

THE LIST

INSURANCE BROKERAGE FIRMS

Ranked by 2022 L.A. County revenue

► NEXT WEEK

Temporary Placement Firms,  
Retained Executive Search Firms

Rank		Brokerage • name • address • website	L.A. County (\$ in millions)		Insurers (partial list)	Major Lines Written (partial list)	Profile • parent company • headquarters • L.A. employees • offices (L.A./total)	Top Local Executive • name • title • phone	
			Revenue • 2022 • 2021	Premiums • 2022 • 2021					
1		<b>Arthur J. Gallagher &amp; Co.</b> 505 N. Brand Blvd., Sixth Floor Glendale 91203 ajg.com	<b>\$367.3'</b> \$367.3	<b>\$2,905.5'</b> \$2,905.5	all carriers	all lines	Rolling Meadows, Ill. NA 9 / 866	Scott Firestone Southwest Regional President (818) 539-2300	
2		<b>Lockton Insurance Brokers</b> 777 S. Figueroa, Suite 5200 Los Angeles 90017 lockton.com	<b>291.2</b> 286.4	<b>4,264.2</b> 4,123.0	all carriers	all lines	Lockton Inc. Kansas City, Missouri 360 1 / 100	Timothy Noonan CEO and Chairman Greg Barnes President (213) 689-0065	
3		<b>Alliant Insurance Services Inc.</b> 333 S. Hope St., Suite 3700 Los Angeles 90071 alliant.com	<b>167.2</b> 146.0	<b>1,320.4</b> 1,107.0	all major carriers	all lines	Irvine 167 3 / 965	Peter Arkley President, Alliant Retail Property and Casualty (213) 443-2440	
4		<b>Keenan &amp; Associates</b> 2355 Crenshaw Blvd., Suite 200 Torrance 90501 keenan.com	<b>115.0</b> 93.0'	<b>585.0</b> 550.1'	all carriers	all lines	AssuredPartners Inc. Lake Mary, Fla. 471 1 / 7	Sean Smith CEO; President of AssuredPartners West, Mountain West, Specialty Regions (310) 212-3344	
5		<b>Auto Insurance Specialists</b> 17785 Center Court Drive North, Suite 250 Cerritos 90703 aisinsurance.com	<b>105.0'</b> 105.0	<b>674.0'</b> 674.0	all major carriers	auto, home, other personal lines, commercial	Mercury Casualty Co. Cerritos NA 5 / 9	Mark Ribisi CEO, President (562) 345-4247	
6		<b>Hub International Ltd.</b> 16030 Ventura Boulevard, Suite 500 Encino 91436 hubinternational.com	<b>89.7'</b> 89.7'	<b>1,050.0'</b> 1,050.0'	all carriers	all lines	Chicago NA 4 / 450	Andrew Forchelli President Hub International, Los Angeles & Orange County (310) 568-5900	
7		<b>Bolton Insurance Services, a division of IMA Financial Group, Inc.</b> 3475 E. Foothill Blvd. Suite 100 Pasadena 91107 boltonco.com	<b>81.0</b> 66.3'	<b>896.6</b> 789.5	Travelers Chubb Liberty Mutual Hartford Zurich	Workers Compensation Property Commercial Package General Liability Group Medical & Stoploss Commercial Umbrella Business Auto	IMA Financial Group Denver, CO 206 3 / 37	Steve Brockmeyer President, Bolton Insurance Services, LLC (626) 799-7000	
8		<b>Marsh McLennan Agency</b> 350 S. Grand Ave., Suite 3410 Los Angeles 90017 marshmma.com	<b>78.0</b> 76.6	<b>1,334.0</b> 854.7	all carriers	all lines	Marsh New York 314 1 / 160	Brian Hegarty Principal, Director (800) 321-4696	
9		<b>Willis Towers Watson</b> 300 S. Grand Ave. Los Angeles 90071 willistowerswatson.com	<b>69.2'</b> 69.2'	<b>NA</b> NA	all carriers	all lines	London NA 2 / NA	Jennifer Knox Market Leader, Southern California (213) 337-6000	
10		<b>Poms &amp; Associates</b> 5700 Canoga Ave., Suite 400 Woodland Hills 91367 pomsassoc.com	<b>45.9'</b> 45.9'	<b>249.9'</b> 249.9'	Blue Cross of California, Blue Shield of California, Munich America, Hartford	all lines	Woodland Hills NA 2 / 5	David Poms President (818) 449-9300	
11		<b>USI Insurance Services</b> 21700 Oxnard Street, Suite 1200 Woodland Hills 91367 usi.com	<b>40.2'</b> 40.2'	<b>542.0'</b> 542.0'	all major carriers	property/casualty, employee benefits, private risk & retirement consulting	USI Holdings Valhalla, N.Y. NA 1 / 200	Robert Volkel President, West Region Benefits (213) 337-6400	
12		<b>EPIC Insurance Brokers and Consultants</b> 350 S. Grand Ave., Suite 4500 Los Angeles 90071 epicbrokers.com	<b>37.0</b> 34.2	<b>298.0</b> 308.8	all major carriers	property/casualty, workers' compensation, executive risk, employee benefits consulting	San Francisco 75 4 / 90	Jim Gillette President, Pacific South Region (877) 650-3742	
13		<b>PCF Insurance Services</b> 6200 Canoga Ave., Suite 325 Woodland Hills 91367 pcfinsuranceservices.com	<b>36.0'</b> 36.0'	<b>361.6'</b> 361.6'	Travelers, Safeco, Allied, Auto-Owners, Anthem, UnitedHealthcare, Progressive	commercial, benefit programs, personal	Woodland Hills NA 10 / 70	Peter Foy CEO, Founder, Chairman (818) 703-8057	
14		<b>Total Financial &amp; Insurance Services Inc.</b> 300 Corporate Pointe, Suite 250 Culver City 90230 totalfinancial.com	<b>35.8'</b> 35.8'	<b>NA</b> NA	Lincoln Life, American General, Prudential, John Hancock, Allianz, Protective Life, Principal Financial Group	life insurance, foreign nationals, annuities, finance, professional programs	Culver City NA 1 / 1	Diana Hudson-Greenberg CEO, President (310) 477-7500	
15		<b>United Agencies Inc.</b> 301 E. Colorado Blvd., Suite 200 Pasadena 91101 unitedagencies.com	<b>27.4'</b> 27.4	<b>244.4'</b> 244.4	all major carriers	workers' compensation, business insurance, personal insurance, employee benefits	Pasadena NA 20 / 31	Jim Stone President (626) 535-8300	

