KANSAS CITY BUSINESS JOURNAL

As seen in the *Top 25 Book of Lists* supplement to the *Kansas City Business Journal*

THE METRO AREA'S MOST COMPREHENSIVE BUSINESS COVERAGE

AS SEEN IN THE TOP 25 BOOK OF LISTS

KANSAS CITY BUSINESS JOURNAL

ORIGINALLY PUBLISHED SEPTEMBER 1, 2006

Research director: Mark Kind
mkind@bizjournals.com
816-421-5900

RE-RANKING THE LIST:

AREA INSURANCE AGENCIES RANKED BY NUMBER OF LOCAL REGISTERED AGENTS

1. Lockton Cos. Inc.	475
2. CBIZ Benefits and Insurance Services Inc.	96
3. Haas & Wilkerson Inc.	74
4. Marsh & McLennan Cos.	60
5. Strategic Employee Benefits of Mid-America Inc.	60
6. Cretcher-Lynch & Co.	57
7. Thomas McGee LC	55
8. Haake Cos.	54
9. Arthur J. Gallagher & Co.	43
10. Hays Cos. LLC	30
11. Twin Lakes Insurance Agency	26
12. Bukaty Cos.	25
13. Aon Group	20
14. Summit Insurance Group/ Benefit Designs	20
15. McInnes Group Inc.	19
16. Heartland Employee Benefits LLC	15
17. Mercer Human Resource Consulting	15
18. The Resource Group LC	14
19. The Kiernan Cos.	11
20. Charlton-Manley Inc./ Corporate Benefits Consulting	10
21. Jacomo Insurance Service Inc.	9
22. Krueger & James Insurance Agency	9
23. IMA of Kansas Inc.	8
24. Associated Securities and Insurance Services Inc.	7
25. Johnston Insurance Agency	7

NOTES:

Above, companies reporting equal numbers of registered agents are listed alphabetically.

Information above and at right was compiled from questionnaires completed by company officials, *Kansas City Business Journal* news coverage and firms' Web sites.

The 2006 lists of Top Area Independent Insurance Agencies were updated with additional companies after original publication, and rankings changed.

No. 24 on the original list was Summit Insurance Group/Benefit Designs with local life, health and benefits premium volume totaling $5 million in 2005.

Originally No. 25 was Associated Securities & Insurance Services Inc., with local life, health and benefits premium volume totaling $4.7 million in 2005.

TOP AREA INDEPENDENT INSURANCE AGENCIES

(ranked by 2005 metro-area life/health/benefits premium volume)

