

Largest Insurance Brokerages in the Bay Area

(Ranked by Bay Area premium volume)

Rank	Prior	Company Address Phone website	2011: Bay Area premium volume/ Total premium volume	Agents: Bay Area/ Total	Total Bay Area employees	2011 companywide revenue	Top Bay Area executive
1	1	Wells Fargo Insurance Services USA Inc. 959 Skyway Road, Ste. 200, San Carlos 94070 650-413-4418 wfis.wellsfargo.com	\$1,420,000,000 \$30,400,000,000	401 8,000	401	\$1,765,000,000	Bob Volkel Head of Bay Area operations robert.volkel@wellsfargo.com
2	2	Marsh Risk & Insurance Services 345 California St., San Francisco 94104 415-743-8000 www.marsh.com	\$1,000,000,000 \$46,000,000,000	326 25,000	326	\$5,213,000,000	Michael Kelly Managing director michael.s.kelly@marsh.com
3	3	Aon Risk Solutions 199 Fremont St., Ste. 1500, San Francisco 94105 415-486-7000 www.aon.com	\$910,000,000 \$54,000,000,000	165 37,000	165	\$11,300,000,000	Matthew Davis Resident managing director matt.davis@aon.com
4	5	Arthur J. Gallagher & Co. One Market St., Ste. 200, San Francisco 94105 415-546-9300 www.ajg.com	\$675,000,000 \$5,596,152,000	239 10,500	276	\$2,091,700,000	Doug Bowring President, Northern California doug_bowring@ajg.com
5	13	Keenan & Associates Inc. 1111 Broadway, Ste. 2000, Oakland 94607 510-986-6750 www.keenan.com	\$672,000,000 \$1,150,000,000	39 78	179	\$144,500,000	John Scatterday Senior vice president jscatterday@keen.com
6	8	Alliant Insurance Services/ArlenGroup 100 Pine St., 11th Floor, San Francisco 94111 415-403-1400 www.alliantinsurance.com	\$658,000,000 \$5,074,200,312	19 272	94	\$462,483,094	Daniel Howell Senior executive vice president and managing director
7	7	Sitzmann Morris & Lavis Insurance Agency One¹ Kaiser Plaza, Ste. 1101, Oakland 94612 510-452-0458 www.smlinc.com	\$654,850,000 \$678,450,000	13 14	67	\$17,950,000	Matthew Sitzmann Executive vice president msitzmann@smlinc.com
8	9	Willis Insurance Services of California Inc. One Bush St., Ste. 900, San Francisco 94104 415-981-1141 www.willis.com	\$625,000,000 \$40,000,000,000	140 20,000	140	\$3,500,000,000	Bill Creedon National partner
9	6	Woodruff-Sawyer & Co. 50 California St., 12th Floor, San Francisco 94111 415-391-2141 www.wsandco.com	\$607,000,000 \$753,000,000	75 98	227	\$70,226,968	Charles Rosson CEO crosson@wsandco.com
10	20	BB&T Insurance Services of California Inc. & Precept² 2000 Crow Canyon Place, Ste. 220, San Ramon 94583 925-327-7000 www.insurance.bbt.com	\$475,000,000 \$10,500,000,000	22 205	53	\$1,170,000,000	Matt Swinnerton Senior vice president
11	11	Heffernan Group 1350 Carlback Ave., Ste. 200, Walnut Creek 94596 877-731-7905 www.heffins.com	\$384,470,000 \$507,355,000	72 105	258	NR	F. Michael Heffernan CEO heff@heffgroup.com
12	14	EPIC Insurance Brokers and Consultants 135 Main St., 21st Floor, San Francisco 94105 415-356-3900 www.edgewoodins.com	\$286,294,000 \$713,381,000	109 210	174	\$60,930,290	Dan Francis Co-founder and CEO drfrancis@edgewoodins.com
13	NL	Barney & Barney LLC 1999 Harrison St., Ste. 1230, Oakland 94612 510-466-6058 www.barneyandbarney.com	\$283,300,000 \$1,504,683,000	15 91	55	\$86,132,531	Mike Marsky Principal and managing director
14	15	Lockton Insurance Brokers LLC Two Embarcadero Center, 17th Floor, San Francisco 94111 415-568-4000 www.lockton.com	\$240,000,000 \$17,000,000,000	75 4,450	75	\$915,000,000	Adam McDonough President and CEO amcdonough@lockton.com
