

Insurance Journal's 2020 Top 100 Privately Held Property/Casualty Agencies

Ranked by Total 2019 P/C Revenue

INSURANCE JOURNAL

2020 Rank	Agency Name	2019 Total P/C Revenue	2019 Other than P/C Revenue	2019 Total P/C Premium Written	2019 Other than P/C Premium	Full-Time Employees
1	HUB International	\$1,572,638,745	\$828,856,009	\$12,000,000,000	\$12,000,000,000	12,633
2	Acrisure LLC	\$1,510,981,673	\$371,825,262	\$12,649,624,619	\$6,160,443,826	7,958
3	Lockton Companies	\$1,247,087,000	\$620,493,000	\$15,092,727,000	\$23,014,171,170	8,000
4	Alliant Insurance Services Inc.	\$1,144,426,508	\$442,432,293	\$7,721,508,925	\$9,803,804,046	4,085
5	USI Insurance Services	\$1,124,011,947	\$749,709,426	\$8,656,112,373	\$8,239,928,839	7,512
6	AssuredPartners Inc.	\$1,058,043,992	\$372,476,406	\$10,796,367,265	\$6,207,940,100	6,787
7	BroadStreet Partners Inc.	\$618,313,000	\$128,487,000	\$4,494,000,000	\$1,850,000,000	3,755
8	EPIC Insurance Brokers & Consultants	\$581,953,162	\$179,290,414	\$3,663,387,879	\$4,041,286,150	2,600
9	Confie	\$508,171,000	\$0	\$1,704,000,000	\$0	3,835
10	NFP	\$456,547,620	\$1,006,303,706	\$2,424,394,595	\$20,460,000,000	5,577
11	Risk Strategies	\$426,273,250	\$129,316,750	\$3,387,116,450	\$2,322,226,500	1,987
12	Leavitt Group	\$223,978,435	\$86,240,512	\$1,516,263,598	\$1,229,597,020	1,890
13	Insurance Office of America Inc.	\$194,051,217	\$30,476,851	\$1,918,651,138	\$432,755,813	1,191
14	IMA Financial Group	\$155,482,214	\$27,923,222	\$2,632,072,676	\$743,282,696	793
15	Alera Group	\$150,000,000	\$306,000,000	\$1,147,000,000	\$0	1,800
16	Higginbotham	\$144,592,000	\$95,876,000	\$1,145,000,000	\$1,755,000,000	1,051
17	Cross Insurance	\$142,000,000	\$46,000,000	\$1,150,000,000	\$1,000,000,000	988
18	The Hilb Group LLC	\$131,703,121	\$61,977,939	\$1,022,307,002	\$1,443,256,944	951
19	Woodruff Sawyer	\$126,800,000	\$31,800,000	\$1,407,000,000	\$666,800,000	515
20	Heffernan Insurance Brokers	\$112,134,433	\$31,001,152	\$797,082,782	\$342,599,504	417
21	PayneWest Insurance Inc.	\$108,108,955	\$25,362,817	\$757,176,446	\$530,233,664	750
22	AIS Insurance	\$104,545,000	\$0	\$662,031,160	\$0	501



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