

INSURANCE BROKERS AND AGENTS

RANKED BY 2013 METRO-AREA REVENUE

Name/Prior/URL	Address/Phone	2013 metro-area revenue	2013 revenue companywide	2013 premium volume generated in the metro area	2013 premium volume total	Headquarters	Senior local executive
1 The Meltzer Group Inc. ① meltzer.com	6500 Rock Spring Drive Suite 500 Bethesda, Md. 20817 301-581-7300	\$30.43 million	\$33.05 million	\$435.21 million	\$455.4 million	Bethesda	Alan Meltzer CEO and founder Jack Abel President
2 Lockton Cos. LLC ② lockton.com	1801 K St. NW Suite 200 Washington, D.C. 20006 202-414-2400	\$27 million	\$1 billion	\$375 million	\$20 billion	Kansas City, Mo.	Robert Connolly President
3 Potomac Basin Group Associates LLC ③ potomacbasin.com	4740 Corridor Place Suite B Beltsville, Md. 20705 301-937-0422	\$25.03 million	\$25.03 million	\$370.5 million	\$390 million	Beltsville	James Bendel President
4 Wells Fargo Insurance Services USA Inc. ④ wellsfargo.com/wfis	1401 H St. NW Suite 750 Washington, D.C. 20005 202-783-5810	\$23.9 million	\$1.62 billion	\$280.59 million	\$11 billion	Chicago	Ted Cadmus Senior vice president and managing director
5 Armfield, Harrison & Thomas Inc. ⑦ ahtins.com	20 S. King St. Leesburg, Va. 20175 703-777-2341	\$15.59 million	\$25.68 million	\$139.32 million	\$278.67 million	Leesburg	Alexander Green President
6 Associated Insurance Management Inc. ⑥ n/a	8120 Fenton St. Suite 300 Silver Spring, Md. 20910 301-587-4200	\$14.82 million	\$14.82 million	\$111.16 million	\$111.16 million	Silver Spring	John Scott President
7 BB&T Insurance Services ⑤ bbt.com	3975 Fair Ridge Drive Suite 110 N. Fairfax, Va. 22033 703-352-2222	\$14.4 million	\$389.2 million	\$149.97 million	\$5.3 billion	Raleigh, N.C.	John Haase Agency executive and commercial practice leader
8 The Jacobs Co. ⑫ jacobscompany.com	14900 Bogle Drive Suite 204 Chantilly, Va. 20151 703-631-2140	\$10.5 million	\$17.13 million	\$84 million	\$137 million	Columbia, Md.	Frank Jacobs President
9 Business Benefits Group Inc. ⑩ bbgbroker.com	4069 Chain Bridge Road Top Floor Fairfax, Va. 22030 703-385-7200	\$9.2 million	\$9.2 million	\$200.6 million	\$200.6 million	Fairfax	Jerry Andreatos CEO Dennis Stefanakis Director
10 Keller Benefit Services Inc. ⑨ kellerbenefit.com	7316 Wisconsin Ave. Suite 400 Bethesda, Md. 20814 301-652-3650	\$9.12 million	\$9.12 million	\$450,000	\$450,000	Bethesda	Margaret Flickinger CEO and managing principal
11 The Insurance Exchange Inc. ⑪ tie-inc.com	9713 Key West Ave. Suite 401 Rockville, Md. 20850 800-346-1403	\$9.02 million	\$9.02 million	\$127.3 million	\$127.3 million	Rockville	Joseph Brown President and CEO
12 Long & Foster Insurance Agency Inc. ⑬ longandfosterinsurance.com	14501 George Carter Way Chantilly, Va. 20151 866-275-4534	\$6.84 million	\$7.31 million	\$45.91 million	\$50.56 million	Chantilly	Patrick Bain President
13 Raffa Financial Services Inc. ⑯ raffafinancial.com	1445 Research Blvd. Suite 340 Rockville, Md. 20850 240-403-2540	\$5.01 million	\$5.01 million	\$141.9 million	\$141.9 million	Rockville	Steven Heger President
14 Integrated Insurance Solutions Inc. ⑮ integrated-usa.com	44675 Cape Court Suite 100 Ashburn, Va. 20147 703-726-0700	\$4.93 million	\$5.06 million	\$69.03 million	\$79.41 million	Ashburn	Trey Mauck Principal
15 Ames & Gough Insurance/Risk Management ⑰ amesgough.com	8300 Greensboro Drive Suite 980 McLean, Va. 22102 703-827-2277	\$4.72 million	\$6.7 million	\$42.47 million	\$60.67 million	McLean	Dan Knise President and CEO
16 Moody Insurance Worldwide Inc. ⑱ moodyinsurance.com	20251 Century Blvd. Suite 425 Germantown, Md. 20874 301-417-0001	\$4.7 million	\$4.7 million	\$55 million	\$55 million	Germantown	Christopher Moody President
17 Kelly Insurance Agency/Summit Insurance Services ⑲ kellyinsurance.com	26 North King St. Leesburg, Va. 20176 703-777-8899	\$4.54 million	\$4.54 million	\$93.5 million	\$93.5 million	Leesburg	Dario Campolattaro CEO
18 Kerxton Insurance Agency Inc. ⑱ kerxton.com	7679 Limestone Drive Suite 155 Gainesville, Va. 20155 703-352-0030	\$4 million	\$4 million	\$39 million	\$39 million	Gainesville	Jeffrey Kerxton CEO Bradley Kerxton President
19 McLean Insurance Agency Inc. ⑳ mcleaninsurance.com	46179 Westlake Drive Suite 300 Potomac Falls, Va. 20165 703-790-5770	\$1.5 million	\$1.5 million	\$9.6 million	\$9.6 million	Potomac Falls	Douglas Megill President and CEO

► CLOSER LOOK

RE-RANKING THE LIST

Which insurance agency in the Washington region raked in the most money from insurance premiums? Here's how the List would look if we ranked companies by the highest premium volume in the region.

1. The Meltzer Group
\$435.2M
2. Lockton Cos. LLC
375.0M
3. Potomac Basin Group Associates LLC
370.5M
4. Wells Fargo Insurance Services USA Inc.
280.6M
5. Business Benefits Group
200.6M
6. BB&T Insurance Services
150.0M
7. Raffa Financial Services Inc.
141.9M
8. Armfield, Harrison & Thomas Inc.
139.3M
9. The Insurance Exchange Inc.
127.3M
10. Associated Insurance Management Inc.
111.2M

ABOUT THE LIST

The List does not endorse the participants or suggest the quality of products and services. Although every attempt is made to ensure the accuracy and thoroughness of Business Journal lists, omissions sometimes occur. Information was obtained from firm representatives. In case of ties, companies are listed alphabetically.

NEED A COPY OF THE LIST?

Information for obtaining reprints, web permissions and commemorative plaques can be obtained from Bobbi Meredith at 877-397-5134 or reprints@bizjournals.com.