

# TOP INSURANCE BROKERAGES

CONNER  
STRONG &  
BUCKELEW

As seen in *Philadelphia Business Journal*, May 1st, 2020

Ranked by Number of Local Employees

2020 Rank	Name/URL	Address	Local Employees	Lines of Insurance Products	Top Local Executive
1	<b>Willis Towers Watson</b> www.willistowerswatson.com	1735 Market St. Philadelphia, PA 19103	1100	All Property and Casualty insurance; Employee Benefits Insurance; Reinsurance	Brad Messinger
2	<b>Aon</b> aon.com	1650 Market St. #1000 Philadelphia, PA 19103	1000	Property; casualty; directors and officers; cyber liability; environmental; surety; transaction liability; health and benefits; reinsurance	David Bennink Marc Armstrong Bob Farkas Jack Reick Joe McGinty
3	<b>Arthur J. Gallagher &amp; Co.</b> ajg.com	3 Radnor Corporate Center #100 Radnor, PA 19087	453	Property/casualty insurance and risk management programs including traditional and loss-sensitive coverages; alternative risk solutions; employee benefits consulting; brokerage products and services; executive and employee benefit programs; benchmarking analytics and retirement plans	Tamra Walton Dan Tropp
4	<b>Conner Strong &amp; Buckelew</b> connerstrong.com	2 Cooper St. 18th Fl. Camden, NJ 08102	369	Property and casualty; employee benefits; risk management	Joseph Buckelew Michael Tiagwad George E. Norcross III
5	<b>CBIZ Benefits &amp; Insurance Services Inc.</b> cbiz.com	401 Plymouth Rd. #200 Plymouth Meeting, PA 19462	346	Group health and welfare; property and casualty; life; retirement	Robin Widdis
6	<b>Mercer</b> merc.com	1717 Arch St. 11th Fl. Philadelphia, PA 19103	185	All health & welfare, employee benefit lines	Chris McCarthy
7	<b>OneDigital Health and Benefits</b> onedigital.com	660 American Ave. #101 King of Prussia, PA 19406	150	Medical fully-insured; level-funded; standalone self-insured; consortiums and captives; referenced based pricing; Rx plans; dental; life and disability; voluntary benefits	Shawn Orenstein Matthew Mink
8	<b>Corporate Synergies Group LLC</b> corpsyn.com	2 Aquarium Dr. #200 Camden, NJ 08103	127	Medical; dental; vision; short-term disability; long-term disability; voluntary benefits and ancillary	Jeff Miller
9	<b>Brown &amp; Brown of Pennsylvania LP.</b> bbofpa.com	125 E. Elm St. #210 Conshohocken, PA 19428	120	Medical; dental; life; long term care; disability; vision; critical illness; property; general liability; professional liability; business auto; workers compensation; employment practices liability; crime; cyber liability; personal lines	Rob Heller
10	<b>HUB International Northeast</b> hubinternational.com	980 Jolly Rd. #100 Blue Bell, PA 19422	81	Property, Casualty, Risk Management, Employee Benefits, Life & Health, Personal Insurance, Retirement Planning & Private Wealth	Dennis O'Neill
11	<b>Lockton</b> lockton.com	1800 John F. Kennedy Blvd. #1110 Philadelphia, PA 19103	80	All lines	Chris Keith
12	<b>Lamb Insurance Services</b> lambis.com	1100 E. Hector St. 223 Conshohocken, PA 19428	70	Workers compensation; general liability; group life and health insurance; property and casualty; directors and officers	Josh Lamberg
13	<b>The Safegard Group Inc.</b> safegardgroup.com	100 Granite Dr. #205 Media, PA 19063	64	Property and casualty; fully-funded and self-funded employee benefits; life; personal lines; captive; bonding	Robert Donato William Donato
14	<b>Odell Studner Group</b> odellstudner.com	200 N. Warner Rd. #450 King of Prussia, PA 19406	55	Commercial; alternative risk/captives; private risk	Steven Odell
15	<b>Creative Benefits Inc.</b> creativebenefitsinc.com	3809 W. Chester Pike #190 Newtown Square, PA 19073	54	Group insurance products: medical; dental; vision; short and long term disability; life; supplemental life; accidental death and dismemberment; voluntary benefits; flexible spending accounts; section 125 Plans; and long term care individual insurance products: disability; disability buy-sell disability business overhead; key person disability; life insurance; long term care and Medicare.	Ruth Graham Conaghan
16	<b>Lyons Companies</b> lyonsinsurance.com	501 Carr Rd. #301 Wilmington, DE 19809	51	Property and casualty; employee benefits; personal lines; bonding; captives	Catharine Lyons
17	<b>Crumdale Partners LLC</b> crumdalepartners.com	555 E. Lancaster Ave. #640 Radnor, PA 19087	44	Employee benefits; pharmacy drug carve out; property and casualty; and medical stop loss	Matthew Naylor
18	<b>KMRD Partners Inc.</b> kmrpartners.com	2600 Kelly Rd. #120 Warrington, PA 18976	40	Property and casualty; employee benefits; personal lines	Kevin McPoyle
19	<b>BMT Insurance Advisors, a subsidiary of Bryn Mawr Trust</b> bmt.com/insurance	1436 Lancaster Ave. Berwyn, PA 19312	34	Property and casualty commercial insurance, including customized risk management programs, and personal insurance. , Offer traditional products, as well as products covering cyber liability, professional liability, medical malpractice, personal, excess/umbrella liability (limits available up to \$100 million), valuable articles, family office, employment practice liability, , corporate and not-for-profit D&O liability, foreign service coverage, international risks, and kidnap & ransom.	Kim Trubiano
20	<b>BCA Insurance Group</b> bca-insurance.com	100 B Centre Blvd. Marlton, NJ 08053	23	Personal, Commercial, Group Benefits and Surety	Nicholas Cashan Lawrence Cohen Brett Balsley
21	<b>Health Insurance Solutions Inc.</b> gethisi.com	4402 Skippack Pike Bldg. A, #102 Skippack, PA 19474	17	Prescription drug carve-out; specialty drug management; Pharmacy Benefit Administration services; health; dental; vision; life; individual Medicare; group retiree Medicare benefits; employer group waiver plans	Nanette Poserina
22	<b>Tegler Benefits Group Inc.</b> teglerebenefitsgroup.com	70 E. Lancaster Ave. Frazer, PA 19355	12	Health and welfare	Albert Tegler
23	<b>Millennium Administrators Inc.</b> millennium-tpa.com	P.O. Box 419 Lederach, PA 19450	11	Medical; pharmacy carve out; dental; level funding; medicare; LTD; STD; wellness; supplemental coverages; pet RX insurance; specializing in unique RBR programs	Sara Picard
24	<b>NorthWind LLC</b> northwindllc.com	3162 Phoenixville Pike Malvern, PA 19355	10	Medical Stop Loss, Life/AD&D, Worksite Products, Rx Carve-Out, Medical, Ancillary Lines, Specialty Products	Douglas Thomas