

Top 20 Banks in Insurance Brokerage Fee Income

(2024/Nationally)

2025 Rank	2024 Insurance Brokerage Fee Income	Bank Holding Name	City, State	Website
1	\$263,000,000	Citibank, N.A.	Sioux Falls, South Dakota	www.citibank.com
2	\$116,511,000	Townebank	Portsmouth, Virginia	www.townebank.com
3	\$78,207,000	Discover Bank	Greenwood, Delaware	www.discovercard.com
4	\$61,368,000	Frost Bank	San Antonio, Texas	www.frostbank.com
5	\$25,000,000	First-Citizens Bank & Trust Company	Raleigh, North Carolina	www.firstcitizens.com
6	\$24,916,000	Salem Five Cents Savings Bank	Salem, Massachusetts	www.salemfive.com
7	\$23,455,000	Univest Bank and Trust Co.	Souderton, Pennsylvania	www.univest.net
8	\$21,000,000	JPMorgan Chase Bank, N.A.	Columbus, Ohio	www.jpmorganchase.com
9	\$19,947,000	Adirondack Trust Company	Saratoga Springs, New York	www.adirondacktrust.com
10	\$19,401,000	Peoples Bank	Marietta, Ohio	www.peoplesbankcorp.com
11	\$19,000,000	Fifth Third Bank N.A.	Cincinnati, Ohio	www.53.com
12	\$17,929,000	Washington Federal Bank N.A.	Seattle, Washington	www.wafdbank.com
13	\$16,296,000	Provident Bank	Jersey City, New Jersey	www.provident.bank
14	\$15,666,000	Citizens Bank N.A.	Providence, Rhode Island	www.citizensbank.com
15	\$15,298,000	PNC Bank National Association	Wilmington, Delaware	www.pnc.com
16	\$14,849,000	Arvest Bank	Fayetteville, Arkansas	www.arvest.com
17	\$14,476,000	First State Community Bank	Farmington, Missouri	www.fscb.com
18	\$13,753,000	Pinnacle Bank	Nashville, Tennessee	www.pnfp.com
19	\$13,206,000	Choice Financial Group	Fargo, North Dakota	www.bankwithchoice.com
20	\$12,879,000	First United Bank and Trust Co.	Durant, Oklahoma	www.firstunitedbank.com

Note about this report: These rankings include commercial banks, savings banks, and savings associations (a.k.a. thrifts), which are required to report line item fee income like insurance brokerage. Source: Michael White's Bank Insurance Fee Income Report - 2025 Edition

Top 20 Bank Holding Companies in Insurance Brokerage Fee Income

(2024/Nationally)

2025 Rank	2024 Insurance Brokerage Fee Income	Bank Name	City, State	Website
1	\$313,000,000	Citigroup Inc.	New York, New York	www.citigroup.com
2	\$129,000,000	American Express Company	New York, New York	www.americanexpress.com
3	\$98,883,000	Stifel Financial Corp.	St. Louis, Missouri	www.stifelbank.com
4	\$91,000,000	Morgan Stanley	New York, New York	www.morganstanley.com
5	\$78,207,000	Discover Financial Services	Riverwoods, Illinois	www.discovercard.com
6	\$76,723,000	Huntington Bancshares Inc.	Columbus, Ohio	www.huntington.com
7	\$61,368,000	Cullen/Frost Bankers Inc.	San Antonio, Texas	www.frostbank.com
8	\$56,000,000	JPMorgan Chase & Co.	New York, New York	www.jpmorganchase.com
9	\$50,708,000	Community Bank System Inc.	Dewitt, New York	www.communitybankna.com
10	\$45,000,000	Popular Inc.	San Juan, Puerto Rico	www.popular.com
11	\$42,538,000	UBS Americas Holding LLC	New York, New York	www.ubs.com/us/en.html
12	\$39,100,000	Tompkins Financial Corporation	Ithaca, New York	www.tompkinstrust.com
13	\$33,428,000	BancFirst Corporation	Oklahoma City, Oklahoma	www.bancfirst.bank
14	\$28,382,000	First Mid BancShares Inc.	Mattoon, Illinois	www.firstmid.com
15	\$26,579,000	Origin Bancorp Inc.	Ruston, Louisiana	www.origin.bank
16	\$25,000,000	First Citizens Bancshares Inc.	Raleigh, North Carolina	www.firstcitizens.com
17	\$24,916,000	Salem Five Bancorp	Salem, Massachusetts	www.salemfive.com
18	\$24,171,000	Choice Financial Holdings Inc.	Fargo, North Dakota	www.bankwithchoice.com
19	\$23,455,000	Univest Financial Corp.	Souderton, Pennsylvania	www.univest.net
20	\$22,718,000	F.N.B. Corporation	Greenville, Pennsylvania	www.fnb-online.com

