

# Special Report: Top 100 Agencies



## About This Report:

**W**elcome to the 20th annual Insurance Journal Top 100 Independent P/C Agencies report.

The Top 100 list is ranked by total property/casualty agency revenue for 2023 and comprises only those agencies whose business is primarily retail, and not exclusively wholesale.


Also included is a list of the nation's Top 20 Bank Holding Companies and Top 20 Banks in Insurance, courtesy of Michael White's Bank Insurance Fee Income Report - 2024 Edition. (See page 31.)

Insurance Journal wishes to thank all of the agencies and brokerages that were willing to share their information and cooperated in the process for the Top 100 report. The result is a glimpse at some of the nation's most successful independent insurance agencies and brokerages.

All information in this report has been garnered from voluntary online submissions from agencies and brokerages and best estimates based on other public information sources. There may be agencies eligible for listing but for which no information was received or located.

We encourage all qualifying agencies to submit data for future reports. The more

submissions Insurance Journal receives the more accurate and comprehensive this listing can be. Also, submitted data was not independently verified.

For more information about this report, contact Andrea Wells at: [awells@insurancejournal.com](mailto:awells@insurancejournal.com). 

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# Insurance Journal's 2024 Top 100 Property/Casualty Agencies

Ranked by 2023 Total P/C Revenue

2024 Rank	Agency Name	2023 Total P/C Revenue	2023 Other than P/C Revenue	2023 Total P/C Premiums	2023 Other than P/C Premiums	No. of Employees	Main Office
1	Alliant Insurance Services/Confie	\$2,791,081,357	\$1,127,643,532	\$18,277,438,708	\$18,873,641,005	12,692	Irvine, California
2	Acrisure LLC	\$2,731,289,283	\$305,608,697	\$14,687,066,183	\$3,503,968,696	16,567	Grand Rapids, Michigan
3	HUB International Ltd.	\$2,602,873,000	\$1,701,966,000	\$19,200,000,000	\$21,300,000,000	18,390	Chicago, Illinois
4	Cross Insurance	\$2,444,494,000	\$43,145,000	\$4,152,000,000	\$2,000,000,000	1,160	Bangor, Maine
5	Lockton	\$2,143,306,000	\$625,054,000	\$26,588,320,000	\$45,142,983,407	11,920	Kansas City, Missouri
6	AssuredPartners	\$1,813,550,941	\$859,893,000	\$12,480,000,000	\$6,830,000,000	10,449	Orlando, Florida
7	BroadStreet Partners Inc.	\$1,592,780,000	\$330,019,000	\$10,611,000,000	\$5,483,000,000	9,100	Columbus, Ohio
8	USI Insurance Services	\$1,500,041,535	\$1,211,746,829	\$12,181,000,000	\$9,522,441,918	10,465	Valhalla, New York
9	The Baldwin Group	\$913,411,000	\$305,144,000	\$4,942,314,000	\$5,585,295,000	3,939	Tampa, Florida
10	NFP	\$860,795,882	\$1,615,359,838	\$5,949,300,000	\$22,558,000,000	7,829	New York, New York
11	EPIC Insurance Brokers & Consultants	\$854,622,000	\$307,741,000	\$5,600,000,000	\$3,900,000,000	3,297	San Francisco, California
12	Risk Strategies Co.	\$727,160,381	\$763,738,214	\$4,566,532,761	\$10,239,652,124	4,926	Boston, Massachusetts
13	Alera Group Inc.	\$659,000,000	\$751,000,000			4,200	Deerfield, Illinois
14	PCF Insurance Services	\$548,000,000	\$191,400,000	\$4,200,000,000	\$2,700,000,000	4,427	Lehi, Utah
15	Higginbotham	\$515,320,000	\$237,695,000	\$5,650,000,000	\$2,850,000,000	3,218	Fort Worth, Texas
16	IMA	\$500,778,316	\$192,845,016	\$7,568,273,732	\$3,330,168,625	2,327	Denver, Colorado
