

# BUSINESS INSURANCE®

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## DATA & RANKINGS

### 100 LARGEST BROKERS OF U.S. BUSINESS\*

Ranked by 2021 brokerage revenue generated by U.S.-based clients

2022 rank	2021 rank	Company	2021 U.S. brokerage revenue	% increase (decrease)
1	1	Marsh & McLennan Cos. Inc. <sup>1</sup>	\$9,333,730,000	15.0%
2	2	Aon PLC	\$5,455,224,500	8.7%
3	4	Arthur J. Gallagher & Co. <sup>1</sup>	\$4,667,287,000	13.1%
4	3	Willis Towers Watson PLC <sup>1</sup>	\$4,501,260,000	5.2%**
5	5	Brown & Brown Inc. <sup>1</sup>	\$2,992,057,100	15.5%
6	6	Truist Insurance Holdings Inc. <sup>1</sup>	\$2,862,673,000	17.6%
7	9	Acrisure LLC	\$2,690,011,392	43.8%
8	10	Alliant Insurance Services Inc. <sup>1</sup>	\$2,608,702,137	46.8%
9	7	Hub International Ltd. <sup>1</sup>	\$2,419,787,250	16.5%
10	8	USI Insurance Services LLC <sup>1</sup>	\$2,148,838,923	11.4%
11	11	AssuredPartners Inc. <sup>1</sup>	\$2,015,419,025	19.4%
12	12	Lockton Cos. LLC <sup>2</sup>	\$1,975,936,860	24.8%**
13	13	NFP Corp. <sup>1</sup>	\$1,571,155,405	18.6%**
14	14	BroadStreet Partners Inc.	\$1,145,200,000	33.1%
15	17	Alera Group <sup>1,3</sup>	\$931,000,000	60.5%**
16	16	RSC Insurance Brokerage Inc., dba Risk Strategies Co. <sup>1</sup>	\$926,518,958	45.2%**
17	15	Edgewood Partners Insurance Center, dba EPIC Insurance Brokers & Consultants <sup>1</sup>	\$892,077,000	11.1%
18	19	Baldwin Risk Partners LLC	\$719,320,000	68.8%
19	18	Digital Insurance Inc., dba OneDigital <sup>1</sup>	\$672,415,000	30.2%**
20	27	PCF Insurance Services	\$590,000,000	151.1%
21	20	Higginbotham <sup>1</sup>	\$450,393,000	42.5%
22	21	IMA Financial Group Inc. <sup>1</sup>	\$448,034,424	55.3%**
23	23	The Hilb Group LLC <sup>1</sup>	\$402,247,000	54.3%
24	22	Leavitt Group <sup>1</sup>	\$354,192,000	21.7%
25	47	Foundation Risk Partners Corp. <sup>4</sup>	\$327,629,000	46.3%**
26	58	High Street Insurance Partners Inc. <sup>1</sup>	\$291,000,000	330.1%
27	24	CBIZ Benefits & Insurance Services Inc.	\$281,900,000	14.5%
28	31	Woodruff Sawyer & Co.	\$272,783,778	37.9%**
29	26	Cottingham & Butler Inc.	\$266,865,000	11.0%
30	28	Insurance Office of America Inc.	\$255,590,865	8.8%
31	25	Holmes Murphy & Associates Inc.	\$253,052,660	4.8%
32	30	Cross Financial Corp., dba Cross Insurance <sup>1</sup>	\$247,523,000	15.1%
33	29	Paychex Insurance Agency Inc. <sup>5</sup>	\$246,000,000	6.0%
34	53	World Insurance Associates LLC <sup>1</sup>	\$224,438,434	188.0%
35	37	Patriot Growth Insurance Services LLC <sup>1</sup>	\$214,870,000	72.8%
36	39	Relation Insurance Inc. <sup>1</sup>	\$179,340,000	54.9%
37	34	Hylant Group Inc.	\$161,164,159	10.2%
38	33	Unison Risk Advisors <sup>1</sup>	\$149,621,937	2.3%
39	32	Heffernan Group <sup>1</sup>	\$146,880,177	26.4%**
40	40	Newfront Insurance <sup>6</sup>	\$145,000,000 <sup>7</sup>	28.9%
41	45	Cobbs Allen/CAC Specialty	\$142,121,129	58.7%
42	38	Insurica Inc. <sup>1</sup>	\$138,081,872	12.5%
43	36	BXS Insurance <sup>1</sup>	\$135,345,376	8.0%
44	35	AmeriTrust Group Inc.	\$122,153,943	(5.8%)
45	74	The Liberty Co. Insurance Brokers Inc. <sup>1</sup>	\$105,000,000	159.2%
46	48	Marshall & Sterling Enterprises Inc. <sup>1</sup>	\$103,772,158	25.4%
47	44	TrueNorth Cos. LLC	\$103,393,239	10.7%
48	43	Insurors Group LLC	\$97,938,952	2.0%
49	42	Eastern Insurance Group LLC <sup>1</sup>	\$97,167,664	0.4%
50	50	M3 Insurance Solutions Inc. <sup>1</sup>	\$91,615,379	12.2%

