

THE LIST

EMPLOYEE BENEFITS CONSULTANTS

Ranked by number of L.A. County employees involved in benefits services

► NEXT WEEK

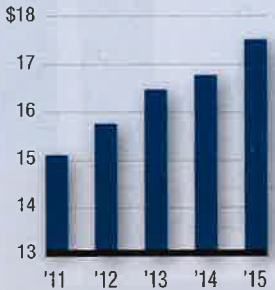
The Largest Construction Projects in L.A. County

THE PACESETTER: Mercer is the largest employee benefits firm in L.A. County, with 215 benefits consultants. New-York-based Mercer operates as a wholly owned subsidiary of Marsh & McLennan Cos. It employs nearly 22,000 people worldwide.

MERGER: Willis Towers Watson was formed in January after the merger of Willis and Towers Watson.

Rank	Company • name • address • website	Employees • benefits consultants • total employees (L.A./total)	Employee Benefits Consulting Services Offered (partial list)	Profile • parent company • headquarters	Top Local Executive • name • title • phone
1	Mercer 777 S. Figueroa St., Suite 1900 Los Angeles 90017; mercer.com	215/21,885 215/21,885	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting, human capital strategy	Marsh & McLennan Cos. New York	Heidi Burnett Southern California Team Leader (213) 346-2200
2	Willis Towers Watson 300 S. Grand Ave., Suite 2000 Los Angeles 90071; willistowerswatson.com	97/N/A 235/39,000	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting, international consulting	N/A London	Michael Fox, Market Leader, Southern California/Southwest (213) 337-6000
3	QBI 21031 Ventura Blvd., 12th Floor Woodland Hills 91364; qbillc.com	95/115 95/115	retirement and savings plans	QBI LLC Woodland Hills	Nick Stonnington CEO (818) 594-4900
4	Lockton Benefit Group 725 S. Figueroa St., 35th Floor Los Angeles 90017; lockton.com	94/683 424/6,000	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting, health risk solutions	Lockton Cos. Kansas City, Mo.	Jim Czesak COO (213) 689-0500
5	Wells Fargo Insurance USA Inc. 21250 Hawthorne Blvd., Suite 600 Torrance 90503; wells Fargo.com/wfis	89/419 N/A/1,542	benefit administration, benefit communications, retirement and savings plans, welfare plan consulting	N/A Chicago	Andrew Skillen Managing Director, Greater L.A. (310) 543-9995
6	Gallagher Benefit Services Inc. 505 N. Brand Blvd., Sixth Floor Glendale 91203; ajg.com	80/3,300 370/22,228	benefit administration and communications, HR consulting, retirement consulting, welfare plan consulting, human capital strategy	Arthur J. Gallagher & Co. Itasca, Ill.	Norbert H. Chung Exec. V.P., Western Region (818) 539-2300
7	Kravitz 16030 Ventura Blvd., Suite 200 Encino 91436; cashbalancedesign.com	80/80 80/80	benefit administration, retirement and savings plans, cash balance plans, actuarial	Kravitz Inc. Los Angeles	Daniel G. Kravitz President (818) 995-6100
8	Keenan & Associates 2355 Crenshaw Blvd., Suite 200 Torrance 90501; keenan.com	73/111 386/704	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting	N/A Torrance	Sean Smith CEO (310) 212-3344
9	MullinTBG 100 N. Sepulveda Blvd., Suite 500 El Segundo 90245; mullintbg.com	70/89 142/185	benefit administration, benefit communications, retirement and savings plans, nonqualified benefit plan design	Prudential Financial Newark, N.J.	Jason LaChapelle V.P., Total Retirement Solutions 800-353-2847
10	Hub International Insurance Services Inc. 6701 Center Drive West, Suite 1500 Los Angeles 90045; hubinternational.com	52/650 260/8,000	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting, compliance	Hub International Chicago	Andrew Forchelli Sr. Executive Vice President (310) 568-5900
11	Aon Hewitt 707 Wilshire Blvd., Suite 2600 Los Angeles 90017; aon.com	35/534 217/65,000	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting, actuarial consulting	Aon London	Kathleen Strukoff Southern California Market Leader (213) 630-2900
12	Actuaries Unlimited Inc. 16030 Ventura Blvd., Suite 320 Encino 91436; actuariesunlimited.com	33/33 33/33	benefit administration, benefit communications, qualified retirement plans, cash balance plans, actuarial consulting	N/A Encino	Mindy Gassman, President E. Mark Fishman, Executive V.P. (818) 325-8800