2006 rank	Agency	Life/health/ benefits premium volume	Local: Premium volume 2005 revenue	Select specializations	Major companies represented	Local: Agents Employees First year	Top local executive(s)
1.	**Lockton Cos. Inc.** 444 W. 47th St., Suite 900 Kansas City, MO 64112 www.lockton.com • 816-960-9000	$517,500,000	$2,626,500,000 126,000,000	brokerage, employee benefit consulting	most major carriers	475 847 1966	Chairman David Lockton, K.C. Division President Ronald Lockton
2.	**CBIZ Benefits and Insurance Services Inc.** 11440 Tomahawk Creek Parkway Leawood, KS 66211 www.cbizkc.com • 913-234-1000	396,528,847	396,528,847 12,985,000	benefits consulting and administration, wealth management consulting, retirement plan services, human resource consulting, payroll	all major carriers	96 536 1962	President Carolyn Watley
3.	**Arthur J. Gallagher & Co.** 2345 Grand Blvd., Suite 900 Kansas City, MO 64108 www.ajg.com • 816-421-7788	260,000,000	407,000,000 not disclosed	health care, employee benefit consulting, human resources consulting & retirement services	all major carriers	43 73 1993	Property & Casualty President Bret VanderVoort, Benefits President Robert Clement
4.	**R.J. Dutton Inc.** 9401 Indian Creek Parkway Overland Park, KS 66210 www.rjdutton.com • 913-647-1580	245,000,000	not disclosed not disclosed	health & welfare employee benefits consulting design management, including self-funding, cafeteria & consumerism	all major carriers	5 6 1995	President Ronald Dutton, Vice President Mark Lambertz
5.	**The Resource Group LC** 9225 Indian Creek Parkway, Suite 600 Overland Park, KS 66210 www.trglc.com • 913-339-0800	240,000,000	256,000,000 not disclosed	employee benefits, retirement & financial services, executive benefits, personal lines	all major carriers	14 37 1996	Principals Duane Albert, James Clay, John Manley, Ames Stetzler, Michael Thomas
6.	**McInnes Group Inc.** 5201 Johnson Drive, Suite 100 Mission, KS 66205 www.mcinnesgroup.com • 913-831-0999	224,000,000	224,000,000 not disclosed	employer-sponsored group plans, consulting, financial services & voluntary products	all major carriers	19 9 1980	President Duncan McInnes, Vice President Julie Brainard
7.	**Hays Cos. LLC** 920 Main St., Suite 2100 Kansas City, MO 64105 www.hayscompanies.com • 816-474-3535	170,000,000	230,000,000 7,000,000	agriculture, health care, manufacturing, retail, transportation, government	Ace, XL, Travelers, Zurich, Hartford, AIG	30 33 2001	Executive Vice President Sandra Sampson, Executive Vice President Kevin Schaffer
8.	**Bukaty Cos.** 11221 Roe Ave. Leawood, KS 66221 www.bukaty.com • 913-345-0440	145,000,000	151,600,000 not disclosed	benefit consulting, retirement planning, individual health, benefits administration	Blue Cross & Blue Shield, Coventry, Humana, UnitedHealth, Cigna, Aetna, GenWorth	25 60 1992	President Mike Bukaty, Senior Vice President Mary Amundsen
9.	**Haake Cos.** 4650 College Blvd., Suite 300 Overland Park, KS 66211 www.haakeins.com • 913-491-1999	130,000,000	268,000,000 not disclosed	insurance, employee benefit plans, human resource consulting, financial services	all major carriers	54 68 1926	CEO Charles Haake, COO Steven Schill
10.	**Power Group Benefits** 10800 Farley St., Suite 165 Overland Park, KS 66210 www.powergroupbenefits.com • 913-491-3280	120,000,000	not disclosed not disclosed	employee benefits, Section 125 & Cobra administration, human resources consulting, prescription drug plans	all major carriers	not disclosed not disclosed 1982	General Manager Mark Avery, Vice President David Power
11.	**IMA of Kansas Inc.** 10801 Mastin St., Suite 320 Overland Park, KS 66210 www.imacorp.com • 913-713-6200	55,000,000	305,000,000 31,000,000	health care & social services	EMC, Allied, Accident Fund, Safeco, Chubb, Great American, Hartford	8 9 1974	President Anita Bourke
12.	**Heartland Employee Benefits LLC** 15200 Santa Fe Trail Drive, Suite 201 Lenexa, KS 66219 www.heartlandebs.com • 913-643-4106	54,625,148	not disclosed not disclosed	group health & ancillary employee benefit plans	Blue Cross & Blue Shield, Coventry, UnitedHealth, Genworth, UNUMProvident	15 not disclosed 1996	President Carroll Sinclair
