



# Top 100 Privately Held Property/Casualty Agencies

Ranked by Total 2010 P/C Premium Written

2011 Rank	Agency Name	2010 Total P/C Premium Written	2009 Total P/C Premium	% Premium Change	2010 Other than P/C Premium	2010 Total P/C Revenue	2011 Rank by Revenue	No. of Employees	Main Office	Web site
12	J. Smith Lanier & Co.	\$575,000,000	\$582,995,797	-1.37%	\$400,000,000	\$74,420,000	10	540	West Point, Ga.	www.jsmithlanier.com
13	Bollinger Inc.	\$550,000,000	\$455,000,000	20.88%	\$450,000,000	\$65,026,494	15	445	Short Hills, N.J.	www.bollingerinsurance.com
14	Heffernan Insurance Brokers	\$468,902,000	\$448,757,000	4.49%	\$143,032,000	\$62,628,000	17	400	Walnut Creek, Calif.	www.heffins.com
15	INSURICA Insurance Management Network	\$454,607,166	\$450,000,000	1.02%	\$150,452,632	\$57,790,080	20	476	Oklahoma City, Okla.	www.insurica.com
16	Combined Agents of America LLC*	\$450,000,000	\$430,000,000	6.44%	\$52,058,090	\$54,516,338	23	660	Austin, Texas	www.combinedagents.com
17	Satellite Agency Network Group Inc. (SAN Group)*	\$450,000,000	\$430,000,000	6.44%	\$52,058,090	\$54,516,338	23	660	Austin, Texas	www.sangroup.com
18	Mesirow Insurance Services Inc.	\$450,000,000	\$430,000,000	6.44%	\$52,058,090	\$54,516,338	23	660	Austin, Texas	www.mesirowfinancial.com
19	Renaissance Alliance Insurance Services LLC*	\$450,000,000	\$430,000,000	6.44%	\$52,058,090	\$54,516,338	23	660	Austin, Texas	www.renaissanceins.com
20	Iroquois Group Inc.*	\$450,000,000	\$430,000,000	6.44%	\$52,058,090	\$54,516,338	23	660	Austin, Texas	www.iroquoisgroup.com
21	Confie Seguros	\$380,000,000	\$360,000,000	5.56%	\$120,000,000	\$48,000,000	25	300	San Francisco, Calif.	www.confieseguros.com
22	Woodruff Sawyer & Co.	\$368,400,000	\$350,000,000	5.37%	\$118,000,000	\$46,000,000	26	320	Atlanta, Ga.	www.wsandco.com
23	Barney & Barney LLC	\$360,000,000	\$340,000,000	5.88%	\$116,000,000	\$44,000,000	27	340	San Francisco, Calif.	www.barneyandbarney.com
24	Neace Lukens	\$359,574,213	\$340,000,000	5.88%	\$116,000,000	\$44,000,000	27	340	San Francisco, Calif.	www.neacelukens.com
25	Capacity Coverage Co. of New Jersey Inc.	\$354,093,740	\$340,000,000	5.88%	\$116,000,000	\$44,000,000	27	340	San Francisco, Calif.	www.capcoverage.com
26	Higginbotham & Associates	\$347,930,000	\$330,000,000	5.73%	\$114,000,000	\$42,000,000	28	360	San Francisco, Calif.	www.higginbotham.net
27	United Valley Insurance Services Inc.*	\$327,539,322	\$310,000,000	5.98%	\$110,000,000	\$40,000,000	29	380	San Francisco, Calif.	www.unitedvalley.com
28	Frenkel & Co.	\$315,122,595	\$300,000,000	5.00%	\$100,000,000	\$36,000,000	31	400	San Francisco, Calif.	www.frenkel.com
NEW 29	RCM&D Inc.	\$304,127,572	\$290,000,000	5.21%	\$95,000,000	\$34,000,000	32	420	San Francisco, Calif.	www.rcmd.com
30	GreatFlorida Insurance*	\$302,000,000	\$280,000,000	7.86%	\$90,000,000	\$32,000,000	33	440	San Francisco, Calif.	www.greatflorida.com
31	Smart Choice*	\$297,362,671	\$280,000,000	6.20%	\$88,000,000	\$31,000,000	34	460	San Francisco, Calif.	www.smartchoiceagents.com
NEW 32	M&T Insurance Agency Inc.	\$295,000,000	\$280,000,000	6.20%	\$88,000,000	\$31,000,000	34	460	San Francisco, Calif.	www.mtb.com
33	Houchens Insurance Group	\$284,085,000	\$270,000,000	5.19%	\$85,000,000	\$30,000,000	35	480	San Francisco, Calif.	www.houchensins.com
34	EPIC Insurance Brokers	\$275,337,000	\$260,000,000	5.77%	\$82,000,000	\$29,000,000	36	500	San Francisco, Calif.	www.edgewoodins.com
35	Propel Insurance	\$270,000,000	\$260,000,000	3.85%	\$80,000,000	\$28,000,000	37	520	San Francisco, Calif.	www.propelinsurance.com
36	Assurance Agency	\$269,235,000	\$260,000,000	3.85%	\$80,000,000	\$28,000,000	37	520	San Francisco, Calif.	www.assuranceagency.com
37	Marshall & Sterling Enterprises Inc.	\$260,957,492	\$342,000,000	-23.70%	\$116,777,807	\$42,705,154	27	326	Poughkeepsie, N.Y.	www.marshallsterling.com
38	Insurors Group LLC*	\$260,000,000	\$281,560,540	-7.66%	\$122,000,000	\$33,680,000	35	225	College Station, Texas	www.insurorsgroup.com
39	McQueary Henry Bowles Troy	\$256,500,000	\$255,000,000	0.59%	\$235,000,000	\$27,530,000	48	209	Dallas, Texas	www.mhbt.com

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### Heffernan Insurance Brokers

<b>2010 P/C Premium Written</b>	<b>\$468,902,000</b>
<b>2009 P/C Premium</b>	<b>\$448,757,000</b>
<b>% Premium Change</b>	<b>4.49%</b>
<b>2010 Other than P/C Premium</b>	<b>\$143,032,000</b>
<b>2010 P/C Revenue</b>	<b>\$62,628,000</b>
<b>2011 Rank by Revenue</b>	<b>17</b>
<b>No. of Employees</b>	<b>400</b>
<b>Main Office</b>	<b>Walnut Creek, Calif.</b>
<b>Web site</b>	<b>www.heffins.com</b>

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