13	Segal Group 10880 Wilshire Blvd., Suite 850 Los Angeles 90024; segalgroup.net	32/892 32/892	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting	N/A New York	John Coyle Regional Manager (310) 231-1700
14	Stone Tapert Employee Benefits and Financial Services 825 Colorado Blvd., Suite 201 Los Angeles 90041; stonetapert.com	26/26 29/29	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting	N/A Los Angeles	Bruce Stone Principal (626) 844-3300
15	Trapani Dickins & Associates Employee Benefits and Insurance Services Inc. 515 S. Flower St., 35th Floor Los Angeles 90071; trapanidickins.com	20/20 30/30	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting, HR consulting	N/A Los Angeles	Barton J. Dickins President, Managing Partner (213) 622-1177
16	Polycomp Administrative Services Inc. 6400 Canoga Ave., Suite 250 Woodland Hills 91367; polycomp.net	14/84 16/106	benefit administration, retirement and savings plans, qualified retirement plans, self-directed IRAs, association sponsored trusts	N/A Roseville	Donna Harmon President (800) 952-8800
17	Poms & Associates 5700 Canoga Ave., Suite 400 Woodland Hills 91367; pomsassoc.com	13/21 77/124	benefit administration, benefit communications, HR consulting, welfare plan consulting	N/A Woodland Hills	David A. Poms President (818) 449-9300
18	PacFed Insurance Services Inc. 1000 N. Central Ave., Suite 400 Glendale 90212; pacfed.com	12/N/A 31/N/A	benefit administration, benefit communications, welfare plan consulting, on-line employer services and employee enrollment	Pacific Federal Insurance Corp. Glendale	James Garrison President (818) 243-0222
19	Benefits & Risk Solutions Inc. 28402 Constellation Road Valencia 91355; brs1.com	12/12 12/12	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting, ERISA Compliance	N/A Valencia	Hugo R. Sibrian CEO, President (213) 341-4555
20	USI of Southern California Inc. 21700 Oxnard St., Suite 1200 Woodland Hills 91367; usi.biz	10/N/A 42/N/A	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting, data analytics	USI Holdings Valhalla, N.Y.	Thomas R. Lewis Regional CEO (818) 251-3000
21	Montage Insurance Solutions 5550 Topanga Canyon Blvd., Suite 310 Woodland Hills 91367; montageinsurance.com	10/10 22/22	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting	Danone Simpson Insurance Services Woodland Hills	Danone Simpson CEO, President (818) 676-0044
22	Pacific Coast Health 30423 Canwood St., Suite 130 Agoura Hills 91301; pacificcoasthealth.com	8/8 8/8	benefit administration, benefit communications, HR consulting	N/A Agoura Hills	Thomas R. Means Owner (805) 418-7080
23	Windes 111 W. Ocean Blvd., 22nd Floor Long Beach 90802; windes.com	7/9 105/135	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting	N/A Long Beach	Richard L. Green Partner (562) 435-1191
24	Peter C. Foy & Associates Insurance Services Inc. 6200 Canoga Ave., Suite 325 Woodland Hills 91367; pcfoy.com	6/6 23/23	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting, safety	N/A Woodland Hills	Peter C. Foy CEO, President (818) 703-8057
25	CBIZ Benefits & Insurance Services Inc. 10474 Santa Monica Blvd., Suite 200 Los Angeles 90025; cbiz.com	4/117 92/4,400	benefit administration, benefit communications, HR consulting, retirement and savings plans, welfare plan consulting, online enrollment	CBIZ Inc. Cleveland	Kevin Garrett President (310) 268-2000

Family Plan
The average cost of premiums for family coverage are on the rise. (in thousands)



Source: Kaiser Family Foundation

N/A - Not Applicable Note: Deloitte may have qualified, but declined to respond. Information on this list was provided by representatives of the companies themselves. Firms are ranked by the number of L.A. County employees involved in employee benefits services and total L.A. County employees, respectively. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and

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