



Insurance Journal's 2019 Top 100 Property/Casualty Agencies

Ranked by 2018 Total P/C Revenue

2019 Rank	Agency Name	2018 Total P/C Revenue	2018 Total Other than P/C Revenue	2018 Total P/C Premiums Written	2018 Other than P/C Premium	No. of Employees	Main Office
51	ABD Insurance and Financial Services	\$39,200,000	\$43,300,000	\$277,000,000	\$728,000,000	300	San Mateo, Calif.
52	Huntington Insurance**	\$38,406,000	\$18,000,000	\$243,000,000	\$230,000,000	355	Columbus, Ohio
53	The Mahoney Group	\$38,329,667	\$5,882,110	\$353,991,549	\$110,547,414	171	Mesa, Ariz.
54	Rose & Kiernan Inc.	\$38,283,740	\$15,225,173	\$398,013,375	\$960,087,581	200	East Greenbush, N.Y.
55	Premier Group Insurance	\$38,151,357	\$0	\$300,420,000	\$0	30	Denver, Colo.
56	Fisher Brown Bottrell Insurance Inc.**	\$36,224,107	\$8,251,428	\$224,321,070	\$85,117,937	170	Jackson, Miss.
57	Charles L. Crane Agency	\$36,000,000	\$5,000,000	\$249,000,000	\$39,000,000	270	Saint Louis, Mo.
58	Robertson Ryan & Associates	\$35,425,000	\$3,700,000	\$254,000,000	\$68,000,000	307	Milwaukee, Wisc.
59	Rich & Cartmill Inc.	\$34,827,303	\$969,223	\$203,880,165	\$5,888,353	108	Tulsa, Okla.
60	Andreini & Company	\$34,409,442	\$9,931,616	\$239,495,848	\$128,345,098	180	San Mateo, Calif.
61	PCF Insurance Services LLC	\$34,000,000	\$6,300,000	\$228,000,000	\$105,000,000	118	Woodland Hills, Calif.
62	Haylor, Freyer & Coon Inc.	\$32,795,256	\$3,100,000	\$234,105,000	\$87,400,000	182	Syracuse, N.Y.
63	People's United Insurance Agency Inc.**	\$32,196,000	\$2,737,000	\$318,000,000	\$45,000,000	154	Hartford, Conn.
64	James G. Parker Insurance Associates	\$31,842,000	\$4,845,000	\$244,993,000	\$73,057,000	215	Fresno, Calif.
65	Associated Benefits and Risk Consulting**	\$31,289,600	\$64,727,500	\$213,932,000	\$1,171,102,000	424	Minnetonka, Minn.
66	Frost Insurance**	\$30,984,905	\$22,059,412	\$186,832,986	\$419,827,699	264	San Antonio, Texas
67	Bolton & Company	\$30,505,000	\$21,878,000	\$269,873,000	\$422,741,640	192	Pasadena, Calif.
68	M&T Insurance Agency Inc.**	\$30,500,000	\$6,700,000	\$310,000,000	\$120,000,000	161	Buffalo, N.Y.
69	Sterling Seacrest Partners Inc.	\$30,036,254	\$9,580,721	\$253,569,178	\$9,580,721	200	Atlanta, Ga.
70	HNI	\$29,713,476	\$3,686,842	\$325,000,000	\$50,000,000	150	New Berlin, Wisc.
71	TIS Insurance Services Inc.	\$29,616,846	\$9,291,006	\$178,124,654	\$95,765,556	142	Knoxville, Tenn.
72	HomeServices Insurance	\$29,050,000	\$150,000	\$204,000,000	\$200,000	270	Minneapolis, Minn.
73	Moreton & Company	\$28,983,000	\$17,315,000	\$656,000,000	\$280,000,000	220	Salt Lake City, Utah