<sup>1</sup> Business Journal estimate.  
<sup>2</sup> Revised revenue figure after initial publication of this list.  
N/A - Not Applicable NA - Not Available Note: The information on this list was supplied by representatives of the brokerages. Brokerages are ranked by 2022 L.A. County revenue from insurance brokerage services. Numbers that appear to be tied have been rounded. Several companies may have qualified for this list but declined to provide financial information. To the best of our knowledge, this information is accurate as of press time. While every effort is made to

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INSURANCE BROKERAGE FIRMS *Continued from page 18*













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			Revenue • 2022 • 2021	Premiums • 2022 • 2021					
16		<b>SullivanCurtisMonroe Insurance Services</b> 550 S Hope St., Suite 1000 Los Angeles 90071 sullivancurtismonroe.com	<b>\$19.3</b> \$19.0	\$212.7 \$210.0	Travelers, Hartford, Zurich, Sentry, Chubb, Anthem, UnitedHealthcare	property/casualty, employee benefits, workers' compensation	Irvine 30 2 / 4	John Monroe President & CEO (949) 250-7172	
17		<b>Bichlmeier Insurance Services</b> 730 S. Pacific Coast Highway, Suite 201 Redondo Beach 90277 bisins.com	<b>19.0</b> 19.0 <sup>1</sup>	19.0 19.0 <sup>1</sup>	Mercury, Civil Service Employees, Travelers, Safeco, Progressive, Nationwide, Liberty Mutual	auto, home, workers' compensation, business, property and liability	Redondo Beach 13 2 / 2	Cary Bichlmeier President (310) 376-8852	
18		<b>Arroyo Insurance Services</b> 225 E. Santa Clara, Suite 130 Arcadia 91006 arroyoins.com	<b>18.4<sup>1</sup></b> 18.4 <sup>1</sup>	136.0 <sup>1</sup> 136.0 <sup>1</sup>	all major carriers	commercial business, workers' compensation, employee benefits, professional liability, homeowners, valuables, personal umbrella, auto	Arcadia NA 11 / 12	Taylor Williams President (818) 541-1832	
19		<b>Innovative Solutions Insurance Services</b> 222 N. Pacific Coast Highway, Suite 2000 El Segundo 90245 innovativesolutions.net	<b>17.6</b> 19.3	17.6 19.3	all major carriers	life insurance, annuities, long-term care and disability insurance	El Segundo 13 1 / 1	Lynne Rosenberg President (800) 551-8289	
20		<b>Burnham Benefits Insurance Services</b> 660 S. Figueroa St., Suite 2250 Los Angeles 90017 burnhambenefits.com	<b>16.9</b> 14.3	843.8 712.9	all major carriers	all lines	BRP Group Inc. Irvine 36 3 / 9	Kristen Allison President (213) 688-1616	
21		<b>Liberty Co. Insurance Brokers</b> 5955 De Soto Ave., Suite 250 Woodland Hills 91367 libertycompany.com	<b>16.2</b> 14.0	156.4 117.5	CNA Insurance CO; Travelers; Chubb; Bondex Insurance Company; Mercury Insurance Group; Liberty Mutual Insurance Company; AmWins Insurance Brokerage	Program Professional Liability, CL Package, CL Auto, PL Auto, PL HO	Gainesville 95 1 / 75	Bill Johnson Founder, CEO, Chairman (888) 918-3960	
22		<b>Pacific Federal, a Zenith American company</b> 1000 N. Central Ave., Suite 400 Glendale 90212 pacfed.com	<b>12.0<sup>1</sup></b> 12.0 <sup>1</sup>	510.0 <sup>1</sup> 510.0 <sup>1</sup>	Kaiser, Blue Shield, UnitedHealthcare, Anthem Blue Cross, Liberty Dental, United Concordia Dental, Delta Dental, Davis Vision, MES Vision	employee benefits for multiemployer Taft-Hartley trust funds, single employer ERISA plan and multiple employer plans	Harbour Benefit Holdings Inc. Tampa, Fla. 30 <sup>1</sup> 3 / 54	Chris Espinoza President (818) 243-0222	
