

# Largest Insurance Brokerages in the East Bay

(Ranked by East Bay premium volume)

Rank	Prior	Company Address Phone   website	2011: East Bay premium volume/ Total premium volume	Agents: East Bay/ Total	Total East Bay employees	2011 companywide revenue	Top Bay Area executive
1	6	<b>Keenan &amp; Associates Inc.</b> 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@keenan.com
2	1	<b>Sitzmann Morris &amp; Lavis Insurance Agency<sup>1</sup></b> One 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
3	12	<b>BB&amp;T Insurance Services of California Inc. &amp; Precept<sup>2</sup></b> 2000 Crow Canyon Place, Ste. 220, San Ramon 94583 925-327-7000   www.insurance.bbt.com	\$325,000,000 \$10,500,000,000	12 205	40	\$1,170,000,000	Matt Swinnerton Senior vice president
4	NL	<b>Barney &amp; Barney LLC</b> 1999 Harrison St., Ste. 1230, Oakland 94612 510-466-6058   www.barneyandbarney.com	\$283,300,000 \$1,504,683,000	2 91	48	\$86,132,531	Mike Marsky Principal and managing director
5	5	<b>Heffernan Group</b> 1350 Carlback Ave., Ste. 200, Walnut Creek 94596 877-731-7905   www.heffins.com	\$268,579,000 \$507,355,000	29 105	139	NR	F. Michael Heffernan CEO heff@heffgroup.com
6	4	<b>Wells Fargo Insurance Services USA Inc.</b> 1350 Treat Blvd., Ste. 550, Walnut Creek, 94597 925-988-1700   wfis.wellsfargo.com	\$266,666,000 \$30,400,000,000	55 8,000	55	\$1,765,000,000	Bob Volkel Head of Bay Area operations robert.volkel@wellsfargo.com
7	NL	<b>Ascension Benefits &amp; Insurance Solutions</b> 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
8	11	<b>EPIC Insurance Brokers and Consultants</b> 135 Main St., 21st Floor, San Francisco 94105 415-356-3900   www.edgewoodins.com	\$117,425,000 \$713,381,000	47 210	53	\$60,930,290	Dan Francis Co-founder and CEO drfrancis@edgewoodins.com
9	8	<b>Arthur J. Gallagher &amp; Co.</b> One Market St., Ste. 200, San Francisco 94105 415-546-9300   www.ajg.com	\$113,400,000 \$5,596,152,000	66 10,500	76	NR	Doug Bowring President, Northern California doug_bowring@ajg.com
10	10	<b>NFP D A Financial<sup>3</sup></b> 3470 Mt. Diablo Blvd., Ste. A100, Lafayette 94549 925-254-7100   www.nfp.com/dafg	\$104,000,000 NR	10 NR	45	\$1,013,392,000	John Hohman Managing principal
11	13	<b>Hub International Ltd.</b> 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
12	9	<b>USI Insurance Services of Northern California Inc.</b> 1390 Willow 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, employee benefits steve.freeman@usi.biz
13	16	<b>Integro Insurance Brokers</b> One Bush St., Ste. 1400, San Francisco 94104 415-365-8000   www.integrogroup.com	\$50,931,174 \$797,352,917	24 434	40	\$115,000,000	Michael Korn Managing principal michael.korn@integrogroupp.com
14	15	<b>Dealey, Renton &amp; Associates</b> 530 Water St., 7th Floor, Oakland 94607 510-465-3090   www.dealeyrenton.com	\$48,000,000 \$122,000,000	NR 18	0	NR	Alfred Chinn President and CEO
15	17	<b>One Risk Group</b> 3825 Hopyard Road, Ste. 199, Pleasanton 94588 925-226-7350   www.oneriskgroup.com	\$42,250,000 \$42,250,000	10 11	28	NR	Jon Turner President and CEO
16	18	<b>McDermott Costa Co. Inc.</b> 276 Dolores Ave., San Leandro 94577 510-351-7460   www.mcdermottcosta.com	\$38,000,000 \$38,000,000	7 7	28	NR	John Johnson President jjohnson@mcdermottcosta.com
17	20	<b>WestCallawayStotka Inc.</b> 200 Gregory Lane, Pleasant Hill 94523 925-686-2860   www.westcallaway.com	\$31,500,000 \$31,500,000	7 7	25	\$31,500,000	Terry Stotka CEO terrys@westcallaway.com
18	NL	<b>CF&amp;P Insurance Brokers</b> 266 Grand Ave., Ste. 230, Oakland 94610 510-433-4200   www.cfinsurance.com	\$14,000,000 \$20,000,000	8 8	21	\$3,500,000	Paul Coupin President
19	22	<b>Santa Maria &amp; Co. Risk &amp; Insurance Services</b> 1550 Parkside Drive, Ste. 200, Walnut Creek 94596 925-956-7600   www.smcrisk.com	\$8,000,000 \$16,000,000	NR 4	15	NR	Craig Santa Maria Executive vice president
20	NL	<b>ABD Insurance and Financial Services</b> 3 Waters Park Drive, Ste. 100, San Mateo 94403 800-223-0049   www.theabdteam.com	\$4,515,000 \$120,151,515	22 120	22	\$120,151,515	Brian Hetherington Co-founder and CEO brian@theabdteam.com
21	NL	<b>Alamo Capital</b> 201 N. Civic Drive, Ste. 145, Walnut Creek 94596 925-472-5700   www.alamocapital.com	\$1,750,000 \$2,000,000	12 16	40	NR	Nancy Mullally CFO and CEO
22	2	<b>Leavitt Group/Jenkins Insurance Services</b> 1390 Willow Pass Road, Ste. 800, Concord 94520 925-798-3334   www.leavitt.com	\$463,250 \$1,672,048,167	75 373	100	NR	Curt Perata President, business insurance curt.perata@leavitt.com

This List includes insurance brokers located in Alameda and Contra Costa counties. NR = Not reported. NL = Not listed.

<sup>1</sup>Includes Brown & Brown Insurance Agency of Northern California. <sup>2</sup>Includes BB&T Insurance Services of California Inc., Liberty Benefit Insurance Services, BB&T-Tanner Insurance Services and Precept Insurance Solutions LLC (Precept was #4 on last year's list). <sup>3</sup>NFP D|A Financial formerly known as D|A Financial.

Jenkins Insurance Group (#2 on last year's list) is now Leavitt Group/Jenkins Insurance Services. Argo Insurance Brokers Inc (#16 on last year's list) is now part of Integro Insurance Brokers. Chapman Insurance (#19 on last year's list) is now part of Arthur J. Gallagher and Co. Filice Insurance (#7 on last year's list) and CCI Financial & Insurance Services (#14 on last year's list) declined to participate in this year's survey. Granite Insurance Brokers & E-COMP did not respond to requests for information.

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Ranking based on 2011 East Bay premium volume.

Researched by Chris S. Burns