About this report: With a few exceptions, the Federal Reserve Board requires only what it defines as "large" bank holding companies (i.e., BHCs with consolidated assets in excess of \$1 billion) to file line item fee income like insurance brokerage. Ranking excludes several traditional life insurers that do not engage in significant banking activities. Source: Michael White's Bank Insurance Fee Income Report - 2025 Edition



Insurance Journal's 2025 Top 100 Property/Casualty Agencies

Ranked by 2024 Total P/C Revenue

2025 Rank	Agency Name	2024 Total P/C Revenue	2024 Other than P/C Revenue	2024 Total P/C Premiums	2024 Other than P/C Premiums	No. of Employees	Main Office
1	Alliant Insurance Services/Confie	\$3,430,361,887	\$1,643,165,385	\$22,251,097,827	\$26,175,359,960	14,141	Irvine, California
2	HUB International Ltd.	\$2,854,779,000	\$1,954,941,000	\$22,800,000,000	\$26,200,000,000	19,334	Chicago, Illinois
3	Acrisure LLC	\$2,835,000,000	\$450,500,000	\$17,561,620,000	\$7,889,000,000	19,670	Grand Rapids, Michigan
4	Lockton	\$2,374,880,000	\$1,627,794,000	\$15,760,000,000	\$69,690,000,000	13,276	Kansas City, Missouri
5	AssuredPartners	\$1,931,090,000	\$1,014,594,000	\$17,639,256,831	\$9,122,736,800	10,770	Orlando, Florida
6	BroadStreet Partners Inc.	\$1,826,932,000	\$382,668,000	\$11,082,000,000	\$6,267,000,000	9,200	Columbus, Ohio
7	USI Insurance Services	\$1,547,352,549	\$1,301,676,819	\$12,600,000,000	\$9,700,000,000	10,523	Valhalla, New York
8	Accession Risk Management Group	\$1,262,682,994	\$39,249,331,640	\$8,551,527,630	\$6,554,476,507	5,386	Boston, Massachusetts
9	The Baldwin Group	\$1,061,048,000	\$232,058,000	\$5,902,135,649	\$2,770,842,700	4,277	Tampa, Florida
10	EPIC Insurance Brokers & Consultants	\$878,358,000	\$370,174,000	\$5,900,000,000	\$4,300,000,000	3,400	San Francisco, California
11	Alera Group	\$734,000,000	\$840,000,000			4,500	Deerfield, Illinois
12	Higginbotham	\$608,778,000	\$299,721,000	\$6,582,000,000	\$3,018,000,000	3,627	Fort Worth, Texas
13	IMA	\$604,325,457	\$216,939,899	\$7,840,125,365	\$4,061,504,732	2,739	Denver, Colorado
14	World Insurance Associates LLC	\$588,000,000	\$56,000,000	\$4,325,000,000	\$918,000,000	2,730	Iselin, New Jersey
15	Highstreet Insurance Partners	\$576,719,632				2,800	Traverse City, Michigan
16	Truordia	\$564,669,705	\$298,775,550	\$4,256,992,990	\$3,761,343,169	5,163	London, Utah
17	Hilb Group	\$432,915,085	\$162,474,915			2,318	Richmond, Virginia
18	Leavitt Group	\$393,521,824	\$111,291,208	\$2,972,568,895	\$1,485,411,149	2,936	Cedar City, Utah
19	Cross Insurance	\$307,000,000	\$36,000,000	\$4,287,000,000	\$2,473,000,000	1,148	Bangor, Maine
20	Insurance Office of America Inc.	\$294,768,870	\$35,863,457	\$2,844,189,964	\$536,064,444	1,532	Longwood, Florida
21	ALKEME	\$265,000,000	\$50,000,000	\$1,900,000,000	\$700,000,000	1,200	Ladera Ranch, California
22	CAC Group	\$260,042,750	\$33,489,200	\$1,790,000,000	\$460,000,000	548	Birmingham, Alabama
