

SPECIAL REPORT

100 LARGEST BROKERS OF U.S. BUSINESS*

Ranked by 2020 brokerage revenue generated by U.S.-based clients

2021 rank	2020 rank	Company	2020 U.S. brokerage revenue	% increase (decrease)	2021 rank	2020 rank	Company	2020 U.S. brokerage revenue	% increase (decrease)
1	1	Marsh & McLennan Cos. Inc. ^{1,2}	\$8,115,490,000	3.8%**	51	46	Horton Group Inc.	\$80,271,352	3.7%**
2	2	Aon PLC ¹	\$5,019,433,300	0.7%	52	48	Towne Insurance Agency LLC ¹	\$78,405,018	2.9%
3	3	Willis Towers Watson PLC	\$4,643,000,000	8.2%	53	62	World Insurance Associates LLC ¹	\$77,920,417	46.1%
4	4	Arthur J. Gallagher & Co. ¹	\$4,127,872,000	4.7%	54	51	Houchens Insurance Group Inc. ⁹	\$72,157,422	6.0%
5	5	Brown & Brown Inc. ¹	\$2,589,950,605	8.6%	55	54	James A. Scott & Son Inc., dba Scott Insurance	\$72,024,407	8.7%
6	6	Truist Insurance Holdings Inc. ¹	\$2,433,560,000	7.2%	56	66	Sunstar Insurance Group	\$72,000,000	45.9%
7	7	Hub International Ltd. ¹	\$2,077,453,378	12.8%	57	72	Sterling Seacrest Pritchard Inc. ^{1,10}	\$69,240,845	1.4%**
8	8	USI Insurance Services LLC ¹	\$1,929,379,030	6.4%	58	95	High Street Insurance Partners Inc.	\$67,658,028	127.6%
9	9	Acisure LLC ¹	\$1,870,638,536	9.5%**	59	57	Starkweather & Shepley Insurance Brokerage Inc. ¹	\$66,227,625	10.2%
10	10	Alliant Insurance Services Inc. ¹	\$1,777,622,343	12.9%**	60	56	The Graham Co.	\$63,043,937	1.8%
11	11	AssuredPartners Inc. ¹	\$1,687,411,134	18.0%	61	55	Huntington Insurance Inc.	\$62,551,170	0.7%
12	12	Lockton Cos. LLC ³	\$1,583,466,822	11.1%	62	58	Sterling & Sterling LLC, dba SterlingRisk	\$61,924,084	11.2%
13	13	NFP Corp. ¹	\$1,455,797,344	8.3%	63	60	Shepherd Insurance LLC ¹	\$59,184,321	7.9%
14	14	BroadStreet Partners Inc.	\$860,500,000	15.8%	64	64	Moreton & Co.	\$55,807,000	8.5%
15	15	Edgewood Partners Insurance Center, dba EPIC Insurance Brokers & Consultants ¹	\$802,594,990	7.8%**	65	61	Bowen, Miclette & Britt Insurance Agency LLC	\$55,579,594	3.6%
16	16	RSC Insurance Brokerage Inc., dba Risk Strategies Co. ^{1,4}	\$651,171,510	26.0%	66	71	Robertson Ryan & Associates Inc.	\$53,709,374	17.2%
17	17	Alera Group ¹	\$554,000,000	29.7%**	67	63	Frost Insurance Agency Inc.	\$51,119,522	(3.7%)
18	18	Digital Insurance Inc. dba OneDigital Health and Benefits ¹	\$530,093,000	31.6%	68	68	Corporate Synergies Group LLC	\$47,550,867	(2.9%)
19	32	Baldwin Risk Partners LLC ¹	\$426,249,000	209.2%	69	75	First Insurance Group LLC	\$45,747,907	8.6%
20	21	Higginbotham ¹	\$316,096,000	29.5%	70	74	Fisher Brown Bottrell Insurance Inc.	\$45,706,955	8.2%
21	28	IMA Financial Group Inc. ¹	\$301,471,243	71.4%	71	73	HMS Insurance Associates Inc.	\$45,430,468	4.4%
22	19	Leavitt Group	\$291,020,000	6.7%	72	70	M&O Agencies Inc., dba The Mahoney Group	\$44,238,376	(4.2%)
23	20	CBIZ Benefits & Insurance Services Inc. ¹	\$246,300,000	0.5%	73	84	The Partners Group Ltd.	\$43,694,905	19.0%
24	24	Holmes Murphy & Associates Inc.	\$241,557,260	8.1%	74	77	The Loomis Co.	\$41,877,000	4.4%
25	23	Cottingham & Butler Inc.	\$240,380,000	7.2%	75	102	The Liberty Co. Insurance Brokers Inc. ¹	\$40,509,309	53.9%
26	NR	PCF Insurance Services ¹	\$235,000,000	298.3%	76	76	Charles L. Crane Agency Co.	\$40,421,713	(2.2%)