17	World Insurance Associates LLC	\$451,000,000	\$54,000,000	\$3,454,000,000	\$896,000,000	2,500	Iselin, New Jersey
18	Highstreet Insurance Partners	\$412,396,530	\$61,622,470			2,423	Traverse City, Michigan
19	Hilb Group	\$407,146,600	\$160,083,800			2,237	Richmond, Virginia
20	Leavitt Group	\$356,332,515	\$100,666,330	\$2,525,375,546	\$1,276,587,723	2,518	Cedar City, Utah
21	Insurance Office of America Inc.	\$279,740,453	\$36,756,461	\$2,732,654,388	\$537,629,133	1,536	Longwood, Florida
22	CAC Group	\$242,578,197	\$19,234,839	\$1,750,000,000	\$380,000,000	499	Birmingham, Alabama
23	Relation Insurance Inc.	\$227,500,000	\$51,000,000	\$1,900,000,000	\$670,000,000	1,275	Chicago, Illinois
24	Woodruff Sawyer	\$214,717,000	\$30,972,000	\$2,085,196,000	\$524,456,000	649	San Francisco, California
25	Patriot Growth Insurance Services LLC	\$199,670,000	\$294,170,000	\$1,436,400,000	\$3,525,000,000	1,830	Fort Washington, Pa.
26	Heffernan Insurance Brokers	\$184,287,024	\$22,718,675	\$1,842,516,965	\$426,591,561	713	Walnut Creek, California
27	TWFG Insurance	\$173,000,000	\$1,000,000	\$1,254,000,000	\$7,000,000	280	The Woodlands, Texas
28	INSURICA Insurance Services LLC	\$154,897,068	\$29,470,468	\$1,124,255,332	\$387,331,629	720	Oklahoma City, Oklahoma
29	The Liberty Company Insurance Brokers	\$151,600,000	\$28,400,000	\$1,200,000,000	\$210,000,000	755	Gainesville, Florida
30	Sunstar Insurance Group	\$150,000,000	\$60,000,000	\$1,200,000,000	\$400,000,000	792	Memphis, Tennessee
31	Hylant	\$145,066,423	\$61,614,669	\$1,218,111,368	\$2,156,913,580	1,041	Toledo, Ohio
32	<b>NEW</b> Unison Risk Advisors	\$119,280,000	\$84,610,000	\$861,270,000	\$1,000,000,000	900	Cleveland, Ohio
33	Inszone Insurance Services	\$111,462,137	\$5,015,796	\$844,139,920	\$33,438,641	594	Anaheim, California
34	ALKEME	\$110,000,000	\$21,600,000	\$1,200,000,000	\$36,000,000	700	Ladera Ranch, California
35	AIS Insurance*	\$104,200,000		\$700,100,000		440	Irvine, California
36	TrueNorth Companies	\$104,092,115	\$19,566,472	\$1,029,074,738	\$616,133,700	552	Cedar Rapids, Iowa
37	Towne Insurance**	\$90,181,407	\$18,698,021	\$645,948,709	\$726,733,390	479	Norfolk, Virginia
38	Marshall & Sterling Enterprises Inc.	\$87,379,671	\$39,502,701	\$584,112,507	\$424,269,770	535	Poughkeepsie, New York
39	Sterling Seacrest Pritchard	\$85,924,127	\$24,083,825	\$679,197,774	\$239,178,824	376	Atlanta, Georgia
40	Premier Group Insurance Inc.	\$85,432,000		\$724,200,000		42	Greenwood Village, Colo.
41	Starkweather & Shepley Insurance Brokerage Inc.	\$78,350,278	\$6,875,152	\$483,969,289	\$186,359,088	308	East Providence, R.I.
42	Oakbridge Insurance Agency LLC	\$78,321,796	\$20,629,466	\$653,042,000	\$145,142,000	510	LaGrange, Georgia
43	Lawley Insurance	\$74,160,844	\$37,285,142	\$576,126,039	\$563,880,162	553	Buffalo, New York
44	Shepherd Insurance	\$74,052,444	\$11,988,570	\$536,336,962	\$564,846,803	513	Carmel, Indiana
45	Houchens Insurance Group	\$72,086,600	\$24,072,803	\$701,000,000	\$230,000,000	371	Bowling Green, Kentucky
46	Robertson Ryan Insurance	\$70,924,435	\$5,707,073	\$508,000,000	\$20,000,000	526	Milwaukee, Wisconsin
47	Scott Insurance	\$69,341,891	\$29,986,083	\$565,922,794	\$919,105,690	401	Lynchburg, Virginia
48	The Horton Group	\$68,455,000	\$39,030,000	\$477,220,000	\$642,615,000	407	Orland Park, Illinois
49	NavSav Holdings LLC	\$62,581,385	\$2,539,138	\$553,179,207	\$22,444,348	424	Beaumont, Texas
50	Bowen, Miclette & Britt Insurance Agency LLC	\$61,596,306	\$10,650,572	\$420,996,946	\$80,571,412	233	Houston, Texas

