

# INSURANCE BROKERAGE FIRMS Ranked by 2016 Valley-area revenue

Rank	Brokerage • name • address • website	Valley-Area (in millions)		Insurers (partial list)	Major Lines Written (partial list)	Profile • parent company • headquarters • Valley employees • offices (SFV/total)	Top Local Executive • name • title • phone
		Revenue • 2016 • 2015	Premiums • 2016 • 2015				
1	 <b>Arthur J. Gallagher &amp; Co.</b> 505 N. Brand Blvd., Sixth Floor Glendale 91203 ajg.com	\$236.1 \$231.1	\$2,031.3 \$2,019.4	all carriers	all lines	N/A Itasca, Ill. 79 4/767	Scott J. Firestone Southwest Regional President (818) 539-2300
2	 <b>Alliant Insurance Services Inc.</b> 325 E. Hillcrest Drive, Suite 250 Thousand Oaks 91360 alliant.com	60.2 57.1	68.1 71.8	all major carriers	all lines	N/A Newport Beach 32 2/88	Tom Bryson Senior Vice President (805) 777-4770
3	 <b>Poms &amp; Associates</b> 5700 Canoga Ave., Suite 400 Woodland Hills 91367 pomsassoc.com	45.0 45.0	241.2 241.0	Blue Cross of California, Blue Shield of California, Munich America, Hartford	all lines	N/A Woodland Hills N/A 1/5	David A. Poms President (818) 449-9300
4	 <b>Hub International Insurance Services Inc.</b> 6701 Center Drive West, Suite 1500 Los Angeles 90045 hubinternational.com	26.0 25.0	249.8 240.2	all carriers	all lines	Hub International Chicago N/A 1/400	Andrew Forchelli Sr. Executive Vice President (310) 568-5900
5	 <b>United Agencies Inc.</b> 301 E. Colorado Blvd., Suite 200 Pasadena 91101 unitedagencies.com	23.5 25.0	235.0 225.0	all major carriers	workers' compensation, business insurance, personal insurance, employee benefits	N/A Pasadena N/A N/A/40	Gary Conkey President (626) 535-8300
6	 <b>USI Insurance Services</b> 21700 Oxnard St., Suite 1200 Woodland Hills 91367 usi.com	15.0 13.9	177.2 164.3	all major carriers	property/casualty, employee benefits, private risk	USI Holdings Valhalla, N.Y. N/A 1/140	Jeffrey F. Lang Executive Vice President (818) 251-3000
7	 <b>Wells Fargo Insurance USA Inc.</b> 21250 Hawthorne Blvd., Suite 600 Torrance 90503 wellsfargo.com/wfis	12.6 10.6	N/A N/A	all carriers	group employee benefits, property/casualty, workers' compensation, 401(k)	N/A Chicago N/A N/A/200	Andrew Skillen Managing Director, Greater L.A. (310) 543-9995
8	 <b>B&amp;B Premier Insurance Solutions Inc.</b> 5008 Chesebro Road, Suite 200 Agoura Hills 91301 bbpremierins.com	12.3 11.0	84.8 78.6	Mercury Insurance, Capital Insurance Co., Safeco Insurance, Golden Eagle	auto, construction, workers' compensation, apartment buildings, homeowners	Acrisure of California Caledonia, Mich. 46 1/1	Eric Bossuk Steve Brooks CEO (818) 223-8383
9	 <b>Lockton Insurance Brokers</b> 725 S. Figueroa St., 35th Floor Los Angeles 90017 lockton.com	8.3 4.6	85.0 48.0	all carriers	all lines	Lockton Cos. Kansas City, Mo. 25 1/80	Timothy J. Noonan CEO (213) 689-0500
10	 <b>Elkins/Jones Insurance Agency Inc.</b> 12100 Wilshire Blvd., Suite 300 Los Angeles 90025 elkinsjones.com	7.4 6.9	62.0 57.0	Fireman's Fund, Hartford, Chubb, California Insurance Group, Allied, Safeco	real estate (lessors risk), manufacturing, workers' compensation, homeowners	N/A Los Angeles 8 N/A/2	Janet Jones President (310) 207-9796
11	 <b>Pacific Federal</b> 1000 N. Central Ave., Suite 400 Glendale 90212 www.pacfed.com	5.7 5.6	195.0 175.0	Kaiser, Health Net, United Health Care, Blue Shield, Liberty Dental	employee benefits: large group, private health care exchanges and Talt-Hartley trust funds	Zenith American Holdings, Inc. Pacific Federal Tampa, FL 9 1/1	James Garrison President (818) 243-0222
12	 <b>Liberty Co. Insurance Brokers Inc.</b> 21820 Burbank Blvd., Suite 330 Woodland Hills 91367 libertycompany.com	5.5 5.3	50.0 48.0	Travelers, Liberty Mutual, Allied, Mercury, Hartford, Philadelphia, Safeco	workers' compensation, package, general liability, homeowners, auto	N/A Woodland Hills N/A 1/6	Jerry Pickett CEO (818) 914-3960
