

INSURANCE BROKERS

Rank Prev. Rank	Headquarters •Website •E-mail	Revenue of OC office(s) for 12 months ended June 2010	Yearly % change	OC licensed P&C producers	Yearly % change	OC benefits producers	Yearly % change	OC support staff	Yearly % change	Primary industries served	Companywide offices	Top local official(s) •Title •Phone/fax	
1 (1)	Alliant Insurance Services Inc. 1301 Dove St., Ste. 200 Newport Beach 92660-2436	Newport Beach alliantinsurance.com abs@alliantinsurance.com	\$77.2 million	14%	17	-11%	5	0%	133	-7%	Public entity, energy, marine, healthcare, tribal nations, law firms, real estate, construction	41	Thomas Corbett/Greg Zimmer/Jerold Hall chairman, CEO/president, CFO/senior executive VP, COO (949) 756-0271/(949) 756-2713
2 (2)	Marsh Risk & Insurance Services/Mercer 4695 MacArthur Court Newport Beach 92660-1862	New York marsh.com/merc.com	\$48.4 million	0%	15	0%	27	0%	154	0%	Real estate, construction, technology, hospitality, retail, healthcare, financial institutions	410	Steve Flynn/Jeanne Prioli managing director/principal (949) 399-5800/(949) 399-5960
3 (5)	Brown & Brown of California Inc. 500 N. State College Blvd., Ste. 400 Orange 92868-1693	Daytona Beach, Fla. calsurance.com	\$34.7 million	0%	29	4%	5	25%	72	11%	Finance, real estate, manufacturing, distribution, construction, entertainment, healthcare, property management, municipalities	180 ⁽¹⁾	Lynn Kimmel Johnson/Tim Casey president/executive VP (714) 221-1800/(714) 221-1826
4 (4)	Sullivan Curtis Monroe 1920 Main St., Ste. 600 Irvine 92614-6237	Irvine sullivancurtismonroe.com	\$32.7 million	NA	30	NA	5	NA	92	NA	Real estate, healthcare, manufacturing, hospitality, technology	3	John Monroe COO/president (949) 250-7172/(949) 852-9768
5 (3)	Aon Risk Insurance Services West Inc. 1901 Main St., Ste. 300 Irvine 92614-0512	Chicago aon.com	\$26 million	-39%	50	-23%	25	-22%	20	33%	Construction, property management, technology, life sciences/biotechnology, real estate	670	Arthur Schuler executive VP/managing director (949) 608-6300/(949) 608-6451
6 (7)	Precept 130 Theory, Ste. 200 Irvine 92617-3065	Irvine preceptgroup.com wolson@preceptgroup.com	\$24.6 million	5%	0		22	10%	125	4%	Technology, manufacturing, professional services, nonprofit, aerospace, defense	4	Wade Olson CEO (949) 955-1430/(949) 955-9471
7 (6)	BB&T Insurance Services Inc. of Orange County 19100 Von Karman, Ste. 900 Irvine 92612-6591	Raleigh, N.C. bbt.com lstang@bbandt.com	\$23 million ⁽¹⁾	NA	wnd		wnd		80 ⁽¹⁾	NA	Energy, marine, transportation, construction, manufacturing, healthcare, retail, real estate, social services	91	Steve Marquez/Lauri Stang area president, Fullerton/senior VP, COO (949) 833-2462/(877) 297-1094
8 (9)	Arthur J. Gallagher & Co. 15 Enterprise, Ste. 200 Aliso Viejo 92656-2654	Itasca, Ill. ajg.com susie_daley@ajg.com	\$22.4 million	6%	14	8%	8	0%	45	-17%	Public entity, scholastic, security brokers, life agents, construction, captives, real estate, hospitality, healthcare	275	Susie Daley/Scott Gregory area presidents (949) 349-9800/(949) 349-9900
9 (8)	Brakke-Schafnitz Insurance Brokers Inc., a Signature company 28202 Cabot Road, Ste. 600 Laguna Niguel 92677-1251	Laguna Niguel sig.us jgk@sig.us	\$22.1 million	0%	31	-6%	5	25%	40	-7%	Real estate, hospitality, financial institutions, manufacturing, construction, transportation	3	Matthew Schafnitz/John Kookootsedes CEO/COO (949) 365-5100/(949) 313-3311
10 (10)	Millennium Corporate Solutions 5530 Trabuco Road Irvine 92620-5705	Irvine mcsins.com seaporito@mcsins.com	\$15.3 million	3%	23	5%	3	0%	56	6%	Construction, manufacturing, retail, homeowners associations	6	Sergio Bechara/Stephen Saporito CEO/COO (949) 857-4500/(949) 857-4800
11 (13)	Colony West Financial Insurance Services 1855 W. Katella Ave., Ste. 325 Orange 92867-3475	Orange colony-west.com info@colony-west.com	\$13.7 million	2%	15	0%	8	0%	15	25%	Retail, wholesale, manufacturing, life science, hospitality, healthcare	4	William Kaley president (714) 542-4870/(714) 542-4871
12 (14)	Willis Insurance Services of California Inc. 18101 Von Karman Ave., Ste. 600 Irvine 92612-1041	New York willis.com john.fuhrman@willis.com	\$13.2 million	0%	22	29%	6	50%	72	41%	Professional liability, employment practices, directors and officers, employee benefits, real estate, construction, healthcare, law	250	John Fuhrman managing partner (949) 885-1212/(949) 885-1225
13 (15)	Epic Insurance Brokers⁽²⁾ 19000 MacArthur Blvd., ninth floor Irvine 92612-1447	San Mateo edgewoodins.com adasaro@edgewoodins.com	\$12.9 million	3%	30	20%	6	20%	57	12%	Construction, real estate, energy, manufacturing, hospitality, technology, transportation	10	Anthony D'Asaro/Dan Ryan managing principal, Irvine/managing principal, Orange (949) 263-0606/(949) 263-0906