Editor's Note: The Horton Group was acquired by Marsh in July 2024 and NFP was acquired by Aon in February 2024. TrueNorth was acquired by HUB in May 2024. TWFG announced its initial public offering in July 2024. \* = Carrier Owned Agency; \*\* = Bank Owned Agency.

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# Insurance Journal's 2024 Top 100 Property/Casualty Agencies

Ranked by 2023 Total P/C Revenue

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2024 Rank	Agency Name	2023 Total P/C Revenue	2023 Other than P/C Revenue	2023 Total P/C Premiums	2023 Other than P/C Premiums	No. of Employees	Main Office
51	Atlas Insurance Brokers LLC	\$55,044,572		\$419,829,945		25	Rochester, Minnesota
52	Signers National LLC	\$54,189,681		\$346,000,000		210	New York, New York
53	Turner Surety & Brokerage Inc.	\$51,020,000	\$72,500	\$427,332,000	\$1,356,900	80	Saddle Brook, New Jersey
54	Rich & Cartmill Inc.	\$48,689,086	\$2,297,502	\$296,437,970	\$26,058,848	204	Tulsa, Oklahoma
55	Home Services Insurance	\$48,500,000		\$47,000,000		325	St. Paul, Minnesota
56	King Insurance Partners	\$48,401,415	\$968,028	\$358,815,821	\$6,453,522	292	Gainesville, Florida
57	Moreton & Company	\$46,975,961	\$20,469,256	\$395,000,000	\$330,000,000	260	Salt Lake City, Utah
58	Crest Insurance Group	\$46,411,017	\$13,266,258	\$338,364,496	\$99,025,894	242	Tucson, Arizona
59	Christensen Group Inc.	\$45,983,998	\$16,823,397	\$350,000,000	\$175,000,000	215	Eden Prairie, Minnesota
60	Charles L. Crane Agency	\$45,873,569	\$4,694,332	\$398,384,068	\$74,932,612	280	Chesterfield, Missouri
61	Huntington Insurance**	\$45,699,000	\$28,177,000	\$323,150,000	\$391,258,038	335	Columbus, Ohio
62	Ansay & Associates	\$43,264,216	\$6,804,497	\$271,670,216		245	Port Washington, Wisc.
63	Commercial Insurance Associates LLC	\$42,506,505	\$8,635	\$345,676,765	\$14,362	150	Nashville, Tennessee
64	Swingle Collins & Associates Inc.	\$41,549,000	\$2,312,000	\$425,000,000	\$85,850,000	148	Dallas, Texas
65	TRICOR Insurance	\$39,969,700	\$7,606,436	\$254,300,115	\$140,247,359	240	Lancaster, Wisconsin
66	OneGroup**	\$39,308,265	\$8,018,664	\$442,730,000	\$73,803,091	240	Syracuse, New York
67	Frost Insurance Agency**	\$39,099,375	\$20,557,985	\$227,849,706	\$383,406,554	273	San Antonio, Texas
68	NEW Hotchkiss Insurance Agency	\$38,934,000	\$5,099,000	\$262,260,000	\$71,690,000	175	Carrollton, Texas
69	Buckner Company	\$38,856,337	\$4,507,685	\$256,826,857	\$56,422,572	193	Salt Lake City, Utah
70	R&R Insurance Services Inc.	\$36,953,000	\$10,373,000	\$264,794,000	\$248,256,000	217	Waukesha, Wisconsin
71	JMG Insurance Corp.	\$36,875,999	\$1,202,437	\$234,381,182	\$15,946,993	190	Norwalk, Connecticut
72	James G. Parker Insurance Associates	\$35,511,000	\$8,028,000	\$448,503,000	\$112,785,000	215	Fresno, California
73	Sihle Insurance Group Inc.	\$32,982,161	\$205,749	\$276,306,502	\$3,209,433	128	Altamonte Springs, Florida