13.	**Midwest Employee Benefits Inc.** 6405 Metcalf Ave., Suite 511 Overland Park, KS 66202 913-262-3080	43,500,000	43,500,000 not disclosed	employee benefits brokerage, consulting	all major insurers and administrators	1 2 1996	President & Owner Mike Leake
14.	**The Kiernan Cos.** 3737 Elizabeth St., Suite 200 Independence, MO 64057 www.kiernancompanies.com • 816-795-1650	35,000,000	96,100,000 not disclosed	individual & group life, health, disability, dental, investments, executive plans, retirement plans, financial services	all major carriers	11 11 1969	President Linda Fisher, Executive Vice President Richard Hoffman
15.	**Charlton-Manley Inc./Corporate Benefits** 6201 College Blvd., Suite 385 Overland Park, KS 66211 www.charltonmanley.com • 913-451-9185	30,000,000	93,000,000 9,000,000	commercial, personal, employee benefits	most major carriers	10 15 1861	CEO Gary Sollars, President Steven Wanamaker
16.	**Strategic Employee Benefits of Mid-America Inc.** 9225 Indian Creek Parkway, Suite 900 Overland Park, KS 66210 www.mid-america.strategicebs.com • 913-676-8097	25,860,470	25,860,470 not disclosed	group self-funded medical consulting, benefit & compensation planning, disability income planning, long-term care insurance planning	UnitedHealth, Blue Cross & Blue Shield, Coventry, Northwestern, Humana, Hartford, Assurant	60 7 1992	Employee Benefit Specialist Michael Trent
17.	**Aon Group** 1000 Walnut St. Kansas City, MO 64106 www.aon.com • 816-391-1000	25,000,000	275,000,000 15,000,000	directors & officers benefits, workers' compensation programs	all major carriers	20 50 1899	Resident Managing Director Tom Redel
18.	**Holmes Murphy & Associates** 9300 W. 110th Ave., Suite 645 Overland Park, KS 66210 www.holmesmurphy.com • 913-469-1398	24,500,000	29,300,000	employee benefits, executive benefits	all major carriers	5 12 1932	Vice President Jeff Spencer, Vice President Bob Nizzi
19.	**Thomas McGee LC** 920 Main St., Suite 1700 Kansas City, MO 64105 www.thomasmcgee.com • 816-842-4800	20,000,000	120,000,000 not disclosed	construction, manufacturing, wholesale, retail, property management, alternative risk	all major carriers & regional companies	55 95 1910	Principals Gene Klein, Tom English, Matt Kaminsky, Larry Kaminsky, Doug Joyce
20.	**Benefits by Design** 8500 College Blvd., Suite 102 Overland Park, KS 66210 www.benefitsbydesigninc.com • 913-338-7196	17,894,000	not disclosed not disclosed	medical, dental, life & disability group benefits	all major insurers	5 7 1999	President Cary Hall, COO Dave Rexroat
21.	**Twin Lakes Insurance Agency** 608 S.W. Third St. Lee's Summit, MO 64063 www.twinlakesins.com • 816-525-2125	16,000,000	50,000,000 4,000,000	trucking, contractors, distributors, manufacturers	all major carriers	26 31 1993	President Michael Smith, Vice President Mark Smith
22.	**Mercer Human Resource Consulting** 2405 Grand Blvd. Kansas City, MO 64108 www.mercerhr.com • 816-556-4808	15,000,000	15,000,000 5,000,000	health, benefits & retirement	Aetna, Cigna, UnitedHealth, Blue Cross & Blue Shield	15 50 not disclosed	Principals Spencer Fields, Karen Daugherty, Dave Ackerman
23.	**Metzler Bros. Insurance Agency** 215 W. Pershing Road Kansas City, MO 64108 www.metzlerbros.com • 816-421-6116	11,000,000	24,000,000 not disclosed	nonprofits, auto parts & service, real estate, association plans, specialty contractors, printers, medical	Coventry, Blue Cross & Blue Shield, UnitedHealth, Humana, Assurant, Allied, Safeco, Atlantic, Balboa	7 16 1946	CEO Stephen Metzler, Vice President Mark Simcosky
24.	**Johnston Insurance Agency** 21 W. Gregory Blvd. Kansas City, MO 64114 www.johnstonfiss.com • 816-361-2423	8,000,000	26,000,000 not disclosed	group benefits, personal insurance	Cincinnati, St. Paul Travelers, Hartford, Allied, General Casualty, Fireman's Fund, Zurich	7 20 1965	President Robert Fiss, Vice President Scott Fiss
25.	**Cretcher-Lynch & Co.** 8511 Hillcrest Road Kansas City, MO 64138 www.cretcher-lynch.com • 816-444-9494	7,200,000	87,200,000 9,000,000	group life & health, personal lines	national & regional insurers	57 61 1974	President Mark Nauser, Vice President Jim Wilkinson

© 2006 *Kansas City Business Journal*

This article has been reprinted with permission of the *Kansas City Business Journal* and further additions, changes or modifications by any other party are strictly prohibited. © 2006