

# THE LIST

## LARGEST INSURANCE BROKERAGE FIRMS

Ranked by San Fernando Valley employees

Rank	Company address website	Employees valley companywide	Premiums (in millions) 2009 2008	Change in Premiums (in millions of dollars)	Licensed Agents SFV company	Lines Carried	Profile offices (SFV/company) headquarters	Top Local Executive name title phone
1	<b>BB&amp;T Insurance Services of California, Inc.</b> 535 North Brand Blvd., 10th Fl. Glendale, 91203 bbandt.com	400 12,800	\$907.0 \$877.0	30	165 8,200	workers comp., personal lines, employee benefits, property, earthquake, flood, life, homeowners, D&O, EPLI, liability, homeowner, transportation, health, auto, fire	3/212 Raleigh, NC	Manny Mashhoud Area President (818) 662-4214
2	<b>Momentous Insurance Brokerage</b> 5990 Sepulveda Blvd. #550 Van Nuys, 91411 momentousins.com	100 115	\$180.0 \$175.0	5	80 90	all lines in commercial, personal, entertainment, life and health	1/2 Van Nuys	Diane Brinson President (818) 933-2700
3	<b>Wells Fargo Ins. Services</b> 15303 Ventura Blvd., 7th Fl. Sherman Oaks, 91403 wellsfargo.com	94 5,600	\$365.0 \$345.0	20	25 800	auto, earthquake, fire, flood, health, homeowner, liability, life, property, renter, workers comp, other	1/250 Chicago, IL	William W. Holden Managing Director (818) 464-9300
4	<b>USI of Southern California Insurance</b> 21600 Oxnard St., 8th Fl. Woodland Hills, 91367 usi.biz	90 2,900	\$378.0 \$433.0	(55)	64 2,200	commercial insurance and employee benefits	1/81 Briarcliff Manor, NY	Thom Lewis Regional CEO (818) 251-3000
5	<b>GNW- Evergreen Insurance Services</b> 16030 Ventura Blvd. #500 Encino, 91436 gnw-eg.com	65 74	\$115.0 \$95.0	20	15 15	auto, earthquake, fire, flood, health, homeowner, liability, life, property, renter, workers comp.	1/4 Encino	Andrew Forcelli President (818) 257-7400
6	<b>Poms &amp; Associates</b> 5700 Canoga Ave. #400 Woodland Hills, 91367 pomsassoc.com	63 109	\$102.0 \$74.3	27.7	47 65	auto, flood, liability, property, earthquake, life, health, homeowner, workers' comp	1/4 Woodland Hills	David A. Poms President (818) 449-9300
7	<b>United Agencies</b> 100 N. 1st St. #301 Burbank, 91502 unitedagencies.com	45 225	\$72.0 \$70.0	2	40 200	auto, earthquake, fire, flood, health, homeowner, liability, life, property, renter, workers comp., other	1/32 Pasadena	Jeff Gelineau President (818) 295-2200

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8	<b>Scanlon, Guerra, Burke Ins. Brokers</b> 21011 Warner Center Ln. Woodland Hills, 91367 sgbinsurance.com	32 34	\$109.1 \$109.1	0	9 9	auto, earthquake, fire, flood, employee benefits, liability, life, property, workers comp, home improvement	1/2 Woodland Hills	James N. Scanlon Chairman/CEO (818) 316-0999
9	<b>Tri County Insurance - Calabasas</b> 23961 Craftsman Rd. Calabasas, 91302 tcinsurance.com	32 39	\$40.0 \$34.0	6	9 11	automobile, home, business, workers compensation	1/3 Calabasas	Eric Bossuk CEO (818) 223-8383
10	<b>Pacific Federal Insurance Corp.</b> 1000 North Central Ave., #400 Glendale, 91202 pacfed.com	24 24	\$76.6 \$73.2	3.4	10 10	Large Group - Employee Benefits	1/1 Glendale	James Garrison President (818) 243-0222
11	<b>Arroyo Insurance Services</b> 13749 Riverside Dr. #204 Sherman Oaks, 91423 arroyoins.com	21 88	\$140.0 \$125.0	15	8 72	commercial lines & benefits	2/10 Arcadia	Dan Pondella Principal (818) 788-7696
12	<b>Leavitt Insurance Services of Los Angeles</b> 21650 Oxnard St. #1825 Woodland Hills, 91367 leavitt.com	20 1,500	\$115.5 \$80.0	35.5	8 300	commercial property & casualty, workers comp., excess, surety, employee benefits, life, 401k, voluntary benefits, auto, earthquake, fire, flood, health, homeowners, renters	1/115 Cedar City, UT	Douglas D. Fyfe Managing Co- Owner, EVP (818) 593-7007
13	<b>HCF Insurance Agency</b> 21747 Erwin St. 2nd Fl. Woodland Hills, 91367 hcfinsurance.com	18 20	\$35.0 \$28.0	7	18 20	workers compensation, liability, property & casualty, health benefits	1/2 Woodland Hills	Jason Michael Adelman President (866) 832-4234

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Ranked by San Fernando Valley employees