74	Paramount Exclusive Insurance Services Inc.	\$32,175,000	\$350,000	\$252,100,000	\$4,100,000	65	Encino, California
75	Tompkins Insurance Agencies Inc.**	\$29,611,636	\$8,260,767	\$203,677,791	\$113,720,476	172	Batavia, New York
76	Atlas Insurance Agency	\$29,004,239	\$1,699,599	\$284,182,815	\$15,140,294	108	Honolulu, Hawaii
77	Kapnick Insurance	\$28,178,078	\$20,059,004	\$211,792,426	\$1,000,000,000	196	Troy, Michigan
78	NEW The Plastridge Agency Inc.	\$27,383,000	\$3,831,000	\$246,043,907	\$11,461,746	90	Delray Beach, Florida
79	Associated Insurance Management LLC	\$26,377,544		\$184,896,505		76	Silver Spring, Maryland
80	The MJ Companies	\$25,549,698	\$33,375,855	\$173,657,684	\$1,802,857,677	221	Carmel, Indiana
81	BancFirst Insurance Services Inc.**	\$25,496,053	\$4,267,713	\$197,930,308	\$58,481,854	110	Oklahoma City, Oklahoma
82	SouthGroup Insurance & Financial Services LLC	\$23,918,884	\$1,290,558			151	Ridgeland, Mississippi
83	Moody Insurance Agency Inc.	\$23,891,800	\$8,628,796	\$200,111,401	\$165,188,239	141	Denver, Colorado
84	The Daniel and Henry Co.	\$23,777,000	\$5,389,000	\$184,025,873	\$123,684,091	169	St. Louis, Missouri
85	Ross & Yerger Insurance Inc.	\$23,565,501	\$20,127,198	\$180,052,711	\$216,272,289	165	Jackson, Mississippi
86	Watkins Insurance Group	\$22,486,958	\$4,632,954	\$230,324,269	\$69,480,288	150	Austin, Texas
87	Kaplansky Insurance Agency	\$22,127,016	\$30,740	\$126,501,132	\$307,400	81	Needham, Massachusetts
88	Hausmann Group	\$21,350,000	\$7,900,000	\$165,000,000	\$200,000,000	115	Madison, Wisconsin
89	NEW Haas & Wilkerson Insurance	\$20,640,000		\$112,500,000		90	Fairway, Kansas
90	CCIG	\$20,226,945	\$2,431,476	\$157,873,882	\$58,517,849	113	Englewood, Colorado
91	Wallace Welch & Willingham	\$19,767,818	\$8,439,182	\$135,220,713	\$81,514,697	149	St. Petersburg, Florida
92	Guaranteed Rate Insurance LLC	\$19,251,019	\$54,748	\$141,542,117	\$43,145	168	Schaumburg, Illinois
93	TIS Insurance Services Inc.	\$18,534,358	\$7,557,183	\$124,253,620	\$55,604,956	89	Knoxville, Tennessee
94	NEW Florida One Insurance	\$18,000,000		\$120,000,000		180	Miami Lakes, Florida
95	Energy Insurance Agency	\$17,952,215	\$4,429,829	\$116,105,806	\$30,000,000	137	Lexington, Kentucky
96	Beehive Insurance Agency Inc.	\$17,628,364	\$5,202,740	\$125,349,090	\$125,700,000	59	Salt Lake City, Utah
97	NEW Dean & Draper Insurance Agency LP	\$17,196,037	\$3,021,966	\$126,193,051	\$31,492,957	98	Houston, Texas
98	Morris & Garritano	\$16,149,992	\$13,223,179	\$119,800,732	\$190,104,702	157	San Luis Obispo, California
99	NEW Ori-gen Insurance Group	\$15,303,945	\$3,837,922	\$154,011,633	\$42,533,599	160	Cypress, California
100	Mackoul Risk Solutions LLC	\$14,267,740	\$458,403	\$106,757,824	\$10,463,006	51	Long Beach, New York

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