23	Patriot Growth Insurance Services LLC	\$259,029,000	\$301,018,250	\$1,847,300,000	\$3,452,700,000	2,100	Fort Washington, Pennsylvania
24	Relation Insurance Inc.	\$258,960,000	\$53,040,000			1,300	Chicago, Illinois
25	NEW Keystone Agency Partners LLC	\$258,309,000	\$88,540,000	\$1,974,300,000	\$792,400,000	1,521	Mechanicsburg, Pennsylvania
26	TWFG	\$202,442,000	\$1,318,000	\$1,476,360,000	\$13,055,000	293	The Woodlands, Texas
27	Heffernan Insurance Brokers	\$191,693,512	\$14,405,907	\$2,120,880,442	\$519,139,557	838	Walnut Creek, California
28	The Liberty Company Insurance Brokers	\$190,000,000	\$35,000,000	\$1,500,000,000	\$400,000,000	800	Gainesville, Florida
29	Inszone Insurance	\$177,320,191	\$22,654,098			949	Anaheim, California
30	INSURICA Insurance Services LLC	\$173,640,680	\$24,938,564	\$1,224,034,900	\$410,459,190	877	Oklahoma City, Oklahoma
31	Hylant	\$138,321,119	\$66,734,119	\$1,343,500,000	\$2,100,000,000	1,060	Toledo, Ohio
32	Sunstar Insurance Group	\$132,000,000	\$33,000,000	\$1,310,000,000	\$430,000,000	923	Memphis, Tennessee
33	Unison Risk Advisors	\$128,765,000	\$6,935,000	\$1,193,530,000	\$1,200,000,000	1,060	Cleveland, Ohio
34	TrueNorth	\$115,626,295	\$22,203,674	\$1,189,056,450	\$655,846,767	595	Cedar Rapids, Iowa
35	AIS Insurance*	\$109,400,000		\$840,000,000		435	Irvine, California
36	Shepherd Insurance	\$102,981,223	\$12,541,877	\$732,171,004	\$601,032,100	571	Carmel, Indiana
37	Towne Insurance**	\$99,459,606	\$18,649,418	\$690,696,602	\$616,648,600	484	Norfolk, Virginia
38	Premier Group Insurance Inc.	\$98,185,000		\$840,200,000		41	Greenwood Village, Colorado
39	Lawley Insurance	\$97,599,206	\$40,917,176	\$689,023,365	\$540,775,417	573	Buffalo, New York
40	Oakbridge Insurance Agency LLC	\$95,075,734	\$18,464,238	\$690,590,964	\$137,445,095	527	LaGrange, Georgia
41	NEW OneDigital	\$94,600,000	\$1,205,400,000	\$764,000,000	\$11,700,000,000	510	Atlanta, Georgia
42	Sterling Seacrest Pritchard	\$92,252,758	\$24,619,868	\$739,776,280	\$206,849,216	370	Atlanta, Georgia
43	Marshall + Sterling Enterprises Inc.	\$89,277,128	\$49,763,312	\$606,579,154	\$614,015,679	547	Poughkeepsie, New York
44	Robertson Ryan Insurance	\$85,911,305	\$5,970,091	\$632,000,000	\$31,000,000	557	Milwaukee, Wisconsin
45	Houchens Insurance Group	\$84,469,840	\$27,759,637	\$578,243,412	\$225,000,000	397	Bowling Green, Kentucky
46	Starkweather & Shepley Insurance Brokerage Inc.	\$84,074,913	\$7,019,782	\$519,373,442	\$214,028,571	313	East Providence, Rhode Island
47	Bowen, Miclette & Britt Insurance Agency LLC	\$73,993,565	\$13,093,748	\$510,808,221		250	Houston, Texas
48	Turner Surety & Insurance Brokerage	\$68,981,800	\$166,800	\$450,558,500	\$2,847,400	123	Saddle Brook, New Jersey
49	Atlas Insurance Brokers LLC	\$66,887,908	\$3,915,576	\$529,012,240		27	Rochester, Minnesota
50	Signers National LLC	\$65,936,742		\$400,000,000		250	New York, New York

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