














# THE LIST

## INSURANCE BROKERAGE FIRMS

Ranked by 2018 Valley-area revenue

### ► NEXT ISSUE

Bioscience Companies

Rank		Brokerage • name • address • website	Valley-Area (in millions)		Insurers (partial list)	Major Lines Written (partial list)	Profile • parent company • headquarters • Valley employees • offices (SFV/total)	Top Local Executive • name • title • phone	
			Revenue • 2018 • 2017	Premiums • 2018 • 2017					
1		<b>Arthur J. Gallagher &amp; Co.</b> 505 N. Brand Blvd., Sixth Floor Glendale 91203 ajg.com	<b>\$278.3</b> \$268.5	\$2,140.5 \$2,044.1	all carriers	all lines	N/A Rolling Meadows, Ill. NA 4/985	Scott Firestone Southwest Regional President (818) 539-2300	
2		<b>Alliant Insurance Services Inc.</b> 325 E. Hillcrest Drive, Suite 250 Thousand Oaks 91360 alliant.com	<b>72.0</b> 65.4	72.7 66.6	all major carriers	all lines	N/A Newport Beach 34 NA/88	Tom Bryson Senior Vice President (805) 777-4770	
3		<b>Poms &amp; Associates</b> 5700 Canoga Ave., Suite 400 Woodland Hills 91367 pomsassoc.com	<b>44.3</b> 44.0	237.5 235.9	Blue Cross of California, Blue Shield of California, Munich America, Hartford	all lines	N/A Woodland Hills NA NA/5	David Poms President (818) 449-9300	
4		<b>United Agencies Inc.</b> 301 E. Colorado Blvd., Suite 200 Pasadena 91101 unitedagencies.com	<b>32.5</b> 30.0	325.0 300.0	all major carriers	workers' compensation, business insurance, personal insurance, employee benefits	N/A Pasadena NA NA/40	Gary Conkey President (626) 535-8300	
5		<b>Hub International Insurance Services Inc.</b> 16030 Ventura Blvd, Suite 500 Encino 91436 hubinternational.com	<b>30.1</b> 22.8	339.5 206.0	all carriers	all lines	N/A Chicago 145 3/450	Andrew Forchelli President (818) 257-7400	
6		<b>B&amp;B Premier Insurance Solutions Inc.</b> 5008 Chesebro Road, Suite 200 Agoura Hills 91301 bbpremierins.com	<b>11.8</b> 12.4	85.5 85.7	Mercury Insurance, Capital Insurance Co., Safeco Insurance, AIG Private Client, Chubb	auto, construction, workers' compensation, apartment buildings, homeowners	Acrisure of California Caledonia, Mich. 45 1/1	Eric Bossuk CEO (818) 223-8383	
7		<b>Lockton Insurance Brokers</b> 16633 Ventura Blvd. Encino 91436 lockton.com	<b>10.0</b> 10.0	87.6 93.5	all carriers	all lines	Lockton Inc. Kansas City, Mo. 32 1/95	Timothy Noonan CEO (818) 836-5800	
8		<b>USI Insurance Services</b> 21700 Oxnard St., Suite 1200 Woodland Hills 91367 usi.com	<b>9.0</b> 7.9	736.9 N/A	all major carriers	property/casualty, employee benefits, private risk	USI Holdings Valhalla, N.Y. 296 1/140	Andrew Skillen CEO, West Region (818) 251-3000	

















N/A - Not Applicable NA: Not Available Note: The information on this list was supplied by representatives of the brokerages themselves. Brokerages are ranked by 2018 Valley-area revenue from insurance brokerage services. Numbers that appear to be tied have been rounded. Marsh and Aon 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 ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions to [research@sfbj.com](mailto:research@sfbj.com). ©2019 San Fernando Valley Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media (877) 652-5295.

