

THE LIST LIFE/HEALTH INSURANCE SERVICES

► Ranked by the number of life/health revenue for the fiscal year of 2020

Rank	Company Address Website Phone	Life/Health revenue (millions): 2020	# of local employees: 2021 % + (-)	# of companywide: Employees Offices	% of premium volume			Specialty services	Top local executive Headquarters Year est. locally	
					Life insurance	Health/accident	Annuities			
1	Marsh & McLennan Agency LLC 9171 Towne Centre Drive, Suite 500, San Diego 92122 www.marshmma.com 800-321-4696	\$50 Million	161 161 0	7,433 173	20	70	10	Employee Health & Benefits, Retirement Services, Compliance, Actuarial, Technology Advisory Services	Chris Williams San Diego 1909	
2	HUB International Insurance Services Inc. 9855 Scranton Road, Suite 100, San Diego 92121 www.hubinternational.com 858-373-6976	\$25 Million	95 95 0	13,000 450	10	90	0	Human capital, global, Rx, compliance, communication, wellness, analytics, underwriting, technology	Shannon Taylor Chicago 2000	
3	Alliant Insurance Services Inc. 701 B St., Sixth Floor, San Diego 92101 www.alliant.com 619-238-1828	\$18.9 Million	25 27 (7)	4,499 117	6.3	93.7	0.0	Strategy, Employee Engagement, Procurement, Analytics, Wellness, Compliance, Ben Admin, Global Svcs	Mark Conway Newport Beach 1925	
4	Lockton Insurance Brokers LLC 4275 Executive Square, Suite 600, La Jolla 92037 www.lockton.com 858-587-3100	\$9.8 Million	26 35 (26)	8,000 100	0	100	0	Benefits consulting, actuarial, compliance, health risk management, communications services	Sallie Giblin Kansas City, Mo. 2002	
5	Gallagher 3655 Nobel Dr. Suite 450, San Diego 92122 www.ajg.com (858) 481-8692	\$8.4 Million	97 97 0	32,400 1,040	wnd	wnd	wnd	Health, Engagement, PBM Management, HR & Technology, HR & Compensation, Voluntary, and Multinational	Erin Krehbiel Rolling Meadows, Ill. 1987	
6	Dunhill Marketing & Insurance Services Inc. 2635 Camino Del Rio S., Suite 210, San Diego 92108 www.dunhillinsurance.com 619-578-7800	\$8 Million	11 13 (15)	1 1	90	0	10	Life, annuities, estate planning, LTC, disability, impaired risk, premium financing, wealth mgmt.	Tony Steigerwald San Diego 1992	
7	WestPac Wealth Partners 4275 Executive Square, Suite 800, La Jolla 92037 www.westpacwealth.com 619-684-6400	\$6.8 Million	48 48 0	200 6	92	7	1	Business planning, Wealth Management, executive benefits, life insurance, disability income planning,	Nash Subotic San Diego 2012	
8	Morrison Insurance Services Inc. 6096 Innovation Way, Carlsbad 92009 www.misbenefits.com 760-438-9311	\$3.6 Million	14 13 8	14 2	10	90	0	Simplify the benefit program process, HR and compliance support and provide excellent service	Jim Morrison Carlsbad 2002	
9	CBIZ 13500 Evening Creek Drive North, Ste 450, San Diego 92128 www.cbiz.com wnd	\$3.6 Million	16 16 0	450 110	20	70	10	Benefits consulting, administration, retirement plan services, human capital advisory, payroll, wealth management and special risk insurance	Branson Cobb Cleveland 1972	
10	Cavnac 450 B St., Suite 1800, San Diego 92101 www.cavnac.com 619-234-6848	\$3.4 Million	8 9 (11)	62 2	5	95	0	Risk mgt & insurance: we provide employee benefit programs, life insurance, & HR consulting services	Jeffrey Cavnac San Diego 1992	
11	C3 Risk & Insurance Services 404 Camino del Rio S., Suite 410, San Diego 92108 www.c3insurance.com 619-233-8000	\$2.5 Million	9 8 13	82 4	5	95	0	Tailored Employee Benefits package, Cost Management Strategies, Annual Renewal Planning.	Gabe Erle Mission Valley 2017	
12	BJA Partners 11405 W. Bernardo Court, San Diego 92127 www.bjapartners.com 858-376-1800	\$2.5 Million	13 16 (19)	13 1	8	90	2	Strategic approach to employee benefits consulting; modern solutions, integrated HR tech.	Myron Jucha San Diego 1983	
13	ELT Insurance Services 16835 W. Bernardo Drive, Suite 212, San Diego 92127 www.eltinsurance.com 858-304-3000	\$2 Million	5 5 0	3,000 256	5	80	15	Group health, dental, life, disability, 401(k)	Edward Lee Grand Rapids, Michigan 2006	
14	CCB Insurance Solutions aka California Corporate Benefits 13475 Danielson St., Suite 200, Poway 92064 www.cabenefits.com 858-753-4102	\$1.4 Million	4 4 0	625 44	4	74	22	We help growing businesses with independent advice and comprehensive retirement & health benefits	Robert Recchia Poway 1986	
15	WSP Corporate Benefits & Insurance Services Inc. 5650 El Camino Real, Suite 207, Carlsbad 92008 www.wspinsurance.net 760-931-0550	\$700,000	5 5 0	0 0	20	80	0	Employee benefits agency for all size businesses. Add'l tools, resources, wellness programs, HR etc.	Scott Pieratt Carlsbad 2005	
16	JS Downey Insurance Service 2333 Camino Del Rio S., Suite 200, San Diego 92108 www.jsdowney.com 619-297-5888	\$700,000	4 3 33	7 7	2	98	0	Homeowners, auto, health, employment practices liability, cyber, life, travel, short-term, etc.	Steve Downey San Diego 1924	
17	Champion Risk & Insurance Services 12250 El Camino Real, Suite 375, San Diego 92130 www.championrisk.net 858-369-7911	\$500,000	2 2 0	2 1	0	100	0	Full-service regional insurance brokerage firm providing a complete range of employee benefits	Mark Raby San Diego 2004	

wnd Will not disclose

Source: The companies.

The list is based off of life/health revenue. In case of a tie, agencies are ranked by number of 2020 local full-time employees.

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 the Research Department at the San Diego Business Journal, Eric Alderete, ealderete@sdbj.com. This list may not be reprinted in whole or in part without prior written permission from the editor. Some companies have declined to participate or did not return a survey by press time. It is not the intent of this list to endorse the participants or to imply a company's size or numerical rank indicates its quality.