A. Poms President (818) 449-9300
10	Bolton & Co. 3475 E. Foothill Blvd., Suite 100 Pasadena 91107 boltonco.com	40.1 34.0	458.5 425.3	all major carriers	all lines	N/A Pasadena 162 1/3	Steve Brockmeyer CEO, President (626) 799-7000
11	Alliant Insurance Services Inc. 333 S. Hope St., Suite 3750 Los Angeles 90071 alliant.com	36.1 34.4	366.6 287.7	all major carriers	all lines	N/A Newport Beach 85 2/84	Peter Arkley Sr. Exec. V.P., Sr. Managing Director (213) 443-2440
12	Total Financial & Insurance Services Inc. 11835 W. Olympic Blvd., Suite 600 Los Angeles 90064 totalfinancial.com	29.7 31.4	N/A N/A	Lincoln Benefit Life, Lincoln Life, New York Life, Prudential, John Hancock, ING	life insurance, foreign nationals, annuities, finance, professional programs	National Financial Partners Los Angeles N/A 1/2	Martin Greenberg President (310) 477-7500
13	United Agencies Inc. 301 E. Colorado Blvd., Suite 200 Pasadena 91101 unitedagencies.com	25.0 20.0	225.0 200.0	all major carriers	workers' compensation, business insurance, personal insurance, employee benefits	N/A Pasadena N/A 20/40	Gary Conkey President (626) 535-8300
14	Arroyo Insurance Services 2900 W. Broadway Los Angeles 90041 arroyoins.com	21.1 20.9	N/A N/A	all major carriers	commercial business, workers' compensation, employee benefits, professional liability	N/A Los Angeles 134 12/13	Bruce Newsom President (626) 792-7654
15	Innovative Solutions Insurance Services 200 N. Sepulveda Blvd., Suite 900 El Segundo 90245 isislife.com	16.6 14.8	16.6 14.8	all major carriers	life insurance, annuities, long-term care and disability insurance	N/A El Segundo 23 1/1	Lynne Rosenberg President (800) 551-8289
16	SullivanCurtisMonroe 550 S. Hope St., Suite 1000 Los Angeles 90071 sullicurt.com	14.5 14.3	N/A N/A	Chubb, Fireman's Fund, AIU, PacifiCare, Blue Cross	property/casualty, employee benefits, workers' compensation	N/A Irvine 182 1/3	John Monroe Managing Partner (949) 250-7172
17	Dickerson Employee Benefits Insurance Services Inc. 1918 Riverside Drive Los Angeles 90039 dickersonbenefits.com	11.5 10.7	N/A N/A	Aetna, Anthem Blue Cross, California Choice, Covered California, Health Net	medical, workers' compensation, property and casualty, voluntary/ supplemental, dental	N/A Los Angeles N/A 1/3	Tony Lee CEO (800) 457-6116
18	B&B Premier Insurance Solutions Inc. 5008 Chesebro Road, Suite 200 Agoura Hills 91301 bbpremierins.com	11.0 9.8	78.6 69.4	Mercury Insurance, Capital Insurance Co., Safeco Insurance, Golden Eagle	auto, construction, workers' compensation, apartment buildings, homeowners	N/A Agoura Hills 49 1/1	Eric Bossuk, Chairman, CEO Steve Brooks, President (818) 223-8383
19	Grosslight Insurance Inc. 1333 Westwood Blvd., Suite 200 Los Angeles 90024 grosslight.com	10.5 7.7	86.5 75.7	Travelers, Golden Eagle, Liberty Mutual, Capital Insurance Group, Hartford	commercial, personal, employee benefits	N/A Los Angeles N/A 1/2	Steven B. Schiewe President (310) 473-9611
20	Epic Insurance Brokers and Consultants 601 S. Figueroa St., Suite 3950 Los Angeles 90017 epicbrokers.com	8.1 4.1	70.8 43.8	all major carriers	property, casualty, workers' compensation, executive risk, employee benefits consulting	N/A San Francisco 23 2/33	Jim Gillette Managing Principal, Southern California (213) 629-8909

¹ In millions.
N/A - Not Applicable Note: The information on this list was supplied by representatives of the brokerages themselves. Brokerages are ranked by 2015 L.A. County 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 effort

