

THE LIST

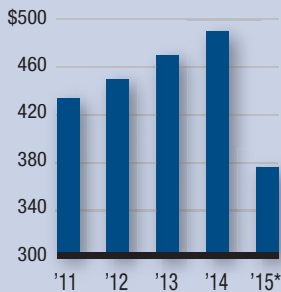
INSURANCE BROKERAGE FIRMS

Ranked by 2015 Valley-area revenue

THE PACESSETTER: Arthur J. Gallagher & Co. is the largest insurance brokerage firm ranked by 2015 Valley-area revenue. The company reported \$231 million in revenue last year, up from \$225 million in 2014. Premiums rose from \$1.8 billion in 2014 to \$2 billion last year. Arthur J. Gallagher has 822 brokerage employees working in its local offices.

Made Money

Nationwide premiums earned by the property/casualty insurance sector. (in billions)



Results for the first three quarters through Sept. 30, 2015.

Source: Insurance Information Institute

Rank	Brokerage • name • address • website	Valley-Area		Insurers (partial list)	Major Lines Written (partial list)	Profile • parent company • headquarters • Valley employees • offices (SFV/total)	Top Local Executive • name • title • phone
		Revenue ¹ • 2015 • 2014	Premiums • 2015 • 2014				
1	Arthur J. Gallagher & Co. 505 N. Brand Blvd., Sixth Floor Glendale 91203 ajg.com	\$231.1 \$224.8	\$2,019.4 \$1,803.9	all carriers	all lines	N/A Itasca, Ill. 822 3/659	Scott J. Firestone Regional Executive Vice President (818) 539-2300
2	Alliant Insurance Services Inc. 333 S. Hope St., Suite 3750 Los Angeles 90071 alliant.com	57.1 37.6	249.4 267.9	all major carriers	all lines	N/A Newport Beach 33 2/84	Peter Arkley Sr. Exec. V.P., Sr. Managing Director (213) 443-2440
3	United Agencies Inc. 301 E. Colorado Blvd., Suite 200 Pasadena 91101 unitedagencies.com	25.0 20.0	225.0 200.0	all major carriers	workers' compensation, business insurance, personal insurance, employee benefits	N/A Pasadena N/A 2/40	Gary Conkey President (626) 535-8300
4	Hub International Insurance Services Inc. 6701 Center Drive West, Suite 1500 Los Angeles 90045 hubinternational.com	25.0 22.7	240.2 218.4	all carriers	all lines	Hub International Chicago 120 1/330	Andrew Forchelli Sr. Executive Vice President (310) 568-5900
5	USI of Southern California Inc. 21700 Oxnard St., Suite 1200 Woodland Hills 91367 usi.biz	13.9 N/A	164.3 N/A	all major carriers	property/casualty, employee benefits, personal lines	USI Holdings Valhalla, N.Y. 42 1/130	Thomas R. Lewis Regional CEO (818) 251-3000
6	B&B Premier Insurance Solutions Inc. 5008 Chesebro Road, Suite 200 Agoura Hills 91301 bbpremierins.com	11.0 9.8	78.6 69.4	Mercury Insurance, Capital Insurance Co., Safeco Insurance, Golden Eagle	auto, construction, workers' compensation, apartment buildings, homeowners	N/A Agoura Hills 49 1/1	Eric Bossuk, Chairman, CEO Steve Brooks, President (818) 223-8383
7	Elkins/Jones Insurance Agency Inc. 12100 Wilshire Blvd., Suite 300 Los Angeles 90025 elkinsjones.com	6.9 6.7	57.0 55.0	Fireman's Fund, Hartford, Chubb, California Insurance Group, Allied, Safeco	real estate (lessors risk), manufacturing, workers' compensation, homeowners	N/A Los Angeles 9 1/2	Janet C. Jones President (310) 207-9796
8	PacFed Insurance Services Inc. 1000 N. Central Ave., Suite 400 Glendale 90212 pacfed.com	5.6 5.4	175.0 161.0	Kaiser, Health Net, United Health Care, Blue Shield, Liberty Dental	employee benefits: large group, private health care exchanges and Taft-Hartley trust funds	Pacific Federal Insurance Corp. Glendale 31 1/1	James Garrison President (818) 243-0222
9	Liberty Co. Insurance Brokers Inc. 21820 Burbank Blvd., Suite 330 Woodland Hills 91367 libertycompany.com	5.3 4.7	48.0 42.0	Travelers, Liberty Mutual, Allied, Mercury, Hartford, CNA, State Fund	workers' compensation, package, general liability, homeowners, auto	N/A Woodland Hills 35 1/5	Jerry Pickett CEO (818) 914-3960
10	Peter C. Foy & Associates 6200 Canoga Ave., Suite 325 Woodland Hills 91367 pcfcoy.com	5.1 5.0	87.0 74.4	Anthem, Aetna, Hartford, State Fund, United Healthcare, Cigna, Blue Shield	all benefit programs, business commercial insurance, workers' compensation	N/A Woodland Hills 25 1/1	Peter C. Foy CEO, President (818) 703-8057

¹ In millions.

