

CRAIN'S LIST: LARGEST BUSINESS INSURANCE AGENCIES Ranked by 2011 revenue

Rank	Company Address Phone; website	Top executive(s)	Revenue (\$'000,000) 2011	Revenue (\$'000,000) 2010	Premium volume (\$'000,000) 2011	Detroit-area employees 2012	Total U.S. employees 2012	Revenue source				Compensation	
								Retail	Wholesale	Services	Other	Commissions	Fees
1.	Meadowbrook Inc. 26255 American Drive, Southfield 48034-6112 (248) 358-1100; www.meadowbrook.com	Robert Cubbin president and CEO	\$134.9	\$134.8	\$1,300.0	278	1,039	36	0	62	2	21	79
2.	Aon Corp. 3000 Town Center, Suite 3000, Southfield 48075 (248) 936-5200; www.aon.com	Carol Williams resident managing director, CEO, Aon Risk Solutions Paul Barbick Michigan market leader, Aon Hewitt LeAnne McCorry executive chairman and managing principal, Aon Risk Solutions	113.1	120.3	NA	131	33,000	85	0	15	0	40	60
3.	Brown & Brown 35735 Mound Road, Sterling Heights 48310 (586) 977-6300; www.bbdetroit.com	Eugene LoVasco president, Sterling Heights David Lucas president, Fenton Angela Garner president, Saginaw Paul Glantz president, Troy	70.0	80.3	NA	349	5,664	30	70	0	0	98	2
4.	Wells Fargo Insurance Services 4000 Town Center, Suite 800, Southfield 48075 (248) 353-5800; wfis.wellsfargo.com	Kevin Youngs managing director, Southfield	24.9	25.4	NA	129	7,525	100	0	0	0	45	55
5.	Valenti, Trobec, Chandler Inc. 1175 W. Long Lake Road, Troy 48098 (248) 828-3377; www.vtcins.com	Alan Chandler president and CEO	20.1	19.7	122.5	123	126	98	0	2	0	98	2
6.	Hylant Group 24 Frank Lloyd Wright Drive, Suite J4100, Ann Arbor 48105 (734) 741-0044; www.hylant.com	Mark Miller regional vice president, Michigan	15.9	16.2	193.6	91	580	99	0	0	1	87	13
7.	Kapnick Insurance Group 26100 American Drive, Suite 300, Southfield 48034 (248) 352-4455; www.kapnick.com	Robert Weiland executive vice president, corporate Stephen Peck president, benefit services	15.5	14.0	NA	50	123	100	0	100	0	90	10
8.	Michigan Financial Cos. Inc. 28411 Northwestern Highway, Suite 1300, Southfield 48034 (248) 663-4700; www.michiganfinancial.com	Nick Valenti president and CEO	14.1	11.3	12.9	90	125	100	0	0	0	NA	NA
9.	McGraw Wentworth 3331 W. Big Beaver Road, Suite 200, Troy 48084 (248) 822-8000; www.mcgrawwentworth.com	Thomas McGraw president and principal	13.7	12.5	454.0	70	70	NA	NA	NA	NA	95	5
10.	Ralph C. Wilson Agency Inc. 26026 Telegraph Road, Suite 100, Southfield 48086 (800) 638-1174; www.rcwa.net	Stefano Vannelli president and CEO	6.5	6.2	NA	45	45	100	0	0	0	98	2
11.	Daly Merritt Insurance 100 Maple, Wyandotte 48192 (734) 283-1400; www.dalymerritt.com	Martin Daly president and CEO	6.2	4.6	68.4	39	39	98	0	1	1	99	1
12.	Alliant Insurance Services 1050 Wilshire Drive, Suite 210, Troy 48084 (248) 540-3131; www.alliantinsurance.com	Jeffrey Swarbrick executive vice president	5.6	5.5	40.0	21	1,474	NA	NA	NA	NA	NA	NA
13.	The Huttenlocher Group 1007 W. Huron, Waterford Township 48328 (248) 681-2100; www.hgway.com	David Huttenlocher CEO	5.4	4.6	NA	42	42	100	0	0	0	95	5
14.	Korotkin Insurance Group 26877 Northwestern Highway, Suite 400, Southfield 48033 (248) 352-9124; www.korotkin.com	Kenneth Korotkin president	4.8	4.7	NA	NA	43	NA	NA	NA	NA	NA	NA
15.	Oswald Cos. 700 Forest Ave., Birmingham 48009-6658 (248) 433-1466; oswaldcompanies.com	Donald Engle senior vice president, branch manager	4.4	3.0	27.0	20	257	85	15	99	1	70	30
16.	J.S. Clark Agency Inc. 25900 W. 11 Mile Road, Suite 210, Southfield 48034 (248) 355-9600; www.jsclarkagency.com	Joel Clark president and CEO	3.4	3.6	NA	20	20	NA	NA	NA	NA	NA	NA
17.	Capital Insurance Group 1263 W. Square Lake Road, Bloomfield Hills 48302 (248) 333-2500; www.capitalinsuranceagent.com	Robert Moglia Jr. president Edmund George vice president Tom Moglia vice president Donn Johnson vice president	3.0	3.0	28.1	22	22	NA	NA	NA	NA	NA	NA
18.	Goodman Venegas 2800 Livernois, Suite 170, Troy 48083 (248) 740-9090; www.goodmanvenegas.com	M. Paul Venegas president Regina Goodman co-owner	2.8	2.7	28.0	15	15	NA	NA	NA	NA	90	10
19.	Insurance Advisors Inc. 8884 Commerce Road, Commerce Township 48382 (248) 363-5746; www.ins-advisors.com	John Walker president	2.7	2.7	20.0	30	30	NA	NA	NA	NA	NA	NA
20.	CIA Financial Group Inc. 45600 Village Blvd., Shelby Township 48315 (586) 532-7300; www.ciafg.com	Samual Crudo CEO Michael Clancy president	2.5	2.5	18.9	26	26	90	0	0	10	98	2

This list is an approximate compilation of the largest such agencies in Wayne, Oakland, Macomb, Washtenaw and Livingston counties. No. 5 on last year's list, Cambridge Consulting Group, which Crain's believes would make this list, did not provide figures and a reliable estimate could not be made. It is not a complete listing but the most comprehensive available. Unless otherwise noted, information was provided by the companies. Companies with headquarters elsewhere are listed with the address and top executive of their main Detroit-area office. Actual revenue figures may vary. NA = not available.

LIST RESEARCHED BY BRIANNA REILLY