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Researched by David Nusbaum

INSURANCE BROKERAGE FIRMS *Continued from page 18*

Rank	Brokerage • name • address • website	L.A. County		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
		Revenue ¹ • 2015 • 2014	Premiums ¹ • 2015 • 2014				
21	City Insurance Services 3435 Wilshire Blvd., Suite 3000 Los Angeles 90010 city-insurance.com	\$7.0 \$6.5	\$70.0 \$60.0	Liberty Mutual, Hartford, Travelers, Employers Comp, Cigna	all lines	N/A Los Angeles 35 1/2	Brian Jeung CEO (213) 387-6505
22	Elkins/Jones Insurance Agency Inc. 12100 Wilshire Blvd., Suite 300 Los Angeles 90025 elkinsjones.com	6.9 6.7	57.0 55.0	Fireman's Fund, Hartford, Chubb, California Insurance Group, Allied, Safeco	real estate (lessors risk), manufacturing, workers' compensation, homeowners	N/A Los Angeles 13 1/2	Janet C. Jones President (310) 207-9796
23	Burnham Benefits Insurance Services 724 S. Spring St., Suite 1104 Los Angeles 90014 burnhambenefits.com	6.6 5.5	552.0 408.0	Anthem, Blue Shield, Kaiser, Aetna, Cigna, Health Net, UNUM	medical, dental, vision, life, voluntary, accidents	N/A Irvine 10 1/6	Kristen M. Allison CEO, President (213) 688-1616
24	Tegner-Miller Insurance Brokers 2001 Wilshire Blvd., Suite 101 Santa Monica 90403 tmib.com	6.4 6.6	53.4 54.8	Travelers, CNA, Hartford, Encompass, Mercury Casualty, Allied	commercial property, workers' compensation, homeowners, personal auto, earthquake	N/A Santa Monica N/A 1/1	Dave Nelson Principal (310) 828-9662
25	PacFed Insurance Services Inc. 1000 N. Central Ave., Suite 400 Glendale 90212 pacfed.com	5.6 5.4	175.0 161.0	Kaiser, Health Net, United Health Care, Blue Shield, Liberty Dental	employee benefits: large group, private health care exchanges and Taft- Hartley trust funds	Pacific Federal Insurance Corp. Glendale 31 1/1	James Garrison President (818) 243-0222
26	Liberty Co. Insurance Brokers Inc. 21820 Burbank Blvd., Suite 330 Woodland Hills 91367 libertycompany.com	5.3 4.7	48.0 42.0	Travelers, Liberty Mutual, Allied, Mercury, Hartford, CNA, State Fund	workers' compensation, package, general liability, homeowners, auto	N/A Woodland Hills 35 1/5	Jerry Pickett CEO (818) 914-3960
27	Peter C. Foy & Associates 6200 Canoga Ave., Suite 325 Woodland Hills 91367 pcfey.com	5.1 5.0	87.0 74.4	Anthem, Aetna, Hartford, State Fund, United Healthcare, Cigna, Blue Shield	all benefit programs, business commercial insurance, workers' compensation	N/A Woodland Hills 25 1/1	Peter C. Foy CEO, President (818) 703-8057
28	L/B/W Insurance & Financial Services Inc. 28055 Smyth Drive Valencia 91355 lbwinsurance.com	5.1 4.9	45.5 44.2	Anthem Blue Cross, Hartford, Aetna, Swett & Crawford, Blue Shield, Kaiser	commercial, workers' compensation, group benefits, personal, financial and retirement	N/A Valencia 31 1/1	Mitzi Like CEO, President (661) 702-6000
29	CBIZ Benefits & Insurance Services Inc. 10474 Santa Monica Blvd., Suite 200 Los Angeles 90025 cbiz.com	4.2 3.1	57.8 25.1	all carriers	health, retirement, dental, group life, special risk life insurance	CBIZ Inc. Cleveland 69 1/58	Kevin Garrett President (949) 783-1797
30	ISU Olson Duncan Agency 25550 Hawthorne Blvd., Suite 203 Torrance 90505 olsonduncan.com	3.6 3.5	30.0 29.0	Travelers, Liberty Mutual, Hartford, Mercury	property, liability, automobile, professional, group health	N/A Torrance N/A 1/1	Mark F. Duncan President (310) 373-6441

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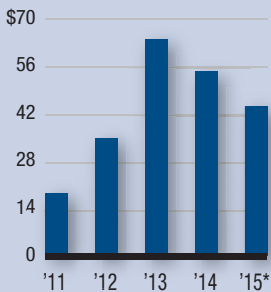
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DIVISION: This year, CBIZ launched its Employee Services Organization, a division of CBIZ Benefits & Insurance Services. The organization integrates employee benefits with human resources technology to help manage the entire employee life cycle within an organization.