N/A - Not Applicable Note: The information on this list was supplied by representatives of the brokerages themselves. Brokerages are ranked by 2015 Valley-area revenue from insurance brokerage services. Numbers that appear to be tied have been rounded. Marsh and Aon may have qualified for this list, but declined to provide financial information. To the best of our knowledge, this information is accurate as of press time. While every effort

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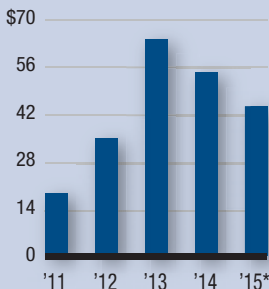
Researched by David Nusbaum

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INSURANCE BROKERAGE FIRMS *Continued from page 10*

ASSOCIATION: Crescenta Valley Insurance was started by Panamanian immigrant Virgil Dinger in 1969 and is now run by his son Rick Dinger. He currently serves as the California Director of the Independent Insurance Agents and Brokers of America.

Net Income
Property/casualty insurance industry net income after taxes. (in billions)



Results for the first three quarters through Sept. 30, 2015.

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		Revenue ¹ • 2015 • 2014	Premiums • 2015 • 2014				
11	L/B/W Insurance & Financial Services Inc. 28055 Smyth Drive Valencia 91355 lbwinsurance.com	\$5.1 \$4.9	\$45.5 \$44.2	Anthem Blue Cross, Hartford, Aetna, Swett & Crawford, Blue Shield, Kaiser	commercial, workers' compensation, group benefits, personal, financial and retirement	N/A Valencia 31 1/1	Mitzi Like CEO, President (661) 702-6000
12	Leavitt Insurance Services of Los Angeles 21820 Burbank Blvd., Suite 300 Woodland Hills 91367 leavitt.com	3.5 4.1	72.0 58.6	all major carriers	all lines	Leavitt Group Cedar City, Utah 27 1/125	Teri S. Frankel Managing Principal (818) 593-7001
13	Corporate Strategies Inc. 16255 Ventura Blvd., Suite 320 Encino 91436 corpstrat.com	3.5 3.5	38.0 34.0	American General, Anthem, Health Net, Blue Shield, John Hancock, Kaiser	accident and health, employee benefits, life insurance, payroll and HR services	N/A Encino N/A 1/1	Martin Levy CEO, President (818) 377-7260
14	Gaspar Insurance Services Inc. 5900 Canoga Ave., Suite 110 Woodland Hills 91367 gasparinsurance.com	3.4 2.9	23.0 19.0	Mercury, Hartford, Hanover, Travelers, CSE, Allied, Chubb, Kemper	business package policies, personal auto, personal homeowners, earthquake, medical	N/A Woodland Hills 29 2/3	Timothy K. Gaspar CEO (818) 302-3060
15	Olympic Insurance Agency 1906 W. Burbank Blvd. Burbank 91506 olympicinsurance.com	2.7 2.7	28.7 30.2	Chubb, Travelers, Hartford, Liberty Mutual, Everest National	workers' compensation, group health, property, liability, auto and management liability	N/A Burbank 14 1/2	Donald S. Barberie President (818) 843-4314
16	Montage Insurance Solutions 5550 Topanga Canyon Blvd., Suite 310 Woodland Hills 91367 montageinsurance.com	2.3 1.9	35.4 29.5	all carriers	all lines	Danone Simpson Insurance Services Woodland Hills 21 1/1	Danone Simpson CEO, President (818) 676-0044
17	Really Great Employee Benefits 21515 Vanowen St. Suite 200 Canoga Park 91303 rgeb4u.com	2.2 2.1	36.6 35.0	Aetna, Anthem Blue Cross, Blue Shield, Health Net, Kaiser, United HealthCare	health, dental, vision, life, disability	N/A Canoga Park 18 1/1	Barry S. Cohn CEO, President (818) 444-7722
18	Crescenta Valley Insurance 3156 Foothill Blvd., Suite A La Crescenta 91214 cvins.com	2.0 1.9	16.7 16.3	Mercury Insurance Group, Travelers, Safeco, Hartford, Liberty Mutual	auto, home, apartment owners, homeowner associations, restaurants	N/A La Crescenta 17 1/1	Rick Dinger President (818) 248-4500
19	ISU Vansa Insurance Services 12155 Riverside Drive Valley Village 91607 isuvansa.com	1.9 1.9	13.5 13.6	Allied, Hartford, Safeco, Liberty Mutual, Pharmacists Mutual, Hanover	workers' compensation, commercial, professional liability, homeowners, auto	N/A Valley Village 7 1/1	Jerry Vande Sande President (818) 763-9365
20	OHM Benefit & Insurance Solutions 19360 Rinaldi St., Suite 505 Northridge 91326 ohmbenefits.com	0.5 0.5	8.8 8.8	all carriers	group medical, dental, life, disability, vision, 401(k) and compliance	N/A Northridge 5 1/1	Jason Sandler Broker, Partner (877) 650-0808

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