

# LARGEST INSURANCE BROKERS

Ranked by 2009 premiums

| Rank      | Company<br>address<br>website  | Premiums<br>(in millions)<br>2009<br>2008 | Change in<br>Premiums<br>(in millions of<br>dollars) | Licensed<br>Agents<br>SFV<br>company | Lines Carried  | Employees<br>valley<br>companywide | Profile<br>offices<br>(SFV/company)<br>headquarters | Top Local Executive<br>name<br>title<br>phone                 |
|-----------|--|---|--|--------------------------------------|--|------------------------------------|---|---|
| <b>1</b>  | <b>BB&amp;T Insurance Services of California, Inc.</b><br>535 North Brand Blvd., 10th Fl.<br>Glendale, 91203<br>bbandt.com   | \$907.0<br>\$877.0                        | 30   | 165<br>8,200                         | workers comp., personal lines, employee benefits, property, earthquake, flood, life, homeowners, D&O, EPLI, liability, homeowner, transportation, health, auto, fire   | 400<br>12,800                      | 3/212<br>Raleigh, NC                                | Manny Mashhoud<br>Area President<br>(818) 662-4214            |
| <b>2</b>  | <b>USI of Southern California Insurance</b><br>21600 Oxnard St., 8th Fl.<br>Woodland Hills, 91367<br>usi.biz                 | \$378.0<br>\$433.0                        | (55)   | 64<br>2,200                          | commercial insurance and employee benefits   | 90<br>2,900                        | 1/81<br>Briarcliff Manor, NY                        | Thom Lewis<br>Regional CEO<br>(818) 251-3000                  |
| <b>3</b>  | <b>Wells Fargo Ins. Services</b><br>15303 Ventura Blvd., 7th Fl.<br>Sherman Oaks, 91403<br>wellsfargo.com                    | \$365.0<br>\$345.0                        | 20   | 25<br>800                            | auto, earthquake, fire, flood, health, homeowner, liability, life, property, renter, workers comp, other   | 94<br>5,600                        | 1/250<br>Chicago, IL                                | William W. Holden<br>Managing Director<br>(818) 464-9300      |
| <b>4</b>  | <b>Momentous Insurance Brokerage</b><br>5990 Sepulveda Blvd. #550<br>Van Nuys, 91411<br>momentousins.com                     | \$180.0<br>\$175.0                        | 5  | 80<br>90                             | all lines in commercial, personal, entertainment, life and health  | 100<br>115                         | 1/2<br>Van Nuys                                     | Diane Brinson<br>President<br>(818) 933-2700                  |
| <b>5</b>  | <b>Arroyo Insurance Services</b><br>13749 Riverside Dr. #204<br>Sherman Oaks, 91423<br>arroyoins.com                         | \$140.0<br>\$125.0                        | 15   | 8<br>72                              | commercial lines & benefits  | 21<br>88                           | 2/10<br>Arcadia                                     | Dan Pondella<br>Principal<br>(818) 788-7696                   |
| <b>6</b>  | <b>Leavitt Insurance Services of Los Angeles</b><br>21650 Oxnard St. #1825<br>Woodland Hills, 91367<br>leavitt.com           | \$115.5<br>\$80.0                         | 35.5   | 8<br>300                             | commercial property & casualty, workers comp., excess, surety, employee benefits, life, 401k, voluntary benefits, auto, earthquake, fire, flood, health, homeowners, renters   | 20<br>1,500                        | 1/115<br>Cedar City, UT                             | Douglas D. Fye<br>Managing Co-Owner, EVP<br>(818) 593-7007    |
| <b>7</b>  | <b>GNW- Evergreen Insurance Services</b><br>16030 Ventura Blvd. #500<br>Encino, 91436<br>gnw-eg.com                          | \$115.0<br>\$95.0                         | 20   | 15<br>15                             | auto, earthquake, fire, flood, health, homeowner, liability, life, property, renter, workers comp.   | 65<br>74                           | 1/4<br>Encino                                       | Andrew Forcelli<br>President<br>(818) 257-7400                |
| <b>8</b>  | <b>Scanlon, Guerra, Burke Ins. Brokers</b><br>21011 Warner Center Ln.<br>Woodland Hills, 91367<br>sgbinsurance.com           | \$109.1<br>\$109.1                        | 0  | 9<br>9                               | auto, earthquake, fire, flood, employee benefits, liability, life, property, workers comp, home improvement  | 32<br>34                           | 1/2<br>Woodland Hills                               | James N. Scanlon<br>Chairman/CEO<br>(818) 316-0999            |
| <b>9</b>  | <b>Poms &amp; Associates</b><br>5700 Canoga Ave. #400<br>Woodland Hills, 91367<br>pomsassoc.com                              | \$102.0<br>\$74.3                         | 27.7   | 47<br>65                             | auto, flood, liability, property, earthquake, life, health, homeowner, workers' comp   | 63<br>109                          | 1/4<br>Woodland Hills                               | David A. Poms<br>President<br>(818) 449-9300                  |
| <b>10</b> | <b>Pacific Federal Insurance Corp.</b><br>1000 North Central Ave., #400<br>Glendale, 91202<br>pacfed.com                     | \$76.6<br>\$73.2                          | 3.4  | 10<br>10                             | Large Group - Employee Benefits  | 24<br>24                           | 1/1<br>Glendale                                     | James Garrison<br>President<br>(818) 243-0222                 |