Abbreviations: NA: not applicable; wnd: would not disclose
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⁽¹⁾ Business Journal estimate

⁽²⁾ Previously Complete/Epic Insurance Inc.

Researched by Emily Weisburg

► continued on page 18

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14 (11)	U.S. Risk Insurance Group Inc. 1551 N. Tustin Ave., Ste. 430 Santa Ana 92705-8638	Dallas usrisk.com scott@usrisk.com	\$12 million ⁽¹⁾	NA	wnd	wnd	5 ⁽¹⁾	NA	Commercial insurance, supply lines	10	Scott Carroll VP/program director (714) 285-4080/(714) 542-7931		
14 (11)	USI Holdings Corp. 29-A Technology Drive Irvine 92618-2373	Briarcliff Manor, N.Y. usi.biz info.usirs@usi.biz	\$12 million	-14%	5	-44%	13	18%	30	-30%	Real estate, finance, manufacturing, food service, food distributors, wholesalers, technology, health care, agriculture	77	Thom Lewis regional CEO (949) 790-9200/(949) 790-6222
16 (18)	Northwestern Mutual Financial Network/The Waltos Group 1500 Quail St., sixth floor Newport Beach 92651-2738	Milwaukee waltosgroup.com waltosgroup@nmfn.com	\$11.2 million	7%	0		114	12%	70	-20%	Wealthy individuals, small-business owners, technology, real estate, construction	350	Robert Waltos managing partner (949) 863-5800/(949) 863-5996
17 (17)	George L. Brown Insurance Agency 1005 Calle Recodo San Clemente 92673-5060	San Clemente georgebrowninsurance.com info@georgebrowninsurance.com	\$11 million	NA	5	NA	3	NA	9	NA	Shopping centers, wholesale distributors, contractors, restaurants, real estate owners, technology	2	Dean Brown president (949) 361-1400/(949) 361-2767
18 (16)	Lockton Insurance Brokers LLC 19800 MacArthur Blvd., Ste. 550 Irvine 92612-2434	Kansas City, Mo. lockton.com lfodemski@lockton.com	\$10.2 million	-8%	3	0%	3	50%	25	-4%	Construction, technology, healthcare, real estate, food service	19	Tom McCall executive VP (949) 252-4400/(949) 252-4410
18 (18)	Wood Gutmann & Bogart Insurance Brokers 15901 Red Hill Ave., Ste. 100 Tustin 92780-7318	Tustin wgbib.com info@wgbib.com	\$10.2 million	-3%	20	5%	2	0%	40	0%	Financial institutions, contractors, technology, manufacturing, property, services	1	Donald Wood president of partner (714) 505-7000/(714) 573-1770
20 (20)	PrideMark-Everest Insurance Services Inc. 1820 E. First St., Ste. 500 Santa Ana 92705-4069	Santa Ana pridemark-everest.com angelo-maroutsos@leavitt.com	\$8.5 million	-9%	12	-14%	4	-50%	20	-9%	Warehouse/logistics, real estate, energy, construction, healthcare	109	Angelo Maroutsos managing principal (714) 569-2700/(714) 569-3099
21 (21)	Tutton Insurance Services Inc. 2913 S. Pullman St. Santa Ana 92705-5818	Santa Ana tutton.com alan@tutton.com	\$8.2 million	-3%	14	17%	3	0%	28	0%	Construction, fast food, hospitality, manufacturing, distributors, auto dealers, recycling	1	Bill Tutton/Alan Troop president/executive VP, sales (949) 261-5335/(949) 417-1025

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⁽¹⁾ Business Journal estimate

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