13	 <b>LBW Insurance and Financial Services</b> 28055 Smyth Drive Valencia 91355 lbwinsurance.com	4.9 5.1	44.4 46.5	Anthem Blue Cross, Hartford, Aetna, Swett & Crawford, Blue Shield, Kaiser	commercial, workers' compensation, group benefits, personal, financial and retirement	N/A Valencia 35 1/1	Mitzi Like CEO, President (661) 702-6000
14	 <b>Gaspar Insurance Services Inc.</b> 5900 Canoga Ave., Suite 110 Woodland Hills 91367 gasparinsurance.com	4.8 3.4	30.0 23.0	Mercury, Hartford, Hanover, Travelers, CSE, Allied, Chubb, Nationwide	business package policies, personal auto, personal homeowners, earthquake, medical	N/A Woodland Hills 42 1/2	Timothy K. Gaspar CEO (818) 302-3060
15	 <b>Peter C. Foy &amp; Associates</b> 6200 Canoga Ave., Suite 325 Woodland Hills 91367 pcfoy.com	4.3 5.1	50.7 87.0	Anthem, Aetna, Hartford, State Fund, United Healthcare, Cigna, Blue Shield	benefit programs, business commercial insurance, workers' compensation, health	N/A Woodland Hills 22 1/1	Peter C. Foy CEO, President (818) 703-8057
16	 <b>Corporate Strategies Inc.</b> 21021 Ventura Blvd., Suite 200 Woodland Hills 91364 corpstrat.com	3.7 3.5	35.0 38.0	American General, Anthem, Health Net, Blue Shield, John Hancock, Kaiser	accident and health, employee benefits, life insurance, payroll and HR services	CorpStrat Woodland Hills N/A 1/1	Martin Levy CEO, President (818) 377-7260
17	 <b>Leavitt Insurance Services of Los Angeles</b> 21820 Burbank Blvd., Suite 300 Woodland Hills 91367 leavitt.com	3.5 3.5	72.0 72.0	all major carriers	all lines	Leavitt Group Cedar City, Utah N/A N/A/125	Teri S. Frankel Managing Principal (818) 593-7001
18	 <b>Montage Insurance Solutions</b> 5550 Topanga Canyon Blvd., Suite 310 Woodland Hills 91367 montageinsurance.com	3.2 2.3	48.9 35.4	all carriers	all lines	Danone Simpson Insurance Services Woodland Hills 25 1/1	Danone Simpson CEO, President (818) 676-0044
19	 <b>Olympic Insurance Agency</b> 1906 W. Burbank Blvd. Burbank 91506 olympicinsurance.com	2.7 2.7	29.7 28.7	Chubb, Travelers, Liberty Mutual, Hartford, Everest National, BHCW, ICW	workers' compensation, group health, property, liability, auto, management liability	N/A Burbank 14 1/2	Donald S. Barberie President (818) 843-4314
20	 <b>Really Great Employee Benefits</b> 21515 Vanowen St., Suite 200 Canoga Park 91303 rgeb4u.com	2.2 2.2	37.1 36.6	Aetna, Anthem Blue Cross, Blue Shield, Health Net, Kaiser, United HealthCare	health, dental, vision, life, disability	N/A Canoga Park 16 1/1	Barry S. Cohn CEO, President (818) 444-7722
21	 <b>Crescenta Valley Insurance</b> 3156 Foothill Blvd., Suite A La Crescenta 91214 cvins.com	2.1 2.0	18.4 16.7	Mercury Insurance Group, Travelers, Safeco, Hartford, Liberty Mutual	auto, home, apartment owners, homeowner associations, restaurants	N/A La Crescenta N/A 1/1	Rick Dinger President (818) 248-4500
22	 <b>ISU Vansa Insurance Services</b> 12155 Riverside Drive Valley Village 91607 isuvansa.com	1.9 1.9	12.9 13.5	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
23	 <b>Zein Insurance Services</b> 21800 Oxnard St., Suite 170 Woodland Hills 91367 zisinsurance.com	1.3 1.1	17.5 16.5	Aetna, Anthem, Blue Shield, Health Net, United Health, Kaiser, Travelers	group benefits, health, commercial, auto, homeowners, workers' compensation	N/A Woodland Hills 9 1/1	Hisham Elzein President (818) 887-8780
24	 <b>OHM Benefit &amp; Insurance Solutions</b> 19360 Rinaldi St., Suite 505 Northridge 91326 ohmbenefits.com	0.6 0.5	9.2 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
25	 <b>ASIS Financial-ASIS Entertainment Insurance</b> 18580 Ventura Blvd., Second Floor Tarzana 91356 asisfinancial.com	N/A N/A	N/A N/A	One Beacon, Abacus, Fireman's Fund, Hiscox and Prorsight	commercial production insurance, E&O insurance life insurance, group health	N/A Tarzana N/A 1/1	Alan Schlaifer Owner (310) 498-0866

N/A - Not Applicable Note: The information on this list was supplied by representatives of the brokerages themselves.

Brokerages are ranked by 2016 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.

Researched by Joshua Niv