Researched by Joshua Niv

Continued on page 14

## INSURANCE BROKERAGE FIRMS *Continued from page 13*














Rank		Brokerage • name • address • website	Valley-Area (in millions)		Insurers (partial list)	Major Lines Written (partial list)	Profile • parent company • headquarters • Valley employees • offices (SFV/total)	Top Local Executive • name • title • phone	
			Revenue • 2018 • 2017	Premiums • 2018 • 2017					
9		<b>Peter C. Foy &amp; Associates</b> 6200 Canoga Ave., Suite 325 Woodland Hills 91367 pcfoy.com	<b>\$7.8</b> \$5.1	\$79.1 \$54.2	Anthem, Aetna, Hartford, State Fund, UnitedHealthcare, Cigna, Blue Shield	benefit programs, private health exchange, business commercial insurance, workers' compensation	PCF Insurance Services of the West Woodland Hills 85 1/5	Peter Foy CEO, President (818) 703-8057	
10		<b>Liberty Co. Insurance Brokers Inc.</b> 5955 De Soto Ave., Suite 250 Woodland Hills 91367 libertycompany.com	<b>6.7</b> 6.6	54.0 46.0	Travelers, Liberty Mutual, Allied, Mercury, Hartford, Philadelphia, Safeco	workers' compensation, package, general liability, homeowners, auto	N/A Woodland Hills NA 1/6	Jerry Pickett CEO (818) 914-3960	
11		<b>Pacific Federal, a Zenith American company</b> 1000 N. Central Ave., Suite 400 Glendale 90212 pacfed.com	<b>6.1</b> 6.1	172.0 220.0	Kaiser, Blue Shield, UnitedHealthcare, Anthem Blue Cross, Liberty Dental, United Concordia Dental	employee benefits: Taft-Hartley trust funds, Single Employer ERISA Trusts and association plans	Zenith American Solutions Inc. Tampa, Fla. 8 1/54	James Garrison President (818) 243-0222	
12		<b>Gaspar Insurance Services Inc.</b> 23161 Ventura Blvd., Suite 100 Woodland Hills 91364 gasparinsurance.com	<b>5.3</b> 5.6	41.2 38.0	Mercury, Hartford, Hanover, Travelers, CSE, Allied, Chubb, Nationwide	business package policies, personal auto, personal homeowners, earthquake, medical	N/A Woodland Hills NA 1/2	Timothy Gaspar CEO (818) 302-3060	
13		<b>LBW Insurance and Financial Services</b> 28055 Smyth Drive Valencia 91355 lbwinsurance.com	<b>5.3</b> 5.0	47.6 45.9	Anthem Blue Cross, Hartford, Aetna, Swett & Crawford, Blue Shield, Kaiser	commercial, workers' compensation, group benefits, personal, financial and retirement	N/A Valencia 36 1/1	Mitzi Like CEO, President (661) 702-6000	
14		<b>Corporate Strategies Inc.</b> 21021 Ventura Blvd., Suite 200 Woodland Hills 91364 corpstrat.com	<b>4.2</b> 3.9	44.0 40.0	American General, Anthem, Health Net, Blue Shield, John Hancock, Kaiser	accident and health, employee benefits, life insurance, payroll and HR services	N/A Woodland Hills 27 1/1	Martin Levy CEO, President (818) 377-7260	
15		<b>Leavitt Insurance Services of Los Angeles</b> 21820 Burbank Blvd., Suite 300 Woodland Hills 91367 leavitt.com/losangeles	<b>3.4</b> 3.5	75.0 72.0	all major carriers	employee benefits, workers' compensation, commercial liability, property & auto coverage, professional liability, surety	Leavitt Group Cedar City, Utah 25 1/125	Teri Frankel Managing Principal (818) 593-7001	
16		<b>Montage Insurance Solutions</b> 5550 Topanga Canyon Blvd., Suite 310 Woodland Hills 91367 montageinsurance.com	<b>3.3</b> 3.8	52.4 53.4	all employee benefits and most carriers in property and casualty	all lines	Danone Simpson Insurance Services Woodland Hills 23 1/1	Danone Simpson CEO, President (818) 676-0044	

N/A - Not Applicable NA: Not Available Note: The information on this list was supplied by representatives of the brokerages themselves. Brokerages are ranked by 2018 Valley-area revenue from insurance brokerage services. Numbers that appear to be tied have been rounded. Marsh and Aon 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 ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions to [research@sfbv.com](mailto:research@sfbv.com). ©2019 San Fernando Valley Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media (877) 652-5295.

