

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

Ranked by Total 2013 P/C Revenue



2014 Rank	Agency Name	2013 Total P/C Revenue	2013 Other than P/C Revenue	2013 Total P/C Premium Written	2013 Other than P/C Premium	Number of Employees
1	Lockton Cos.	\$823,073,000	\$302,526,000	\$7,301,000,000	\$12,900,000,000	5300
2	HUB International	\$784,669,000	\$266,852,000	\$5,962,435,439	\$2,885,176,011	6923
3	USI Inc.	\$394,791,752	\$387,416,075	\$3,638,307,736	\$6,941,635,878	3324
4	Alliant Insurance Services Inc.	\$373,865,600	\$177,689,200	\$3,122,988,900	\$4,513,702,900	1695
5	Confie Seguros	\$305,000,000	\$0	\$850,000,000	\$0	3120
6	AssuredPartners LLC	\$293,737,922	\$60,560,078	\$1,912,733,505	\$1,105,310,883	1985
7	Integro Insurance Brokers	\$132,510,000	\$7,596,786	\$1,790,000,000	\$260,928,000	612
8	BroadStreet Partners Inc.	\$127,700,000	\$12,600,000	\$1,300,000,000	\$100,000,000	1000
9	Crystal & Co.	\$121,400,000	\$23,400,000	\$1,349,800,000	\$334,200,000	365
10	Leavitt Group	\$116,196,328	\$51,679,367	\$1,287,404,459	\$978,345,242	1434
11	Insurance Office of America	\$96,562,551	\$9,841,192	\$976,292,058	\$148,553,468	669
12	Wortham Insurance & Risk Mgmt	\$96,142,000	\$21,693,000	\$1,000,591,000	\$380,900,000	511
13	The IMA Financial Group Inc.	\$90,229,281	\$22,870,973	\$1,200,000,000	\$480,000,000	556
14	Hays Cos.	\$85,200,000	\$69,400,000	\$732,000,000	\$900,000,000	733
15	J. Smith Lanier & Co.	\$77,909,199	\$32,331,610	\$916,578,811	\$538,860,160	567



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