23		<b>B&amp;B Premier Insurance Solutions Inc.</b> 5008 Chesebro Road, Suite 200 Agoura Hills 91301 bbpremierins.com	<b>11.8<sup>1</sup></b> 11.8 <sup>1</sup>	NA NA	Mercury Insurance, Capital Insurance Co., Safeco Insurance, AIG Private Client, Chubb	auto, construction, workers' compensation, apartment buildings, homeowners	Acrisure of California Caledonia, Mich. NA 1 / 1	Eric Bossuk CEO, Chairman (818) 223-8383	
24		<b>Gaspar Insurance Services Inc.</b> 23161 Ventura Blvd., Suite 100 Woodland Hills 91364 gasparinsurance.com	<b>8.3<sup>1</sup></b> 8.3	56.0 <sup>1</sup> 56.0	Mercury, Travelers, Safeco, Nationwide, Hanover Hartford, CSE	personal auto, homeowners, workers' compensation, commercial package, business auto	Foundation Risk Partners Woodland Hills NA 2 / 4	Timothy Gaspar CEO (818) 302-3060	
25		<b>LBW Insurance and Financial Services</b> 28055 Smyth Drive Valencia 91355 lbwinsurance.com	<b>6.6</b> 6.2	54.3 51.7	Anthem Blue Cross, Hartford, Aetna, Swett & Crawford, Blue Shield, Kaiser	Commercial incl. Workers' Compensation, Group Benefits, Personal, Financial and Retirement	Valencia 36 1 / 1	Mitzi Like CEO, President (661) 702-6000	
26		<b>Olson Duncan Insurance Service, Inc</b> 25550 Hawthorne Blvd., Suite 203 Torrance 90505 olsonduncan.com	<b>5.7<sup>1</sup></b> 5.7	44.0 <sup>1</sup> 44.0	Travelers, Liberty Mutual, Hartford, Mercury, Safeco	property, liability, automobile, professional, group health, workers' compensation	Torrance 24 1 / 1	Mark Duncan President (310) 373-6441	
27		<b>Leavitt Insurance Services of Los Angeles</b> 21820 Burbank Blvd., Suite 300 Woodland Hills 91367 leavitt.com/losangeles	<b>5.2<sup>1</sup></b> 5.2 <sup>1</sup>	125.0 <sup>1</sup> 125.0 <sup>1</sup>	all major carriers	employee benefits, workers' compensation, commercial liability, property & auto coverage, professional liability, surety	Leavitt Group Cedar City, Utah NA 1 / 130	Teri Frankel Managing Principal (818) 593-7001	
28		<b>Corporate Strategies Inc. dba CorpStrat</b> 21021 Ventura Blvd., Suite 200 Woodland Hills 91364 corpstrat.com	<b>5.1</b> 5.1	NA NA	American General, Anthem, Health Net, Blue Shield, John Hancock, Kaiser	accident and health, employee benefits, life insurance, payroll and HR services	Woodland Hills NA 1 / 1	Martin Levy CEO, President (818) 377-7260	
29		<b>Montage Insurance Solutions</b> 24005 Ventura Blvd. Calabasas 91302 montageinsurance.com	<b>4.5</b> 4.2	65.2 60.0	All Carriers	Employee Benefits, Workers' Compensation, Property & Casualty, Professional lines	Danone Simpson Insurance Solutions Woodland Hills 11 1 / 1	Danone Simpson CEO (818) 676-0044	
30		<b>CBIZ Benefits &amp; Insurance Services Inc.</b> 10474 Santa Monica Blvd., Suite 200 Los Angeles 90025 cbiz.com	<b>3.7<sup>1</sup></b> 3.7 <sup>1</sup>	NA NA	all carriers	employee benefits, health, retirement, dental, group life, life insurance, payroll and HR services	CBIZ Inc. Cleveland 30 <sup>1</sup> 1 / 110	Branson Cobb President, California & Phoenix Market Leader (310) 268-2000	