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14	<b>Olympic Insurance Agency</b> 1906 West Burbank Blvd. Burbank, 91506 olympicinsurance.com	14	\$22.5	.5	4	property, casualty and employee benefits	1/2 Burbank	Donald S. Barberie President (818) 843-4314																																															
		15	\$22.0		4				15	<b>RGEB Employee Benefits</b> 20350 Ventura Blvd. #200 Woodland Hills, 91364 rgeb4u.com	11	\$14.5	.2	8	group medical, dental, vision, life, disability and long-term care	1/2 Woodland Hills	Barry S. Cohn President/CEO (818) 444-7722	12	\$14.3		9	16	<b>Danone Simpson Insurance Services LLC</b> 22110 Clarendon St. #201 Woodland Hills, 91367 dsinsuranceservices.com	10	\$21.5	4.2	6	employee benefits, workers compensation, property & casualty, professional liability	1/1 Woodland Hills	Danone L. Simpson Owner/President/ CEO (818) 676-0044	10	\$17.3		6	17	<b>ISU Vansa Insurance Services</b> 6180 Laurel Canyon Blvd. #270 North Hollywood, 91606 isuvansa.com	7	\$13.3	1.2	7	auto, earthquake, fire, flood, homeowner, liability, life, property, renter, workers comp.	1/1 Valley Village	Jerry Vande Sande Owner (818) 763-9365	7	\$12.1		7	18	<b>OHM Benefit &amp; Insurance Solutions</b> 9535 Reseda Blvd. #112 Northridge, 91324 ohmbenefits.com	4	\$4.4	3.2	2	employee benefits (group medical, dental, vision, life, disability, 401(k))	1/1 Northridge
15	<b>RGEB Employee Benefits</b> 20350 Ventura Blvd. #200 Woodland Hills, 91364 rgeb4u.com	11	\$14.5	.2	8	group medical, dental, vision, life, disability and long-term care	1/2 Woodland Hills	Barry S. Cohn President/CEO (818) 444-7722																																															
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16	<b>Danone Simpson Insurance Services LLC</b> 22110 Clarendon St. #201 Woodland Hills, 91367 dsinsuranceservices.com	10	\$21.5	4.2	6	employee benefits, workers compensation, property & casualty, professional liability	1/1 Woodland Hills	Danone L. Simpson Owner/President/ CEO (818) 676-0044																																															
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Brokerage companies were ranked by the the number of San Fernando Valley employees in 2009. In the event of a tie, companies were then ranked by the dollar amount of premiums written. All information was supplied by the companies themselves. Companies with offices in the greater San Fernando Valley area were eligible for inclusion. L/B/W Insurance declined to participate this year. We did not hear back from Arthur J. Gallagher & Co., Peter C. Foy & Associates, and Venbrook Insurance Services despite being surveyed.

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 on company letterhead to the Research Department, San Fernando Valley Business Journal, 21600 Oxnard St., Suite 250, Woodland Hills 91367. ©2010 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 Reprints, (877) 652-5295 ext. 104 or e-mail jmartin@wrightsreprints.com.

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Ranked by change in premiums  
2009 vs 2008

Rank	Company name address	Change in premiums written (in millions)
1	<b>Leavitt Insurance Services of Los Angeles</b> 21650 Oxnard Street, Suite 1825 Woodland Hills 91367	\$35.5
2	<b>BB&amp;T Insurance Services of California, Inc.</b> 535 North Brand Blvd., 10th Fl. Glendale 91203	30
3	<b>Poms &amp; Associates</b> 5700 Canoga Ave. #400 Woodland Hills 91367	27.7
4	<b>GNW- Evergreen Insurance Services</b> 16030 Ventura Blvd. #500 Encino 91436	20
5	<b>Wells Fargo Ins. Services</b> 15303 Ventura Blvd., 7th Fl. Sherman Oaks 91403	20
6	<b>Arroyo Insurance Services</b> 13749 Riverside Dr. #204 Sherman Oaks 91423	15
7	<b>HCF Insurance Agency</b> 21747 Erwin St. 2nd Fl. Woodland Hills 91367	7
8	<b>Tri County Insurance - Calabasas</b> 23961 Craftsman Rd. Calabasas 91302	6
9	<b>Momentous Insurance Brokerage</b> 5990 Sepulveda Blvd. #550 Van Nuys 91411	5
10	<b>Danone Simpson Insurance Services LLC</b> 22110 Clarendon St. #201 Woodland Hills 91367	4.2
11	<b>Pacific Federal Insurance Corp.</b> 1000 North Central Avenue, #400 Glendale 91202	3.4
12	<b>OHM Benefit &amp; Insurance Solutions</b> 9535 Reseda Blvd. #112 Northridge 91324	3.2
13	<b>United Agencies</b> 100 N. 1st St. #301 Burbank 91502	2
14	<b>ISU Vansa Insurance Services</b> 6180 Laurel Canyon Blvd. #270 North Hollywood 91606	1.2
15	<b>Olympic Insurance Agency</b> 1906 West Burbank Blvd Burbank 91506	0.5
16	<b>RGEB Employee Benefits</b> 20350 Ventura Blvd. #200 Woodland Hills 91364	0.2
17	<b>Scanlon, Guerra, Burke Ins. Brokers</b> 21011 Warner Center Ln. Woodland Hills 91367	0
18	<b>USI of Southern California Insurance</b> 21600 Oxnard St., 8th Fl. Woodland Hills 91367	-55