27	25	Insurance Office of America Inc. ¹	\$234,864,928	6.1%	77	81	MJ Insurance Inc. ¹¹	\$40,148,743	6.9%
28	22	Paychex Insurance Agency Inc. ⁵	\$232,100,000	(0.1%)	78	83	Christensen Group Inc.	\$38,967,785	5.5%
29	27	Cross Financial Corp., dba Cross Insurance ¹	\$214,960,000	15.4%	79	78	James G. Parker Insurance Associates ⁵	\$38,055,000	(2.3%)
30	26	The Hilb Group LLC ¹	\$206,608,909	4.4%	80	82	M&T Insurance Agency Inc.	\$36,900,000	(0.8%)
31	30	Woodruff Sawyer & Co.	\$191,200,000	19.9%	81	86	Ansay & Associates LLC ¹	\$36,769,058	3.5%
32	29	Heffernan Group ¹	\$183,567,730	7.8%	82	117	R&R Insurance Services Inc.	\$36,400,000	5.2%**
33	39	Unison Risk Advisors ^{1,6}	\$146,219,648	4.2%**	83	88	Kapnick Insurance Group	\$35,655,000	4.7%
34	31	Hylant Group Inc.	\$146,180,665	3.1%	84	89	Haylor, Freyer & Coon Inc. ¹¹	\$34,650,000	2.6%
35	34	AmeriTrust Group Inc.	\$129,656,436	2.8%	85	90	Rich & Cartmill Inc.	\$34,552,206	3.5%
36	35	BXS Insurance ¹	\$125,286,000	1.8%	86	96	The Buckner Co. Inc. ¹	\$32,671,837	10.7%
37	53	Patriot Growth Insurance Services LLC ¹	\$124,350,000	87.3%	87	93	Tompkins Insurance Agencies Inc.	\$32,433,000	3.0%
38	36	Insurica Inc. ¹	\$122,725,836	6.8%	88	94	Tricor Inc.	\$32,426,557	6.5%
39	37	Relation Insurance Inc. ¹	\$115,760,000	10.5%	89	91	PSA Insurance & Financial Partners LLC	\$32,193,000	(0.6%)
40	40	ABD Insurance & Financial Services Inc.	\$112,507,000	20.6%	90	NR	Oakbridge Insurance Agency LLC ¹	\$30,500,000	17.3%
41	41	Propel Insurance ¹	\$107,602,000	16.7%	91	103	Ross & Yerger Insurance Inc. ¹	\$29,177,112	11.6%
42	43	Eastern Insurance Group LLC ¹	\$96,738,818	6.5%	92	105	Swingle, Collins & Associates	\$28,188,444	11.3%
43	38	Insurors Group LLC	\$96,000,000	(1.2%)	93	99	Underwriters Safety & Claims Inc., dba The Underwriters Group	\$27,641,790	0.7%
44	44	TrueNorth Companies LLC	\$93,428,000	9.4%	94	98	The Daniel & Henry Co.	\$27,568,000	(1.8%)
45	80	Cobbs Allen/CAC Specialty ^{1,7}	\$89,568,050	136.4%	95	100	Moody Insurance Agency Inc.	\$26,392,454	(3.5%)
46	45	Lawley Service Inc.	\$86,990,186	5.1%	96	104	Gibson Insurance Agency Inc., dba Gibson ¹	\$25,339,000	(0.3%)**
47	47	Acentria Insurance	\$83,000,000 ⁸	8.5%	97	107	Foa & Son Corp.	\$24,968,750	6.8%
48	49	Marshall & Sterling Enterprises Inc. ¹	\$82,773,396	13.2%	98	108	EHD Insurance Inc.	\$24,306,148	5.9%
49	52	Parker, Smith & Feek Inc.	\$82,466,000	21.2%	99	109	York International Agency LLC ¹	\$23,636,158	8.0%
50	50	M3 Insurance Solutions Inc.	\$81,675,781	12.8%	100	106	Otterstedt Insurance Agency ¹	\$23,629,767	(2.3%)

*Companies that derive more than 49% of their gross revenue in personal lines are not ranked. **2019 brokerage revenue restated. NR = not ranked. ¹Reported U.S. acquisitions. ²Acquired PayneWest Insurance Inc. on April 21, 2021. ³Fiscal year ending April 30. ⁴Formerly Risk Strategies Co. Inc. ⁵Fiscal year ending May 31. ⁶Renamed Unison Risk Advisors with the merger of Oswald Cos. and Riggs, Counselman, Michaels & Downes Inc. ⁷Merged with CAC Specialty, Aug. 15, 2019. ⁸BI estimate. ⁹Fiscal year ending Sept. 30. ¹⁰Formerly Sterling Seacrest Partners Inc. ¹¹Fiscal year ending Aug. 31.

Source: BI survey