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2022 rank	2021 rank	Company	2021 U.S. brokerage revenue	% increase (decrease)
51	46	Lawley LLC <sup>1,8</sup>	\$90,546,959	4.1%
52	51	Horton Group Inc.	\$89,081,572	11.0%
53	56	Sunstar Insurance Group	\$86,100,000	19.6%
54	52	Towne Insurance Agency LLC	\$82,062,170	4.7%
55	55	James A. Scott & Son Inc., dba Scott Insurance	\$80,182,080	11.3%
56	NR	Keystone Agency Partners <sup>1</sup>	\$80,000,000	233.3%
57	57	Sterling Seacrest Pritchard Inc.	\$77,371,256	11.7%
58	54	Houchens Insurance Group Inc. <sup>9</sup>	\$73,287,105	1.6%
59	59	Starkweather & Shepley Insurance Brokerage Inc. <sup>1</sup>	\$71,960,481	8.7%
60	63	Shepherd Insurance LLC <sup>1</sup>	\$68,325,022	15.4%
61	60	The Graham Co.	\$68,300,777	8.3%
62	61	Huntington Insurance Inc.	\$65,789,460	5.2%
63	62	Sterling & Sterling LLC, dba SterlingRisk	\$62,552,054	1.0%
64	NR	Alkeme Inc. <sup>1</sup>	\$61,320,000	104.4%
65	64	Moreton & Co.	\$61,084,000	10.3%**
66	66	Robertson Ryan & Associates Inc.	\$58,369,855	8.7%
67	65	Bowen, Miclette & Britt Insurance Agency LLC <sup>1</sup>	\$54,166,796	(2.5%)
68	90	Oakbridge Insurance Agency LLC <sup>1</sup>	\$52,920,000	73.5%
69	67	Frost Insurance Agency Inc.	\$52,516,669	2.7%
70	NR	Professional Insurance Associates Inc.	\$52,000,000	4.0%
71	70	Fisher Brown Bottrell Insurance Inc.	\$50,182,592	9.8%
72	71	HMS Insurance Associates Inc.	\$47,693,864	5.0%
73	73	The Partners Group Ltd.	\$47,619,543	9.0%
74	72	M&O Agencies Inc., dba The Mahoney Group <sup>1</sup>	\$46,978,548	6.2%
75	78	Christensen Group Inc.	\$45,173,206	15.9%
76	74	The Loomis Co.	\$44,748,000	6.9%
77	76	Charles L. Crane Agency Co.	\$43,951,368	8.1%**
<b>78</b>	<b>77</b>	<b>MJ Insurance Inc.<sup>1,10</sup></b>	<b>\$42,735,624</b>	<b>6.4%</b>
79	69	First Insurance Group LLC	\$41,899,874	4.0%**
80	79	James G. Parker Insurance Associates <sup>5</sup>	\$40,692,000	6.9%
81	83	Kapnick Insurance Group	\$40,615,129	13.9%
82	82	R&R Insurance Services Inc.	\$39,891,000	9.6%
83	85	Rich & Cartmill Inc.	\$39,353,785	13.9%
84	81	Ansay & Associates LLC <sup>1</sup>	\$37,929,997	1.9%**
85	86	The Buckner Co. Inc.	\$37,602,723	15.1%
86	80	M&T Insurance Agency Inc.	\$37,500,000	1.6%
87	101	Reliance Partners LLC	\$36,330,000	84.5%**
88	84	Haylor, Freyer & Coon Inc. <sup>1,10</sup>	\$35,640,000	2.9%
89	87	Tompkins Insurance Agencies Inc.	\$35,319,000	8.9%
90	88	Tricor LLC <sup>1</sup>	\$34,786,969	6.4%**
91	101	The Plexus Groupe LLC	\$33,313,237	20.2%**
92	NR	Pacwest Alliance Insurance Services Inc.	\$32,882,324	N/A
93	91	Ross & Yerger Insurance Inc.	\$31,400,041	7.6%
94	94	The Daniel & Henry Co.	\$30,448,000	10.4%
95	92	Swingle, Collins & Associates	\$29,715,208	5.4%
96	99	York International Agency LLC	\$28,320,588	19.8%
97	96	Gibson Insurance Agency Inc., dba Gibson	\$27,907,000	2.8%**
98	NR	UNICO Group Inc.	\$27,875,000	19.5%
99	98	Engle-Hambright & Davies Inc. <sup>11</sup>	\$27,849,860	5.0%**
100	95	Moody Insurance Agency Inc.	\$24,440,794	6.6%**

\*Companies that derive more than 49% of their gross revenue from personal lines are not ranked. \*\*2020 brokerage revenue restated. NR = not ranked. <sup>1</sup>Reported U.S. acquisitions. <sup>2</sup>Fiscal year ending April 30. <sup>3</sup>Acquired Propel Insurance, Sept. 8, 2021. <sup>4</sup>Formerly Acentria Insurance and Corporate Synergies Group LLC, reporting under parent company. <sup>5</sup>Fiscal year ending May 31. <sup>6</sup>Formerly ABD Insurance and Financial Services Inc., merged with Newfront Insurance Services LLC, Aug. 19, 2021. <sup>7</sup>BI estimate. <sup>8</sup>Formerly Lawley Service Inc. <sup>9</sup>Fiscal year ending Sept. 30. <sup>10</sup>Fiscal year ending Aug. 31. <sup>11</sup>Formerly EHD Insurance Inc.

Source: BI survey

