

MINNEAPOLIS/ST. PAUL BUSINESS JOURNAL

BOOK OF LISTS

Research by Mary Zenzen
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Print Editor Kim Johnson at kkj@bizjournals.com.

INSURANCE BROKERS

METRO-AREA INSURANCE BROKERS RANKED BY 2014 WRITTEN PREMIUM VALUE (ORIGINALLY PUBLISHED MAY 15)

Name / Rank in 2014 (* not ranked) Website	Address Phone	Written premium value in 2014	Metro employees ¹	Headquarters	Top local executive(s), email(s)
1 Hays Cos. ① hayscompanies.com	80 S. 8th St. #700 Minneapolis, MN 55402 612-333-3323	\$1.82 billion	261	Minneapolis	James Hays
2 Willis of Minnesota ② willis.com	1600 Utica Ave. S #600 St. Louis Park, MN 55416 763-302-7100	\$1.51 billion	200	London	Scot Housh, scot.housh@willis.com
3 Associated Financial Group ③ associatedfinancialgroup.com	12600 Whitewater Dr. #100 Minnetonka, MN 55343 952-945-0200	\$1.17 billion	244	Minnetonka	Dean Hildebrandt, dean.hildebrandt@associatedfinancialgroup.com
4 Marsh & McLennan Agency ④ rjfagencies.com	7225 Northland Dr. N #300 Brooklyn Park, MN 55428 763-746-8000	\$619.21 million	163	White Plains, N.Y.	William Jeatran, jeatran@rjfagencies.com
5 Wells Fargo Insurance Services USA Inc. ⑥ wfis.wellsfargo.com	400 Hwy. 169 S #800 St. Louis Park, MN 55426 952-242-3100	\$522 million	165	Chicago	Laurie Nordquist Jason Paulnock, jason.paulnock@wellsfargo.com
6 The KNW Group ⑦ knwgroup.com	4350 Baker Rd. #250 Minnetonka, MN 55343 952-593-0265	\$500 million	40	Minnetonka	Marty Nanne, mnanne@knwgroup.com
7 Arthur J. Gallagher & Co. ⑤ ajg.com	3600 American Blvd. W #500 Bloomington, MN 55431 952-356-3840	\$497.59 million	153	Chicago	Michael O'Brien, mike.o'brien@ajg.com Wes Van Der Voort, wes_vandervoort@ajg.com
8 North Risk Partners northriskpartners.com	206 Little Canada Rd. E St. Paul, MN 55117 651-484-1516	\$362 million	144	St. Paul	Pat McCann pmccann@johnsonmccann.com
9 CBIZ Benefits & Insurance Services Inc. ⑨ cbiz.com/benefits-mn	222 9th St. S #1000 Minneapolis, MN 55402 612-436-4600	\$360 million	180	Cleveland	Daniel Michels, dmichels@cbiz.com Jeff Maas, jmaas@cbiz.com
10 Christensen Group ⑩ christensengroup.com	11100 Bren Rd. W Minnetonka, MN 55343 952-653-1000	\$285 million	102	Minnetonka	Bruce Christensen, bchristensen@christensengroup.com
11 Hanratty & Associates ⑫ hanrattyassoc.com	15350 25th Ave. N #114 Plymouth, MN 55447 763-746-7840	\$141 million	35	Plymouth	Justin Hanratty, justinh@hanrattyassoc.com
12 Lockton Cos. ⑭ lockton.com	5500 Wayzata Blvd. #510 Golden Valley, MN 55416 763-512-8600	\$116 million	39	Kansas City, Mo.	Mark Henderson, mhenderson@lockton.com
13 Bremer Insurance Agencies Inc. ⑮ bremer.com	6333 S. Concord St. South St. Paul, MN 55075 651-552-2424	\$115.1 million	27	South St. Paul	Mark Schmiel, MRSchmiel@bremer.com
14 Bearenc Management Group ⑬ bearenc.com	2010 Centre Pointe Blvd. Mendota Heights, MN 55120 651-379-7800	\$112.01 million	67	West Des Moines, Iowa	Stan Hamann, shamann@bearenc.com
15 Lee F. Murphy Inc. ⑮ leefmurphy.com	2361 Hwy. 36 W. St. Paul, MN 55113 651-644-7200	\$98 million	63	St. Paul	Robert Murphy, rmurphy@leefmurphy.com
16 Northern Capital Insurance Group ⑮ northerncapital-mn.com	8200 Highwood Dr. Bloomington, MN 55438 952-996-8818	\$77 million	45	Bloomington	Steven Leupke, steveleupke@northerncapital-mn.com
17 Maguire Agency ⑯ maguireagency.com	1970 Oakcrest Ave. #300 Roseville, MN 55113 651-638-9100	\$57 million	48	Roseville	Matt Clysdale, mctclysdale@maguireagency.com
18 Horizon Agency Inc. ⑮ horizonagency.com	6500 City W. Pkwy. #100 Eden Prairie, MN 55344 952-944-2929	\$41 million	52	Eden Prairie	Daniel Scattarella, dans@horizonagency.com Lawrence Kitts, larry@horizonagency.com James Hoeschler, jake@horizonagency.com
19 SevenHills Benefit Partners ⑳ sevenhillsservice.com	345 St. Peter St. #2040 St. Paul, MN 55102 651-209-9810	\$40 million	12	St. Paul	Chris Schneeman, cschneeman@sevenhillsservice.com
20 Insurance Advisors Inc. ㉑ iaimn.com	15020 27th Ave. N Plymouth, MN 55447 763-536-8006	\$36.6 million	30	Plymouth	Patty Czock Jason Richmond Chuck Simmons, c.simmons@iaimn.com
21 PCG Agencies Inc. ㉒ pcgagencies.com	119 14th St. NW #300 New Brighton, MN 55112 651-605-2777	\$30 million	30	New Brighton	Bruce Humphrey, bruceh@pcgagencies.com
22 Dyste Williams ㉓ dystewilliams.com	6465 Wayzata Blvd. #700 St. Louis Park, MN 55426 952-593-5025	\$22.4 million	19	St. Louis Park	Ted Dyste, tdyste@dystewilliams.com
23 Clairmont Financial Group ㉔ clairmontgroup.com	601 Carlson Pkwy. #1050 Minnetonka, MN 55305 952-449-5151	\$15.35 million	7	Minnetonka	James Clairmont, james.clairmont@clairmontgroup.com
24 Sailer Benefit Services Inc. ㉕ sailerbenefit.com	8623 Eagle Point Blvd. Lake Elmo, MN 55042 651-702-5626	\$15 million	6	Lake Elmo	Gregory Sailer, greg@sailerbenefit.com
25 Peilen & Peilen ㉖ peilen.com	706 2nd Ave. S #620 Minneapolis, MN 55402 612-333-2309	\$3.2 million	2	Minneapolis	Bruce Peilen, bpeilen@peilen-peilen.com