INSURANCE BROKERAGE FIRMS

Net Income

Property/casualty insurance industry net income after taxes. (in billions)



Results for the first three quarters through Sept. 30, 2015.

Source: Insurance Information Institute

Rank	Brokerage • name • address • website	L.A. County		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
		Revenue ¹ • 2015 • 2014	Premiums ¹ • 2015 • 2014				
31	Leavitt Insurance Services of Los Angeles 21820 Burbank Blvd., Suite 300 Woodland Hills 91367 leavitt.com	\$3.5 \$4.1	\$72.0 \$58.6	all major carriers	all lines	Leavitt Group Cedar City, Utah 27 1/125	Teri S. Frankel Managing Principal (818) 593-7001
32	Corporate Strategies Inc. 16255 Ventura Blvd., Suite 320 Encino 91436 corpstrat.com	3.5 3.5	38.0 34.0	American General, Anthem, Health Net, Blue Shield, John Hancock, Kaiser	accident and health, employee benefits, life insurance, payroll and HR services	N/A Encino N/A 1/1	Martin Levy CEO, President (818) 377-7260
33	Gaspar Insurance Services Inc. 5900 Canoga Ave., Suite 110 Woodland Hills 91367 gasparinsurance.com	3.4 2.9	23.0 19.0	Mercury, Hartford, Hanover, Travelers, CSE, Allied, Chubb, Kemper	business package policies, personal auto, personal homeowners, earthquake, medical	N/A Woodland Hills 29 2/3	Timothy K. Gaspar CEO (818) 302-3060
34	Jaffe Insurance Agency 13160 Mindanao Way, Suite 204 Marina del Rey 90292 jaffeinsurance.com	3.0 3.0	19.1 18.8	Encompass, Travelers, Mercury, CNA, PURE, AIG, Chubb, Employers	homeowners, auto, earthquake, umbrella, commercial property, workers' compensation	N/A Marina del Rey 13 1/2	Craig E. Jaffe Vice President, COO (310) 827-5050
35	Olympic Insurance Agency 1906 W. Burbank Blvd. Burbank 91506 olympicinsurance.com	2.7 2.7	28.7 30.2	Chubb, Travelers, Hartford, Liberty Mutual, Everest National	workers' compensation, group health, property, liability, auto and management liability	N/A Burbank 14 1/2	Donald S. Barberie President (818) 843-4314
36	Timothy Cline Insurance Agency Inc. 725 Arizona Ave., Suite 100 Santa Monica 90401 timothycline.com	2.6 2.8	20.0 20.9	Travelers, Hanover, AmTrust, Granite State, Liberty Mutual, Philadelphia, Dongbu	earthquake, property, casualty, crime, umbrella, workers' compensation, flood	N/A Santa Monica N/A 1/1	Timothy Cline President (800) 966-9566
37	Montage Insurance Solutions 5550 Topanga Canyon Blvd., Suite 310 Woodland Hills 91367 montageinsurance.com	2.3 1.9	35.4 29.5	all carriers	all lines	Danone Simpson Insurance Services Woodland Hills 21 1/1	Danone Simpson CEO, President (818) 676-0044
38	Really Great Employee Benefits 21515 Vanowen St. Suite 200 Canoga Park 91303 rgeb4u.com	2.2 2.1	36.6 35.0	Aetna, Anthem Blue Cross, Blue Shield, Health Net, Kaiser, United HealthCare	health, dental, vision, life, disability	N/A Canoga Park 18 1/1	Barry S. Cohn CEO, President (818) 444-7722
39	Crescenta Valley Insurance 3156 Foothill Blvd., Suite A La Crescenta 91214 cvins.com	2.0 1.9	16.7 16.3	Mercury Insurance Group, Travelers, Safeco, Hartford, Liberty Mutual	auto, home, apartment owners, homeowner associations, restaurants	N/A La Crescenta 17 1/1	Rick Dinger President (818) 248-4500
40	ISU Vansa Insurance Services 12155 Riverside Drive Valley Village 91607 isuvansa.com	1.9 1.9	13.5 13.6	Allied, Hartford, Safeco, Liberty Mutual, Pharmacists Mutual, Hanover	workers' compensation, commercial, professional liability, homeowners, auto	N/A Valley Village 7 1/1	Jerry Vande Sande President (818) 763-9365

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