



INSURANCE BROKERAGE FIRMS Ranked by 2023 Valley area revenue

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 • 2023 • 2022	Premiums • 2023 • 2022					
1	Arthur J. Gallagher & Co. 500 N. Brand Blvd., Suite 100 Glendale 91203 ajg.com	\$414.2 \$367.3 ¹	\$3,330.8 \$2,905.5 ¹	all carriers	all lines	Arthur J. Gallagher & Co. Rolling Meadows, Ill. 1,500 ¹ 1/866	Scott Firestone Southwest Regional President (818) 539-2300	
2	Poms & Associates 4500 Park Granada, Suite 206 Calabasas 91302 pomsassoc.com	44.5 ¹ 45.9 ¹	249.9 ¹ 249.9 ¹	Blue Cross of California, Blue Shield of California, Munich America, Hartford	all lines	Poms & Associates Calabasas 22 1/5	David Poms President (818) 449-9300	
3	B&B Premier Insurance Solutions Inc. 27001 Agoura Rd., Suite 300 Calabasas 91301 bbpremierins.com	40.0 ¹ 11.8 ¹	NA NA	Mercury Insurance, Capital Insurance Co., Safeco Insurance, AIG Private Client, Chubb	auto, construction, workers' compensation, apartment buildings, homeowners	Acisure of California Caledonia, Mich. 30 1/1	Eric Bossuk CEO, Chair (818) 223-8383	
4	Hub International Ltd. 16030 Ventura Blvd., Suite 500 Encino 91436 hubinternational.com	38.3 40.6	307.4 319.8	all carriers	all lines	Hellman & Friedman Chicago 840 3/450	Andrew Forchelli President (310) 568-5900	
5	The Liberty Company Insurance Brokers 5955 De Soto Ave., Suite 250 Woodland Hills 91367 libertycompany.com	16.2 8.4	188.1 156.4	CNA Insurance CO; Travelers; Chubb; Bondex Insurance Company; Mercury Insurance Group; Liberty Mutual Insurance Company; AmWins Insurance Brokerage	program professional liability, GL package, CL auto, FL auto, FL HO	The Liberty Company Insurance Brokers Woodland Hills 69 1/67	Bill Johnson CEO, Chair & President (888) 918-3960	
6	USI Insurance Services, LLC. 21700 Oxnard St., Suite 2000 Woodland Hills 91367 usi.com	10.5 9.7 ¹	92.0 78.0 ¹	all major insurance carriers	property/casualty, employee benefits, private risk & retirement consulting	USI Holdings Valhalla, New York 50 1/220	Duke W Tomel Robert Volkel President - P&C President - Benefits (213) 337-6400	
7	Gaspar Insurance Services Inc. 23181 Ventura Blvd., Suite 100 Woodland Hills 91364 gasparinsurance.com	9.8 8.3 ¹	72.2 56.0 ¹	Mercury, Travelers, Safeco, Nationwide, Hanover Hartford, CSE	personal auto, homeowners, workers' compensation, commercial package, business auto	Foundation Risk Partners Woodland Hills 51 1/4	Timothy Gaspar CEO (818) 302-3060	
8	Pacific Federal, a Zenith American company 1000 N. Central Ave., Suite 400 Glendale 91202 pacfed.com	8.0 ¹ 6.4 ¹	NA NA	Kaiser, Blue Shield, UnitedHealthcare, Anthem Blue Cross, Liberty Dental, United Concordia Dental, Delta Dental, Davis Vision, MES Vision	employee benefits for multiemployer Taft-Hartley trust funds, single employer ERISA plan and multiple employer plans	Harbour Benefit Holdings Inc. Tampa, Fla. NA 1/54	Chris Espinoza President (818) 243-0222	
9	LBW Insurance and Financial Services 28055 Smyth Dr. Valencia 91355 lbwinsurance.com	7.5 6.7	62.0 54.3	Anthem Blue Cross, Hartford, Aetna, Swett & Crawford, Blue Shield, Kaiser	commercial incl. workers' compensation, group benefits, personal, financial and retirement	LBW Insurance and Financial Services Valencia 39 1/1	Mitzi Like CEO, President (661) 702-6000	
10	Corporate Strategies Inc. dba CorpStrat 21021 Ventura Blvd., Suite 200 Woodland Hills 91364 corpstrat.com	5.6 ¹ 5.5	NA NA	American General, Anthem, Health Net, Blue Shield, John Hancock, Kaiser	accident and health, employee benefits, life insurance, payroll and HR services	Corporate Strategies Inc. dba CorpStrat Woodland Hills NA 1/1	Martin Levy CEO, President (818) 377-7260	
11	Montage Insurance Solutions 24005 Ventura Blvd. Calabasas 91302 montageinsurance.com	5.3 4.7	75.7 69.3	all carriers	employee benefits, workers' compensation, property & casualty, professional lines	Danone Simpson Solutions Woodland Hills NA 1/1	Danone Simpson CEO (818) 676-0044	
12	Crescenta Valley Insurance 3156 Foothill Blvd., Suite A La Crescenta 91214 cvins.com	5.0 ¹ 2.7 ¹	22.5 ¹ 22.5 ¹	Mercury Insurance, Travelers, Safeco, Hartford, Liberty Mutual, Nationwide, Blue Cross & Blue Shield, Hanover	auto, home, apartment owners, homeowner associations, restaurants	Crescenta Valley Insurance La Crescenta NA 1/1	Rick Dinger President (818) 248-4500	
13	Olympic Insurance Agency 5775 E. Los Angeles Ave., Suite 234 Simi Valley 93063 olympicinsurance.com	3.2 2.8	28.4 24.6	all carriers	all lines	Olympic Insurance Agency Simi Valley 12 1/1	Donald Barberie President (818) 843-4314	
14	ISU Vansa Insurance Services 12155 Riverside Dr. Valley Village 91607 isuvansa.com	2.3 ¹ 2.3 ¹	17.5 ¹ 17.5 ¹	Allied, Hartford, Liberty Mutual, Pharmacists Mutual, Travelers	workers' compensation, commercial, professional liability, homeowners, auto	ISU Vansa Insurance Services Valley Village NA 1/1	Jerry Vande Sande President (818) 763-9365	
15	Zain Insurance Services 21800 Oxnard St., Suite 170 Woodland Hills 91367 zisinsurance.com	2.0 1.5 ¹	3.5 2.1 ¹	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	Zain Insurance Services Woodland Hills 8 1/1	Hisham Elzein President (818) 887-8780	

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 2023 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 effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions to research@svbj.com. ©2024 San Fernando Valley 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) 652-5295.
Researched by Deepanjali Batra

SEE THE FULL LIST AT SFVBJ.COM/SFV-SINGLE-LISTS