74	Wood Gutmann & Bogart Insurance Brokers	\$28,973,093	\$4,043,919	\$245,558,015	\$66,497,488	150	Tustin, Calif.
75	TRICOR	\$28,584,000	\$4,363,000	\$168,750,000	\$261,388,000	211	Lancaster, Wisc.
76	Turner Surety & Insurance Brokerage (TSIB)	\$28,453,000	\$0	\$199,833,000	\$0	70	Paramus, N.J.
77	World Insurance Associates LLC	\$28,380,664	\$2,645,905	\$201,170,000	\$66,147,000	255	Tinton Falls, N.J.
78	The Buckner Company Inc.	\$27,057,580	\$2,907,806	\$178,172,609	\$55,404,240	168	Salt Lake City, Utah
79	R&R Insurance Services	\$26,165,525	\$6,780,422	\$199,286,876	\$122,980,471	176	Waukesha, Wisc.
80	Rogers & Gray Insurance	\$25,935,009	\$2,746,099	\$164,403,650	\$37,401,233	174	Kingston, Mass.
81	Insgroup Inc.	\$25,861,000	\$4,269,000	\$183,961,000	\$50,549,000	130	Houston, Texas
82	AHT Insurance	\$25,725,165	\$19,517,856	\$164,957,771	\$225,508,516	203	Leesburg, Va.
83	SullivanCurtisMonroe Insurance Services LLC	\$24,971,000	\$10,816,000	\$217,091,000	\$193,775,000	188	Irvine, Calif.
84	Sihle Insurance Group Inc.	\$24,702,538	\$204,815	\$202,219,686	\$0	121	Altamonte Springs, Fla.
85	Cobbs Allen	\$24,496,827	\$9,210,736	\$194,306,870	\$71,401,300	163	Birmingham, Ala.
86	JGS Insurance	\$24,369,575	\$1,025,000	\$89,850,000	\$28,000,000	85	Holmdel, N.J.
87	Tompkins Insurance Agencies Inc.**	\$24,066,983	\$7,996,667	\$154,945,497	\$121,711,205	176	Batavia, N.Y.
88	Atlas Insurance Brokers LLC	\$23,815,891	\$301,392	\$166,749,881	\$2,437,886	150	Rochester, Minn.
89	Crest Insurance Group LLC	\$23,696,935	\$4,629,976	\$153,790,618	\$52,786,697	146	Tucson, Ariz.
90	John M. Glover Agency	\$23,432,531	\$3,284,928	\$149,042,679	\$6,960,772	160	Norwalk, Conn.
91	Christensen Group	\$23,176,417	\$10,949,150	\$200,000,000	\$150,000,000	150	Eden Prairie, Minn.
92	Foa & Son Corporation	\$23,050,000	\$2,125,000	\$209,545,000	\$52,125,000	122	New York, N.Y.
93	Swingle Collins & Associates	\$21,916,804	\$286,766	\$167,524,244	\$5,735,320	106	Dallas, Texas
94	Atlas Insurance Agency	\$21,336,977	\$3,724,839	\$165,797,434	\$73,479,477	104	Honolulu, Hawaii
95	The Daniel and Henry Company	\$21,097,000	\$5,882,000	\$158,066,000	\$96,101,000	183	St. Louis, Mo.
96	L/P Insurance Services	\$20,655,286	\$7,236,017	\$143,794,614	\$85,595,401	147	Reno, Nev.
97	Murray Securus	\$20,429,000	\$10,740,000	\$147,083,000	\$67,620,000	196	Lancaster, Pa.
98	Associated Insurance Management LLC	\$19,711,707	\$0	\$130,597,054	\$0	77	Silver Spring, Md.
99	Lipscomb & Pitts Insurance	\$19,505,319	\$8,836,733	\$144,345,000	\$219,399,000	125	Memphis, Tenn.
100	MJ Insurance Inc.	\$18,803,908	\$14,260,669	\$130,765,273	\$863,742,068	154	Carmel, Ind.

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