

About This Report: The information in this report has been garnered from voluntary online submissions from agencies, brokerages and best estimates based on other public information sources. There are agencies that would be eligible for listing but for which no information was received or located. Also, submitted data was not independently verified.

Insurance Journal thanks all those companies who were willing to share their information. The result is a glimpse at some of the nation's top independent insurance agencies and brokerages whose business volume is primarily retail, not wholesale. The more cooperation we receive, the more accurate and comprehensive this listing can be. We aim to improve the comprehensiveness and accuracy of this report each year.



Top 100 Privately-Held Property/Casualty Agencies

Rank	Agency Name	2005 P/C Premium	2005 Non-P/C Premium	Number of Employees	Founded	City	State	Web site
1	Strategic Independent Agents Alliance	\$4.1 billion	NR	NR	1983	Hampton	NH	www.siaa.net
2	Lockton Companies Inc.	\$2.2 billion	\$600 million	2023	1969	Kansas City	MO	www.lockton.com
3	Alliant Resources Group Inc.	\$1.1 billion	\$634.9 million	785	2000	Newport Beach	CA	www.alliantresourcesgroup.com
4	Mesirow Financial—Insurance Svcs. Div.	\$916.5 million	NR	303	1972	Chicago	IL	www.mesirowfinancial.com
5	The Leavitt Group	\$725 million	\$100 million	1100	1952	Cedar City	UT	www.leavitt.com
6	Keystone Insurers Group	\$744 million	\$121.1 million	1000	1983	Northumberland	PA	www.keystoneinsgrp.com
7	Hylant Group Inc.	\$622 million	\$441 million	625	1935	Toledo	OH	www.hylant.com
8	Keenan & Associates	\$565 million	\$355 million	670	1972	Torrance	CA	www.keenan.com
9	Insurance Office of America	\$464.8 million	\$54.2 million	296	1988	Longwood	FL	www.ioausa.com
10	The IMA Financial Group Inc.	\$458.2 million	\$100.9 million	381	1974	Wichita	KS	www.imacorp.com
11	Heffernan Group	\$444.4 million	\$141.5 million	335	1988	Walnut Creek	CA	www.heffgroup.com
12	The NIA Group LLC	\$430 million	\$441.4 million	477	1926	Paramus	NJ	www.niagroup.com
13	InterWest Insurance Service Inc.	\$404.9 million	\$54.3 million	402	1992	Sacramento	CA	www.iwins.com
14	Guaranty Insurance Services Inc.	\$360 million	\$560 million	335	1957	Austin	TX	www.insurance.guarantygroup.com
15	J. Smith Lanier & Co.	\$360 million	\$300 million	464	1868	West Point	GA	www.jsmithlanier.com
16	Woodruff-Sawyer & Co.	\$360 million	\$285 million	250	1918	San Francisco	CA	www.woodruff-sawyer.com
17	Bollinger Inc.	\$350 million	\$320 million	375	1933	Short Hills	NJ	www.bollingerinsurance.com
18	Van Gilder Insurance Corporation	\$350 million	\$120 million	275	1905	Denver	CO	www.vgic.com
19	SWBC	\$311 million	\$439 million	590	1976	San Antonio	TX	www.swbc.com
20	The Horton Group	\$300 million	\$150 million	350	1971	Orland Park	IL	www.thehortongroup.com
21	SAN Group, Inc.	\$270 million	NR			Swansey	NH	
22	Rutherford	\$268.2 million	\$139 million	261	1963	Roanoke	VA	www.rutherford.com
23	Beecher Carlson	\$266 million	\$147 million	280	1981	Atlanta	GA	www.beechercarlson.com
24	Jenkins Athens Insurance Services	\$265 million	\$210 million	240	1937	Concord	CA	www.jenkinsathens.com
25	Neace Lukens	\$260.4 million	\$325 million	354	1991	Louisville	KY	www.neacelukens.com
26	Insurors Group LLC (Group of 9 in Texas)	\$250 million	\$36 million	275	1998	Austin	TX	www.insurorsgroup.com
27	The Graham Company	\$247 million	\$1.5 million	170	1950	Philadelphia	PA	www.grahamco.com
28	The Insurance Alliance of Central PA Inc.	\$243.8 million	NR	200+	1997	Camp Hill	PA	www.tiacp.com
29	Starkweather & Shepley Inc.	\$235 million	NR	150	1879	Warwick	RI	www.starshp.com
30	McQueary Henry Bowles Troy LLC	\$230 million	\$84 million	180	1926	Dallas	TX	www.mhbt.com

Copyright 2006 by Insurance Journal. All rights reserved. This material may not be published, broadcast, rewritten or redistributed.