

MOST PRODUCTIVE: ALL AGENTS AND BROKERS

Intermediaries* ranked by 2010 brokerage revenues per employee

		REVENUE/EMPLOYEE			BROKERAGE REVENUES			EMPLOYEES		
		2010	2009	% change	2010	2009	% change	2010	2009	% change
1	Mid American Group Inc.	\$386,743	\$349,870	10.5%	\$5,801,150	\$4,898,173	18.4%	15	14	7.1%
2	DataRisk L.L.C. ¹	\$320,283	\$296,667	8.0%	\$1,921,700	\$1,780,000	8.0%	6	6	NA
3	Frank Crystal & Co. Inc.	\$313,167	\$304,282	2.9%	\$131,530,000	\$129,320,000	1.7%	420	425	(1.2%)
4	Capacity Group of Cos.	\$304,017	\$289,331	5.1%	\$60,195,269	\$55,262,173	8.9%	198	191	3.7%
5	Mesirow Insurance Services Inc. ²	\$277,764	\$282,655	(1.7%)	\$87,495,570	\$89,036,480	(1.7%)	315	315	0.0%
6	BKCW L.P. dba Bigham Kliewer Chapman & Watts Insurance	\$262,852	\$255,314	3.0%	\$6,834,140	\$6,382,847	7.1%	26	25	4.0%
7	Bollinger Inc.	\$261,553	\$253,279	3.3%	\$116,391,174	\$106,123,953	9.7%	445	419	6.2%
8	Conner Strong & Buckelew Cos. Inc.	\$252,452	\$249,066	1.4%	\$70,939,000	\$68,244,000	3.9%	281	274	2.6%
9	Alliant Insurance Services Inc.	\$249,068	\$311,507	(20.0%)	\$357,661,650	\$352,314,100	1.5%	1,436	1,131	27.0%
10	Frenkel & Co. Inc.	\$242,279	\$231,605	4.6%	\$55,481,947	\$54,427,247	1.9%	229	235	(2.6%)
11	Western Benefit Solutions L.L.C.	\$241,895	\$299,500	(19.2%)	\$4,596,000	\$4,792,000	(4.1%)	19	16	18.8%
12	Graham Co.	\$236,087	\$226,792	4.1%	\$34,940,811	\$36,513,491	(4.3%)	148	161*	(8.1%)
13	Integro USA Inc.	\$235,190	\$219,444	7.2%	\$80,670,000	\$63,200,000	27.6%	343	288	19.1%
14	Beecher Carlson Holdings Inc.	\$229,252	\$197,411	16.1%	\$94,680,900	\$95,744,200	(1.1%)	413	485	(14.8%)
15	Associated Financial Group L.L.C.	\$228,839	\$234,439	(2.4%)	\$51,259,900	\$52,045,467	(1.5%)	224	222	0.9%
16	USI Holdings Corp.	\$226,450	\$222,540	1.8%	\$632,249,000	\$628,009,000	0.7%	2,792	2,822	(1.1%)
17	Woodruff-Sawyer & Co.	\$226,417	\$227,907	(0.7%)	\$65,208,200	\$58,800,000	10.9%	288	258	11.6%
18	Assurance Agency Ltd.	\$221,871	\$203,199	9.2%	\$44,818,000	\$39,827,000	12.5%	202	196	3.1%
19	Benefit Controls Cos.	\$221,765	\$297,458	(25.4%)	\$18,850,000	\$17,550,000	7.4%	85	59	44.1%
20	William Gallagher Associates Insurance Brokers Inc.	\$220,973	\$227,352	(2.8%)	\$43,752,710	\$44,333,721	(1.3%)	198	195	1.5%
	Average	\$257,946	\$258,981	(0.4%)	\$98,263,856	\$95,430,193	3.0%	404	386	4.5%

*Reflects U.S. agents and brokers in *BI* directory deriving a majority of revenues from commercial retail brokerage or employee benefits. 1 Fiscal year ending Jan. 31. 2 Fiscal year ending March 31. NA= not applicable

Source: *BI* survey

Researched by Kevin Edison

MOST PRODUCTIVE: LARGEST PRODUCERS OF U.S. BUSINESS

Intermediaries* ranked by 2010 brokerage revenues per employee from U.S.-based clients

	Company	REVENUE/EMPLOYEE			BROKERAGE REVENUES			EMPLOYEES		
		2010	2009	% change	2010	2009	% change	2010	2009	% change
1	Frank Crystal & Co. Inc.	\$313,167	\$304,282	2.9%	\$131,530,000	\$129,320,000	1.7%	420	425	(1.2%)
2	Capacity Group of Cos.	\$304,017	\$289,331	5.1%	\$60,195,269	\$55,262,173	8.9%	198	191	3.7%
3	Mesirow Insurance Services Inc. ¹	\$277,764	\$282,655	(1.7%)	\$87,495,570	\$89,036,480	(1.7%)	315	315	NA
4	Bollinger Inc.	\$261,553	\$253,279	3.3%	\$116,391,174	\$106,123,953	9.7%	445	419	6.2%
5	Conner Strong & Buckelew Cos. Inc.	\$252,452	\$249,066	1.4%	\$70,939,000	\$68,244,000	3.9%	281	274	2.6%
6	Alliant Insurance Services Inc.	\$249,068	\$311,507	(20.0%)	\$357,661,650	\$352,314,100	1.5%	1,436	1,131	27.0%
7	Frenkel & Co. Inc.	\$242,279	\$231,605	4.6%	\$55,481,947	\$54,427,247	1.9%	229	235	(2.6%)
8	Graham Co.	\$236,087	\$226,792	4.1%	\$34,940,811	\$36,513,491	(4.3%)	148	161	(8.1%)
9	Integro USA Inc.	\$235,190	\$219,444	7.2%	\$80,670,000	\$63,200,000	27.6%	343	288	19.1%
10	Beecher Carlson Holdings Inc.	\$229,252	\$197,411	16.1%	\$94,680,900	\$95,744,200	(1.1%)	413	485	(14.8%)
	Average	\$260,284	\$256,738	1.4%	\$108,998,833	\$105,018,765	3.8%	624	593	5.2%

*Reflects U.S. agents and brokers in *BI* directory deriving a majority of revenue from commercial retail brokerage or employee benefits. ¹ Fiscal year ending March 31.

Source: *BI* survey

Researched by Kevin Edison