*Researched by Joshua Niv*

## INSURANCE BROKERAGE FIRMS

Rank		Brokerage • name • address • website	Valley-Area (in millions)		Insurers (partial list)	Major Lines Written (partial list)	Profile • parent company • headquarters • Valley employees • offices (SFV/total)	Top Local Executive • name • title • phone	
			Revenue • 2018 • 2017	Premiums • 2018 • 2017					
17		<b>Crescenta Valley Insurance</b> 3156 Foothill Blvd., Suite A La Crescenta 91214 cvins.com	<b>\$2.7</b> \$2.2	\$21.1 \$20.8	Mercury Insurance, Travelers, Safeco, Hartford, Liberty Mutual, Nationwide, Hanover, Blue Cross	auto, home, apartment owners, homeowner associations, restaurants	N/A La Crescenta 15 1/1	Rick Dinger President (818) 248-4500	
18		<b>Really Great Employee Benefits</b> 21515 Vanowen St., Suite 200 Canoga Park 91303 rgeb4u.com	<b>2.5</b> 2.3	40.0 38.0	Anthem Blue Cross, Blue Shield, Health Net, Kaiser, UnitedHealthCare	medial, dental, vision, life, disability	N/A Canoga Park 12 1/1	Barry Cohn CEO, President (818) 444-7722	
19		<b>Olympic Insurance Agency</b> 1906 W. Burbank Blvd. Burbank 91506 olympicinsurance.com	<b>2.2</b> 2.3	22.3 23.9	all major carriers	all lines	N/A Burbank 10 1/2	Donald Barberie President (818) 843-4314	
20		<b>Zein Insurance Services</b> 21800 Oxnard St., Suite 170 Woodland Hills 91367 zisinsurance.com	<b>1.5<sup>1</sup></b> 1.5	N/A 19.0	Aetna, Anthem, Blue Shield, Health Net, United Health, Kaiser, Travelers, Private Exchange, Self Insurance	group health benefits, workers' compensation, commercial liability, EPLI, cyber, auto, home owners	N/A Woodland Hills NA 1/1	Hisham Elzein President (818) 887-8780	
21		<b>ISU Vansa Insurance Services</b> 12155 Riverside Drive Valley Village 91607 isuvansa.com	<b>1.3</b> 1.9 <sup>1</sup>	14.0 12.9 <sup>1</sup>	Allied, Hartford, Safeco, Liberty Mutual, Pharmacists Mutual, Hanover	workers' compensation, commercial, professional liability, homeowners, auto	N/A Valley Village 7 NA/1	Jerry Vande Sande President (818) 763-9365	
22		<b>OHM Benefit &amp; Insurance Solutions</b> 19360 Rinaldi St., Suite 505 Northridge 91326 ohmbenefits.com	<b>0.7</b> 0.6	11.8 9.4	all carriers	group medical, dental, life, disability, vision, 401(k)	N/A Northridge 5 1/1	Jason Sandler Broker, Partner (877) 650-0808	
23		<b>ASIS Financial-ASIS Entertainment Insurance</b> 14321 Ventura Blvd. Suite 277 Sherman Oaks 91423 asisfinancial.com	<b>N/A</b> N/A	N/A N/A	One Beacon, Abacus, Fireman's Fund, Hiscox and Prosight	commercial production insurance, E&O insurance life insurance, group health	N/A Sherman Oaks NA 1/1	Alan Schlaifer Owner (310) 498-0866	

<sup>1</sup> Business Journal estimate.

N/A - Not Applicable NA: Not Available Note: The information on this list was supplied by representatives of the brokerages themselves. Brokerages are ranked by 2018 Valley-area revenue from insurance brokerage services. Numbers that appear to be tied have been rounded. Marsh and Aon 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 ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions to [research@sfvbj.com](mailto:research@sfvbj.com). ©2019 San Fernando Valley Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media (877) 652-5295.

Researched by Joshua Niv