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31		<b>Jaffe Insurance Agency</b> 13160 Mindanao Way, Suite 204 Marina del Rey 90292 jaffeinsurance.com	<b>\$3.4'</b> \$3.4'	\$20.8' \$20.8'	Encompass, Travelers, Mercury, Nationwide, CNA, PURE, AIG, Chubb, NatGen Premier, Progressive, Employers	homeowners, auto, earthquake, umbrella, commercial property, workers' compensation, restaurants, apartment buildings	Marina del Rey NA 1 / 2	Craig Jaffe VP, COO (310) 827-5050	
32		<b>Olympic Insurance Agency</b> 5775 E. Los Angeles Ave., Suite 234 Simi Valley 93063 olympicinsurance.com	<b>2.8</b> 2.8	24.6 24.6	All Major Companies	All Lines	Simi Valley 1 1 / 1	Donald Barberie President (818) 843-4314	
33		<b>Crescenta Valley Insurance</b> 3156 Foothill Blvd., Suite A La Crescenta 91214 cvins.com	<b>2.7'</b> 2.7'	22.5' 22.5'	Mercury Insurance, Travelers, Safeco, Hartford, Liberty Mutual, Nationwide, Blue Cross & Blue Shield, Hanover	auto, home, apartment owners, homeowner associations, restaurants	La Crescenta NA 1 / 1	Rick Dinger President (818) 248-4500	
34		<b>Allmerits Financial &amp; Insurance Services</b> 4801 Wilshire Blvd., Suite 101 Los Angeles 90010 allmerits.com	<b>2.6</b> 2.5	14.0 12.0	Nationwide, Principal, John Hancock, AIG, Global Atlantic Financial Group, F&G Life, National Life	Asset management, 401(k), pension, annuities, life insurance	Los Angeles 45 1 / 3	Brian Lee President (323) 433-4022	
35		<b>ISU Vansa Insurance Services</b> 12155 Riverside Drive Valley Village 91607 isuvansa.com	<b>2.4</b> 2.3	18.0 17.5	Allied, Hartford, , Liberty Mutual, Pharmacists Mutual, Travelers	workers' compensation, commercial, professional liability, homeowners, auto	Valley Village NA 1 / 1	Jerry Vande Sande President (818) 763-9365	
36		<b>Randall</b> 4751 Wilshire Blvd. Los Angeles 90010 ebrandall.com	<b>1.6'</b> 1.6'	NA NA	Nationwide Private Client, Chubb, ACE, The Hartford, Travelers, NatGen	home, small business, middle market, auto, collections	Los Angeles NA 1 / 2	Richard Bryant President (323) 936-1010	
37		<b>OHM Benefit &amp; Insurance Solutions</b> 9301 Corbin Ave., Suite 1500 Northridge 91324 ohmbenefits.com	<b>0.7</b> 0.7	22.0 18.0	all carriers	group medical, dental, life, disability, vision, 401(k), compliance services	Northridge 5 1 / 1	Jason Sandler Broker, Partner (877) 650-0808	

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Researched by Andrew Crowley