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INSURANCE BROKERAGE FIRMS

Ranked by 2024 revenue

Rank		Brokerage <ul style="list-style-type: none">• name• address• website	Valley-Area (in millions)		Insurers (partial list)	Major Lines Written (partial list)	Profile <ul style="list-style-type: none">• parent company• headquarters• Valley employees• offices (SFV/total)	Top Local Executive <ul style="list-style-type: none">• name• title• phone	
			Revenue <ul style="list-style-type: none">• 2024• 2023	Premiums <ul style="list-style-type: none">• 2024• 2023					
1		Gallagher 500 N. Brand Blvd., Suite 100 Glendale 91203 ajg.com	\$477.5 \$414.2	\$4,441.9 \$3,330.8	all carriers	all lines	Gallagher Rolling Meadows, Ill. 1,181 1/11	Scott Firestone Southwest Regional President (818) 539-2300	
2		Poms & Associates 4500 Park Granada, Suite 206 Calabasas 91302 pomsassoc.com	63.0 44.5	252.0 249.9	Blue Cross of California, Blue Shield of California, Munich America, Hartford	all lines	Poms & Associates Calabasas 90 1/7	David Poms Founder & CEO (818) 449-9300	
3		Acrisure ¹ 425 W. Broadway, Suite 300 Glendale 91204 acrisure.com	55.0 ² 40.0 ²	NA NA	Mercury Insurance, Capital Insurance Co., Safeco Insurance, AIG Private Client, Chubb	auto, construction, workers' compensation, apartment buildings, homeowners	Grand Rapids, Michigan 100 1/1	Greg Williams CEO, Chair (714) 330-9462	
4		Hub International Ltd. 600 Corporate Pointe, Suite 600 Culver City 90230 hubinternational.com	43.4 38.3	331.2 307.4	all carriers	Commercial Lines, Employee Benefits, Personal Lines, Retirement & Private Wealth	Hellman & Friedman Chicago 200 1/650	Andrew Forchelli President, Hub LAOC (310) 568-5900	
5		The Liberty Company Insurance Brokers 5955 De Soto Ave., Suite 250 Woodland Hills 91367 www.libertycompany.com	18.0 ² 16.2	200.0 ² 188.1	CNA Insurance CO, Travelers, Chubb, Bondex Insurance Company, Mercury Insurance Group, Liberty Mutual Insurance Company, AmWins Insurance Brokerage	program professional liability, CL package, CL auto, PL auto, PL HO	The Liberty Company Insurance Brokers Florida 140 1/80	Bill Johnson CEO, Chair & Founder (888) 918-3960	
6		USI Insurance Services, LLC. 21250 Hawthorne Blvd., Suite 380 Torrance 90503 usi.com	11.0 ² 10.5	95.0 ² 92.0	all major insurance carriers	property/casualty, employee benefits, private risk & retirement consulting	USI Holdings Valhalla, New York 500 NA/220	Brad Fleiss President, West Region Employee Benefits (213) 337-6352	
7		LBW Insurance and Financial Services 28055 Smyth Dr. Valencia 91355 lbwinsurance.com	8.6 7.5	70.6 62.0	Anthem Blue Cross, Hartford, Aetna, Swett & Crawford, Blue Shield, Kaiser	commercial incl. workers' compensation, group benefits, personal, financial and retirement	LBW Insurance and Financial Services Valencia 36 1/1	Mitzi Like CEO, President (661) 702-6000	
8		Pacific Federal, a Zenith American company 200 S. Los Robles Ave., Suite 320 Pasadena 91101 pacfed.com	8.5 ² 8.0 ²	NA NA	Kaiser, Blue Shield, UnitedHealthcare, Anthem Blue Cross, Liberty Dental, United Concordia Dental, Delta Dental, Davis Vision, MES Vision	employee benefits for multiemployer Taft-Hartley trust funds, single employer ERISA plan and multiple employer plans	Harbour Benefit Holdings Inc. Tampa, Fla. NA 1/54	Kim Fiori CEO (818) 243-0222	
