

Directory of Agents and Brokers

Lawley Service Inc.

361 Delaware Ave.,
Buffalo, N.Y. 14202;
716-849-8618
www.lawleyinsurance.com

	2010	2009
Premium volume	\$515,417,031	\$435,953,660
Gross revenues	\$44,422,635	\$41,032,776
Brokerage revenues	\$43,384,542	\$40,492,433
U.S. clients	100%	100%
Brokerage retail	48.27%	49.14%
Personal	17.79%	18.76%

Employee benefits31.61%30.79%
Investment income0.31%0.39%
Other2.03%0.93%
Employees279273
Retail offices78
Office locations: Offices in two states.
Founded: 1955.
Business type: Agent.
Retail brokerage: Commissions, 92.2%; fees, 7.8%.
Supplemental compensation: 14.19%, on request of client.
Nonretail subsidiaries: Lawley Benefits Group

L.L.C., Buffalo, N.Y.

Acquisitions: Kakol Insurance Agency Inc., Florham Park, N.J., May 2011; Robert K. Kast Associates Inc., Florham Park, N.J., May 2011.
Officers: William J. Lawley Jr., managing partner/secretary; Christopher D. Ross, managing partner/treasurer; Michael R. Lawley, managing partner/sales manager.
Contact: Michael R. Lawley; 716-849-8658; mlawley@lawleyinsurance.com.

Directory explanation box

Listings in the Directory of Agents and Brokers are based on each company's response to a *Business Insurance* questionnaire.

The directory is published as an editorial service; there is no charge to be included. However, companies must generate at least \$500,000 in gross revenues from commercial retail brokerage to be listed.

Each listing begins with the mailing address, telephone and Web address of the company. Next, premium volume, corporate gross revenues and brokerage revenues for 2010 and 2009 are listed. Information is for fiscal years ending Dec. 31, 2010 and 2009 unless noted; fiscal year-ends of Jan. 31, March 31 and June 30 are for 2010-11 and 2009-10.

Brokerage revenues include all revenues generated by insurance brokerage, consulting and related services. Income on investments and on funds held in a fiduciary capacity is excluded from brokerage revenues, as are revenues from non-brokerage services, such as underwriting, investment services and real estate.

The percentage of brokerage revenues generated from U.S.-based clients and from non-U.S. based clients also is provided. The percentage of gross revenues generated from commercial retail brokerage is listed next. In addition, the percentages of gross revenues generated from wholesale brokerage, reinsurance brokerage, personal lines brokerage, fee-based services, interest income and other activities are reported.

The number of employees in insurance brokerage, consulting and related services is reported in full-time equivalents for 2010 and 2009. The number of commercial retail brokerage offices for both years also is provided. The number of states and countries are also indicated.

Each listing indicates the year the company was founded, parent company (if applicable) and the percentage of commercial retail brokerage revenues coming from insurance companies vs. clients and commissions vs. fees. The percentage of brokerage income from supplemental compensations paid by underwriters (e.g. contingent commissions, supplemental commissions, placement services arrangements) also is provided along with how those compensations are reported to clients, including automatically disclosed, does not accept such compensation and on request of clients.

Acquisitions and mergers in 2010 and so far in 2011 are detailed next, including the name and location of the companies involved and the month and year that the merger/acquisition took place. Only acquisitions that occurred in 2010 were included in calculating the gross and brokerage revenues from the date of purchase.

The names and locations of nonretail brokerage subsidiaries follow. Principal officers and a contact for readers seeking more information complete each listing.

All figures are listed in U.S. dollars. The applicable annual average exchange rate was used to convert figures reported in other currencies. Those rates are British pound=\$1.5452 (12/31/10), \$1.5661 (12/31/09); Chinese yuan=\$0.1477 (12/31/2010), \$0.1463 (12/31/2009); Euro=\$1.3261 (12/31/09), \$1.3935 (12/31/09); South African rand=\$0.1366 (3/31/11), \$0.1264 (3/31/10).

The information in each listing was compiled by *BI* based on data supplied by the companies. Although every effort is made to publish complete and accurate information, no public records are available to verify the information supplied by privately held brokers.

GET MORE DATA

WITH A SUBSCRIPTION TO BI'S RESEARCH CENTER

A Research Center subscription provides 12 months of unlimited access to **ALL** of the rankings, lists, contact info and data you need to analyze trends and opportunities all year long. Research Center subscribers get:

- Searchable database to filter lists by location, name, annual revenues, specialties, business type and more.
- Contact information for top executives at the largest and most influential providers of risk management, employee benefits and insurance services.
- Latest rankings published by *Business Insurance*
- Historical data on most popular directories, including largest brokers, captive managers, TPAs and more.
- Multiple formats, including Excel spreadsheets for sorting data, as well as PDF for printing formatted lists.
- Email alerts when new lists are published.

And with an annual subscription, you can return to get the data you need as often as you wish. And for many directories your subscription will buy you two sets of data—the most recent published, as well as new information when it is made available in the coming year.

Learn more at:

www.BusinessInsurance.com/Research

Business Insurance
www.BusinessInsurance.com