| <b>11</b> | <b>United Agencies</b><br>100 N. 1st St. #301<br>Burbank, 91502<br>unitedagencies.com  | \$72.0<br>\$70.0                          | 2  | 40<br>200                            | auto, earthquake, fire, flood, health, homeowner, liability, life, property, renter, workers comp., other  | 45<br>225                          | 1/32<br>Pasadena                                    | Jeff Gelineau<br>President<br>(818) 295-2200                  |
| <b>12</b> | <b>Tri County Insurance - Calabasas</b><br>23961 Craftsman Rd.<br>Calabasas, 91302<br>tcinsurance.com                        | \$40.0<br>\$34.0                          | 6  | 9<br>11                              | automobile, home, business, workers compensation   | 32<br>39                           | 1/3<br>Calabasas                                    | Eric Bossuk<br>CEO<br>(818) 223-8383                          |
| <b>13</b> | <b>HCF Insurance Agency</b><br>21747 Erwin St. 2nd Fl.<br>Woodland Hills, 91367<br>hcfinsurance.com                          | \$35.0<br>\$28.0                          | 7  | 18<br>20                             | workers compensation, liability, property & casualty, health benefits  | 18<br>20                           | 1/2<br>Woodland Hills                               | Jason Michael Adelman<br>President<br>(866) 832-4234          |
| <b>14</b> | <b>Olympic Insurance Agency</b><br>1906 West Burbank Blvd.<br>Burbank, 91506<br>olympicinsurance.com                         | \$22.5<br>\$22.0                          | .5   | 4<br>4                               | property, casualty and employee benefits   | 14<br>15                           | 1/2<br>Burbank                                      | Donald S. Barberie<br>President<br>(818) 843-4314             |
| <b>15</b> | <b>Danone Simpson Insurance Services LLC</b><br>22110 Clarendon St. #201<br>Woodland Hills, 91367<br>dsinsuranceservices.com | \$21.5<br>\$17.3                          | 4.2  | 6<br>6                               | employee benefits, workers compensation, property & casualty, professional liability   | 10<br>10                           | 1/1<br>Woodland Hills                               | Danone L Simpson<br>Owner/President/<br>CEO<br>(818) 676-0044 |
| <b>16</b> | <b>RGEB Employee Benefits</b><br>20350 Ventura Blvd. #200<br>Woodland Hills, 91364<br>rgeb4u.com                             | \$14.5<br>\$14.3                          | .2   | 8<br>9                               | group medical, dental, vision, life, disability and long-term care   | 11<br>12                           | 1/2<br>Woodland Hills                               | Barry S Cohn<br>President/CEO<br>(818) 444-7722               |
| <b>17</b> | <b>ISU Vansa Insurance Services</b><br>6180 Laurel Canyon Blvd. #270<br>North Hollywood, 91606<br>isuvansa.com               | \$13.3<br>\$12.1                          | 1.2  | 7<br>7                               | auto, earthquake, fire, flood, homeowner, liability, life, property, renter, workers comp.   | 7<br>7                             | 1/1<br>Valley Village                               | Jerry Vande Sande<br>Owner<br>(818) 763-9365                  |
| <b>18</b> | <b>OHM Benefit &amp; Insurance Solutions</b><br>9535 Reseda Blvd. #112<br>Northridge, 91324<br>ohmbenefits.com               | \$4.4<br>\$1.2                            | 3.2  | 2<br>2                               | employee benefits (group medical, dental, vision, life, disability, 401(k))  | 4<br>4                             | 1/1<br>Northridge                                   | Jason D. Sandler<br>Broker<br>(818) 832-9990                  |
| <b>19</b> | <b>Saraf Insurance Services</b><br>9700 Woodman Ave. #A5<br>Arleta, 91331<br>insurancebonanza.com                            | \$4.0<br>\$4.0                            | 0  | 1<br>1                               | all personal & commercial lines  | 2<br>2                             | 1/1<br>Arleta                                       | Raj Saraf<br>President<br>(818) 686-8683                      |
| <b>20</b> | <b>Lemore Insurance Services</b><br>19126 Cantara St.<br>Reseda, 91335<br>lemoreinsurance.com                                | \$3.0<br>\$3.0                            | 0  | 1<br>1                               | commercial general liability, commercial auto, workers comp., professional liability/errors & omissions, builders risk/course of construction, business owners package policy/BOP, homeowners, vehicle, renters, flood | 4<br>4                             | 4/4<br>Encino                                       | Lemore Aizenman<br>Broker<br>(818) 348-6106                   |
| <b>21</b> | <b>All Stage Insurance Agency</b><br>22720 Ventura Blvd. #300<br>Woodland Hills, 91364<br>allstageinsurance.com              | \$1.5<br>\$1.4                            | .1   | 1<br>1                               | auto, business insurance, workers comp, contractors and health   | 1<br>1                             | 1/1<br>Woodland Hills                               | Jessi Sambhi<br>Agent/Principal<br>(818) 591-2785             |

Brokerage companies were ranked by the dollar amount of premiums written. In the event of a tie, companies were ranked by the number of employees in the San Fernando Valley. 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](mailto:jmartin@wrightsreprints.com).

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