9		Gaspar Insurance Services Inc. 23161 Ventura Blvd., Suite 100 Woodland Hills 91364 gasparinsurance.com	7.5 9.8	65.0 58.5	Mercury, Travelers, Safeco, Nationwide, Hanover Hartford, CSE	personal auto, homeowners, workers' compensation, commercial package, business auto	Foundation Risk Partners Woodland Hills NA 1/4	Timothy Gaspar CEO (818) 302-3060	
10		Crescenta Valley Insurance 3156 Foothill Blvd., Suite A La Crescenta 91214 cvins.com	6.5 ² 5.0 ²	23.0 ² 22.5 ²	Mercury Insurance, Travelers, Safeco, Hartford, Liberty Mutual, Nationwide, Blue Cross & Blue Shield, Hanover	auto, home, apartment owners, homeowner associations, restaurants	Crescenta Valley Insurance La Crescenta NA 1/1	Rick Dinger President (818) 248-4500	
11		CorpStrat 21021 Ventura Blvd., Suite 200 Woodland Hills 91364 CorpStrat.com	6.0 ² 5.7	NA NA	American General, Anthem, Lincoln Blue Shield, John Hancock, Kaiser	employee benefits, life insurance, long term care	CorpStrat Woodland Hills 10 1/1	Martin Levy Agency Principal (818) 377-7260	
12		Montage Insurance Solutions 24005 Ventura Blvd. Calabasas 91302 montageinsurance.com	5.5 5.3	0.1 75.7	all carriers	employee benefits, workers' compensation, property & casualty, professional lines	Danone Simpson Insurance Solutions Woodland Hills 26 1/1	Danone Simpson CEO (818) 676-0044	
13		Olympic Insurance Agency 5775 E. Los Angeles Ave., Suite 234 Simi Valley 93063 olympicinsurance.com	5.0 ² 3.2	35.0 ² 28.4	all carriers	all lines	Olympic Insurance Agency Simi Valley 16 1/1	Donald S Barberie II Co-CEO (818) 843-4314	
14		ISU Vansa Insurance Services 12155 Riverside Dr. Valley Village 91607 isuvansa.com	3.0 ² 2.3 ²	18.0 ² 17.5 ²	Allied, Hartford, Liberty Mutual, Pharmacists Mutual, Travelers	workers' compensation, commercial, professional liability, homeowners, auto	ISU Vansa Insurance Services Valley Village 7 1/1	Jerry Vande Sande President (818) 763-9365	
		Zein Insurance Services 21800 Oxnard St., Suite 170 Woodland Hills 91367 zisinsurance.com	3.0 2.0	25.0 25.0	Aetna, Anthem, Blue Shield, Health Net, United Health, Kaiser, Travelers, Private Exchange, Self Insurance, Travelers, Hartford, Mercury	group health benefits, workers' compensation, commercial liability, EPLI, cyber, auto, home owners	Zein Insurance Services Woodland Hills 9 1/1	Hisham Elzein President (818) 887-8780	
16		IMA 3475 E. Foothill Blvd., Suite 100 Pasadena 91107 https://imacorp.com/	1.5 1.5	22.4 23.8	Granada Indemnity Company, Allied Insurance Company of America, Great Lakes Insurance, Travelers Companies, Inc., Amguard Insurance Company, Liberty Mutual Insurance Company, Hartford Underwriters Insurance Company	property/casualty with a property focus	Towerstone Inc. Denver 7 1/4	Steve Brockmeyer President, West (907) 562-2225	

¹ B&B Premier Insurance Solutions is now part of Acrisure.

² Business Journal estimate.

N/A - Not Applicable NA: Not Available Note: The information on this list was supplied by representatives of the brokerages themselves. Brokerages are ranked by 2024 Valley-area revenue from insurance brokerage services. Numbers that appear to be tied have been rounded. Marsh and Aon may have qualified for this list, but declined to provide financial information.

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 dbatra@labusinessjournal.comm. ©2025 LABJ: Inside The Valley. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media (877) 652-5295.