15	NL	Ascension Benefits & Insurance Solutions 1277 Treat Blvd., Ste. 650, Walnut Creek 94597 925-937-8787 www.ascensionbenefitsins.com	\$203,000,000 \$1,001,000,000	20 83	46	\$71,342,000	Nicole Jones-Gyllstrom President njones-gyllstrom@ascensionins.com
16	4	Integro Insurance Brokers³ One Bush St., Ste. 1400, San Francisco 94104 415-365-8000 www.integrogroup.com	\$200,300,000 \$797,352,917	64 434	90	\$115,000,000	Michael Korn Managing principal michael.korn@integrogrou.com
17	16	Andreini & Co. 220 W. 20th Ave., San Mateo 94403 650-573-1111 www.andreini.com	\$169,000,000 \$169,000,000	NR 31	16	\$32,000,000	John Andreini President jandreini@andreini.com
18	NL	ABD Insurance and Financial Services 3 Waters Park Drive, Ste. 100, San Mateo 94403 800-223-0049 www.theabdteam.com	\$115,151,515 ⁴ \$120,151,515	115 120	120	\$5,200,000	Brian Hetherington Co-founder and CEO brian@theabdteam.com
19	21	Risk Strategies Co. 2000 Alameda de las Pulgas, Ste. 101, San Mateo 94403 650-762-0400 www.risk-strategies.com	\$110,000,000 \$750,000,000	22 110	48	\$40,500,000	John O'Neill Managing partner joneill@risk-strategies.com
20	19	NFP D A Financial⁵ 3470 Mt. Diablo Blvd., Ste. A100, Lafayette 94549 925-254-7100 www.nfp.com/dafg	\$104,000,000 NR	10 NR	55	\$1,013,392,000	John Hohman Managing principal
21	22	Hub International Ltd. 2300 Clayton Road, Ste. 300, Concord 94520 925-609-6500 www.hubinternational.com	\$80,000,000 \$80,000,000	15 NR	50	NR	John Arents Executive vice president
22	23	Dealey, Renton & Associates 530 Water St., 7th Floor, Oakland 94607 510-465-3090 www.dealeyrenton.com	\$73,000,000 \$122,000,000	12 18	57	NR	Alfred Chinn President and CEO
23	24	Sweet and Baker Insurance Brokers 44 Second St., San Francisco 94105 415-512-2100 www.sweetandbaker.com	\$72,000,000 \$72,000,000	30 30	35	NR	Bruce Callander President bcallander@sweetandbaker.com
24	18	USI Insurance Services of Northern California Inc. 1390 Willows Pass Road, Ste. 410, Concord 94520 925-405-8900 www.usi.biz	\$60,000,000 \$92,000,000,000	10 626	30	NR	Steve Freeman President, San Francisco steve.freeman@usi.biz
25	NL	Pennbrook Insurance Services Inc. 300 Montgomery St., Ste. 450, San Francisco 94104 415-820-2200 www.pennbrookinsurance.com	\$45,872,000 \$45,872,000	8 9	31	\$4,552,000	Clay Wiens President cwiens@pennbrookins.com

This List includes insurance brokers located in Alameda, Contra Costa, Marin, San Francisco and San Mateo counties, and the city of Palo Alto. NR = Not reported. NL = Not listed.

¹Includes Brown & Brown Insurance Agency of Northern California. ²Includes BB&T Insurance Services of California Inc., Liberty Benefit Insurance Services, BB&T-Tanner Insurance Services and Precept Insurance Solutions LLC (Precept was #12 on last year's list). ³Due to an error, Itegro Insurance Brokers was ranked inaccurately on last year's list. ⁴ABD formed when JLV Insurance Services and Advanced Professional Insurance and Benefits Solutions combined with ILN in August 2011. Financial information shown here reflects the companies in this merger. ⁵NFP D|A Financial formerly known as D|A Financial. Jenkins Insurance Group (#10 on last year's list) is now Leavitt Group/Jenkins Insurance Services, and appears on the Largest Insurance Brokers in the East Bay list. Filice Insurance (#17 on last year's list) and CCI Financial & Insurance Services (#25 on last year's list) declined to participate in this year's survey.

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Ranking based on 2011 Bay Area premium volume.

Researched by Chris S. Burns