

# Closer Look: Personal Lines Leaders

## Personal Lines Leaders

About the Personal Lines Leaders: The 2020 Personal Lines Leaders in this special feature are taken from Insurance Journal's Top 100 Property/Casualty Independent Agencies as reported in August. This list utilizes only the 2019 personal lines property/casualty revenue 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 2019 Personal Lines P/C Revenue

2020 Rank	Company Name	2019 Personal Lines Revenue	2019 Personal Lines P/C Premium	2019 Total P/C Revenue	Total Number of Employeess	Main Office
1	Confie	\$508,171,000	\$1,704,000,000	\$508,171,000	3,835	Huntington Beach, Calif.
2	HUB International	\$415,465,145	\$3,000,000,000	\$1,572,638,745	12,633	Chicago, Ill.
3	Acisure LLC	\$186,142,171	\$1,431,862,851	\$1,510,981,673	7,958	Caledonia, Mich.
4	AssuredPartners Inc.	\$129,899,200	\$865,994,667	\$1,058,043,992	6,787	Lake Mary, Fla.
5	USI Insurance Services	\$103,273,276	\$636,857,305	\$1,124,011,947	7,512	Valhalla, N.Y.
6	BroadStreet Partners Inc.	\$103,259,000	\$684,000,000	\$618,313,000	3,755	Columbus, Ohio
7	AIS Insurance*	\$102,000,000	\$647,587,860	\$104,545,000	501	Cerritos, Calif.
8	Univista Insurance	\$81,318,488	\$444,973,435	\$87,294,211	1,114	Miami, Fla.
9	Westwood Insurance Agency*	\$81,251,268	\$448,040,713	\$81,251,268	139	West Hills, Calif.
10	TWFG Insurance Services	\$70,550,000	\$501,000,000	\$83,300,000	115	The Woodlands, Texas
11	Baldwin Risk Partners	\$62,920,392	\$368,000,000	\$90,580,308	860	Tampa, Fla.
12	Risk Strategies	\$54,900,700	\$398,550,250	\$426,273,250	1,987	Boston, Mass.
13	Cross Insurance	\$48,000,000	\$275,300,000	\$142,000,000	988	Bangor, Maine
14	Alliant Insurance Services Inc.	\$47,475,855	\$272,050,668	\$1,144,426,508	4,085	Newport Beach, Calif.
15	Leavitt Group	\$41,142,616	\$342,440,505	\$223,978,435	1,890	Cedar City, Utah
16	NFP	\$39,472,645	\$544,445,879	\$456,547,620	5,577	New York, N.Y.
17	Premier Group Insurance Inc.	\$38,900,000	\$325,350,000	\$43,800,000	35	Denver, Colo.
18	HomeServices Insurance	\$34,000,000	\$234,000,000	\$34,000,000	275	Minneapolis, Minn.
19	Eastern Insurance Group LLC**	\$32,552,646	\$138,000,000	\$72,218,344	424	Natick, Mass.
20	The Hilb Group LLC	\$25,178,538	\$194,238,330	\$131,703,121	951	Richmond, Va.
21	PayneWest Insurance Inc.	\$23,347,550	\$147,602,234	\$108,108,955	750	Missoula, Mont.
22	Lockton Companies	\$21,415,000	\$70,000,000	\$1,247,087,000	8,000	Kansas City, Miss.
23	Huntington Insurance**	\$20,715,000	\$98,799,254	\$42,332,000	330	Columbus, Ohio
24	Towne Insurance**	\$19,705,481	\$155,698,729	\$60,211,621	419	Virginia Beach, Va.
25	Atlas Insurance Brokers LLC	\$19,351,953	\$135,952,160	\$26,877,713	165	Rochester, Minn.
26	Insurance Office of America Inc.	\$19,302,658	\$193,026,580	\$194,051,217	1,191	Longwood, Fla.
27	Professional Insurance Associates	\$18,000,000	\$135,000,000	\$54,000,000	57	San Carlos, Calif.
28	PCF Insurance Services	\$17,500,000	\$153,000,000	\$66,000,000	610	Salt Lake City, Utah
29	Higginbotham	\$16,531,000	\$108,000,000	\$144,592,000	1,051	Fort Worth, Texas
30	Marshall & Sterling Enterprises Inc.	\$16,214,923	\$86,508,295	\$68,387,459	440	Poughkeepsie, N.Y.
31	Alera Group	\$14,000,000	\$143,000,000	\$150,000,000	1,800	Deerfield, Ill.
32	EPIC Insurance Brokers & Consultants	\$13,946,224	\$88,829,453	\$581,953,162	2,600	San Francisco, Calif.
33	Starkweather & Shepley Insurance Brokerage Inc.	\$13,671,285	\$89,039,764	\$55,140,175	248	East Providence, R.I.
34	Kaplansky Insurance	\$12,742,422	\$75,301,229	\$16,273,769	74	Needham, Mass.
35	Lawley Insurance	\$12,503,713	\$74,236,975	\$55,302,327	422	Buffalo, N.Y.
36	RogersGray	\$11,980,000	\$72,000,000	\$23,780,000	195	Kingston, Mass.
37	Shepherd Insurance LLC	\$11,195,343	\$93,379,032	\$52,241,029	365	Carmel, Ind.
38	World Insurance Associates LLC	\$10,838,961	\$83,376,623	\$52,343,835	405	Tinton Falls, N.J.
39	Robertson Ryan & Associates	\$10,324,000	\$78,110,000	\$42,107,000	364	Milwaukee, Wisc.
40	INSURICA Inc.	\$9,909,976	\$64,648,086	\$98,956,691	600	Oklahoma City, Okla.
41	Ansay & Associates	\$9,746,233	\$8,417,400	\$36,089,661	241	Port Washington, Wisc.
42	High Street Insurance Partners	\$8,951,000	\$73,510,000	\$22,200,000	300	Traverse City, Mich.
43	Tompkins Insurance Agencies Inc.**	\$8,826,816	\$56,860,576	\$23,439,878	180	Batavia, N.Y.
44	IMA Financial Group	\$8,520,457	\$50,094,354	\$155,482,214	793	Denver, Colo.
45	The Advantage Group LLC	\$8,432,963	\$56,219,753	\$15,616,598	116	Edmonds, Wash.
46	John M. Glover Agency	\$8,387,328	\$60,000,000	\$22,627,979	175	Norwalk, Conn.
47	TRICOR Inc	\$7,803,402	\$57,365,464	\$25,921,385	225	Lancaster, Wisc.
48	Atlas Insurance Agency Inc.	\$6,817,408	\$47,127,790	\$25,217,693	110	Honolulu, Hawaii
49	Sunstar Insurance Group	\$6,500,000	\$90,000,000	\$48,500,000	310	Memphis, Tenn.
50	Hylant	\$6,451,532	\$42,594,350	\$102,052,311	720	Toledo, Ohio

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