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Largest Insurance Brokers in the Bay Area

(Ranked by Bay Area premium volume)

Rank	Prior	Company Address Phone/web site	2005 Bay Area premium volume		No. of life/health insurers represented		Top Bay Area executive
			Total premium volume	Agents: Bay Area/ Total	No. of property/casualty insurers represented	2005 revenue	
1	1	Marsh Risk & Insurance Services Three Embarcadero Center, San Francisco 94111 (415) 743-8000/www.marsh.com	\$1,300,000,000 \$34,000,000,000	NR NR	N/A > 400	\$5,600,000,000	Matthew Davis Managing director
2	2	ABD Insurance and Financial Services 305 Walnut St., Redwood City 94083 (650) 839-6000/www.cybersure.com	\$1,071,169,000 \$2,260,054,000	270 575	All major carriers All major carriers	\$164,964,640	Dan Francis CEO
3	3	Arthur J. Gallagher & Co. 1 Market St., Spear Tower, Ste. 200, San Francisco 94105 (415) 546-8300/www.ajg.com	\$780,000,000 NR	50 NR	NR 60	\$85,000,000	Daniel McNamara Area chairman
4	4	Willis Insurance Services of California 1 Bush St., San Francisco 94104 (415) 981-0600/www.willis.com	\$500,000,000 NR	115 13,500	All major carriers All major carriers	\$2,300,000,000	Joe Tatum Executive vice president
5	5	Acordia of California Insurance Services Inc.* 45 Fremont St., Ste. 800, San Francisco 94105	\$493,000,000	104	125	NR	Stephen Rodgers Managing director
6	8	Heffernan Group 1350 Carlsbad Ave., Ste. 200, Walnut Creek 94596 (925) 934-8500/www.heffgroup.com	\$463,560,000	65	All major carriers	\$54,910,000	F. Mike Heffernan CEO
			\$567,697,000	97	All major carriers		
7	7	Sitzmann Morris & Davis Inc. 1 Kaiser Plaza, Ste. 1101, Oakland 94612 (510) 452-0458/www.smlinsurance.com	\$457,000,000 \$457,000,000	7 7	All carriers N/A	\$14,100,000	Gary Sitzmann CEO
8	9	Keenan & Associates 180 Grand Ave., Ste. 1380, Oakland 94612 (510) 686-6750/www.keenan.com	\$330,000,000 \$935,000,000	79 164	All carriers All carriers	\$103,700,000	William Poland President
9	10	Jenkins Athens Insurance Services 2552 Stanwell Drive, Concord 94520 (925) 798-2780/www.jenkinsathens.com	\$305,000,000 \$370,000,000	16 23	25 100	NR	James Jenkins Chairman
10	6	Woodruff-Sawyer & Co. 220 Bush St., San Francisco 94104 (415) 391-2141/www.woodruff-sawyer.com	\$263,830,000 \$550,000,000	203 236	96 188	\$48,400,000	Susan Hunt President
11	11	Tanner Insurance Brokers Inc. 4480 Willow Road, Pleasanton 94586 (925) 463-9672/www.tannerins.com	\$237,300,000 \$940,100,000	29 93	NR NR	\$27,076,078	Thomas Daggett President
12	12	Andreini & Co. 220 West 20th Ave., San Mateo 94403 (650) 573-1111/www.andreini.com	\$185,200,000 \$330,117,000	32 60	285 485	\$30,600,000	John Andreini President
13	13	ArlenGroup Inc. 101 Montgomery St., Ste. 1750, San Francisco 94104 (415) 733-7000/www.arlengroup.com	\$175,000,000 \$175,000,000	18 18	All major carriers N/A	NR	Roger Arlen President
14	16	Lockton Insurance Brokers Inc. Two Embarcadero Center, Ste. 1700, San Francisco 94111 (415) 568-4000/www.lockton.com	\$170,000,000 \$8,500,000,000	49 1173	All major carriers All major carriers	NR	Russell Sands Chairman
15	13	ISU Insurance Services* 201 California St., San Francisco 94111 (800) 782-9400/www.isugroup.com	\$165,000,000 \$800,000,000	109 700	150 300	\$96,000,000	T.J. Ryan President
16	15	California Insurance Center 3697 Mt. Diablo Blvd., Ste. 300, Lafayette 94549 (925) 299-1112/www.cic-ins.com	\$125,000,000 \$132,000,000	53 53	N/A > 100	NR	Cory Higgins CEO
17	18	Dealey, Renton & Associates 86 Franklin St., Ste. 210, Oakland 94607 (510) 465-3090/www.dealeyrenton.com	\$85,000,000 \$140,000,000	13 19	NR NR	NR	Alfred Chinn President
18	21	Frank Crystal & Co. 120 Montgomery St., Ste. 600, San Francisco 94104 (415) 772-9181/www.frankcrystal.com	\$62,000,000 NR	22 NR	All major carriers All major carriers	NR	David Forsyth Senior managing director
19	19	Diversified Risk Insurance Brokers 5900 Christie Ave., Emeryville 94608 (510) 547-3203/www.drib.com	\$60,000,000 \$60,000,000	9 9	> 5 > 20	\$6,000,000	Michael Flynn Founder
20	22	Suhr Risk Services of California 1338 Bayshore Highway, Burlingame 94010 (650) 324-9535/www.suhrriskservices.com	\$57,014,500 \$57,014,500	7 7	2 5	\$6,150,000	John Suhr President
21	20	Crist Elliott Machette 2201 Broadway, Ste. 725, Oakland 94612 (510) 832-8000/www.ceminsurance.com	\$50,000,000 \$50,000,000	6 6	N/A 120	\$5,900,000	Mike Machette CEO
22	NL	Metro/Risk Inc. 153 Townsend St., Ste. 650, San Francisco 94107 (415) 249-0111/www.metrorisk.com	\$46,500,000 \$46,500,000	12 16	N/A 247	NR	D. Michael Enfield CEO
23	23	Sweet & Baker Insurance Brokers 44 Second St., San Francisco 94115 (415) 512-2100/www.sweetandbaker.com	\$41,000,000 \$41,000,000	27 27	18 50	NR	Bruce Callander President
24	24	Pennbrook Insurance Services Inc. 200 Pine St., 8th floor, San Francisco 94104 (415) 920-2200/www.pennbrookinsurance.com	\$31,600,000 \$31,600,000	7 7	14 27	NR	Clay Wiens President
25	25	Peck & Peck Insurance Brokers 1724 Laurel St., San Carlos 94070 (650) 592-8591/www.peck-peck.com	\$31,255,000 \$31,255,000	6 7	5 12	NR	Jim Peck Partner

This list includes insurance brokers located in Alameda, Contra Costa, Marin, San Francisco and San Mateo counties, and the city of Palo Alto.
NR = Not reported. NL = Not listed. N/A = Not applicable. * Acordia of California Insurance Services Inc. and ISU Insurance Services did not respond to requests for information. All information is for fiscal year 2004.
Ranking based on 2005 Bay Area premium volume. Researched by Thomas Pisarek

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HEFFERNAN INSURANCE BROKERS

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