



Design Professional

Agency Directory — North America

U.S.

STATE	AGENCY	CONTACT	CITY/STATE	PHONE	FAX	EMAIL	WEBSITE
Alabama	Risk Strategies	Mike Jackson	Birmingham, AL	205-979-7389 800-595-6526	205-979-6873	mjackson@risk-strategies.com	risk-strategies.com
Alaska	USI Insurance Services	Jeannine Ryan	Seattle, WA	206-577-5574	610-362-8527	jeanine.ryan@usi.com	usi.com
Arizona	Stuckey Insurance & Associated Agencies	Mary Lodwick	Phoenix, AZ	602-264-5533	602-279-9336	mary.lodwick@stuckeyinsurance.com	stuckeyinsurance.com
Arkansas	Cadence Insurance	Ken Estes	Little Rock, AR	501-614-1572	501-614-1484	ken.estes@cadenceinsurance.com	cadenceinsurance.com
California - Los Angeles, Ventura, Santa Barbara, San Luis Obispo & Kern Counties, Northern & Central California, Orange, Riverside and San Bernardino Counties	AP Design Professionals Insurance Services, LLC	Ryan Schultz	Lafayette, Costa Mesa & Pasadena, CA	510-272-1420	510-452-2193	Ryan.Schultz@AssuredPartners.com	APDesignProfessionals.com
California - San Diego Area	Cavignac & Associates Insurance Brokers	Jeff Cavignac	San Diego, CA	619-234-6848	619-234-8601	jcavignac@cavignac.com	cavignac.com
Colorado	USI Colorado	Bob Strine	Denver, CO	303-831-5290	303-831-5295	bob.strine@usi.com	usi.com



STATE	AGENCY	CONTACT	CITY/STATE	PHONE	FAX	EMAIL	WEBSITE
Connecticut	Smith Brothers Insurance	Scott Smith	Glastonbury, CT	860 430-3287	860-652-3236	ssmith@smithbrothersusa.com	smithbrothersusa.com
Delaware	HUB International Mid-Atlantic, Inc	Scott Yerkes	Wilmington, DE	302-472-2160	302-429-6658	yerkes@ktd-ins.com	hubinternational.com
District of Columbia & Virginia Suburbs	Klein Agency, LLC	Barbara Sable	Columbia, MD	301-802-0068		bsable@kleinagencyllc.com	kleinagencyllc.com
Florida	USI Insurance Services, LLC	Marilyn Lupico	Tampa, FL	800-277-5185	813-321-7500	marilyn.lupico@usi.com	usi.com
Georgia	Risk Strategies	Lee Edmond	Lawrenceville, GA	678-690-5993	678-690-5992	ledmond@risk-strategies.com	risk-strategies.com
Hawaii	Finance Insurance, Ltd.	Marisia Ciencia-Bala	Honolulu, HI	808-784-2022	808-522-2082	mciencia-bala@financeinsurance.com	financeinsurance.com
Hawaii	Atlas Insurance	Karen Hong	Honolulu, HI	808-533-8724	808-533-8777	khong@atlasinsurance.com	atlasinsurance.com
Idaho	The Hartwell Corporation	Jeremy Kroll	Caldwell, ID	208-459-1678 800-838-7835	208-454-1114	jeremy@thehartwellcorp.com	thehartwellcorp.com
Illinois - Northern/Central	Holmes Murphy & Associates, Inc.	Paula Dixon	Peoria, IL	309-683-1065, 800-527-9049	866-501-3945	pdixon@holmesmurphy.com	holmesmurphy.com
Illinois - Northern	Professional Concepts Insurance Agency	Mike Cosgrove	Brighton, MI	810-224-5255	800-969-4081	mcosgrove@pciaonline.com	pciaonline.com
Illinois - Northern	USI Insurance Services LLC	Melissa S. Roberts	Chicago, Moline & Oakbrook, IL	630-625-5222	610-537-9270	melissa.roberts@usi.com	usi.com
Illinois - Southern	Charles L. Crane Agency Company	Mike Reedy	St. Louis, MO	314-241-8700	314-444-4970	reedym@craneagency.com	craneagency.com
Indiana	Greyling	Charlie Renie	Indianapolis, IN	317-706-9803	317-574-7861	charlie.renie@greyling.com	greyling.com
Iowa	Holmes Murphy, Cedar Rapids	Paula Dixon	Cedar Rapids, IA	319-364-0648 800-300-0325	888-898-6386	pdixon@holmesmurphy.com	holmesmurphy.com



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Kansas	Holmes Murphy & Associates, Inc.	Nick Maletta	Kansas City, MO	515-223-6919	866-218-1591	NMaletta@holmesmurphy.com	holmesmurphy.com
Kentucky	Higginbotham	Patrick O'Daniel	Louisville, KY	502-489-6249		podaniel@higginbotham.net	higginbotham.com
Louisiana	Cadence Insurance	Justin Sanders	Baton Rouge, LA	225-215-9405		justin.sanders@cadenceinsurance.com	cadencebank.com/insurance
Maine	Clark Insurance	Gregg Ritter	Portland, ME	207-523-2283	207-774-2994	gritter@clarkinsurance.com	clarkinsurance.com
Maryland	Klein Agency, LLC	Barbara Sable	Columbia, MD	301-802-0068		bsable@kleinagencyllc.com	kleinagencyllc.com
Massachusetts	Brown & Brown of MA, LLC	Chris Poole	Wakefield, MA	781-245-5400	781-245-5463	chris.poole@bbrown.com	bbrown.com
Michigan	Professional Concepts Insurance Agency	Mike Cosgrove	Brighton, MI	800-969-4041	800-969-4081	mcosgrove@pciaonline.com	pciaonline.com
Minnesota	H. Robert Anderson & Associates, Inc.	Theresa Anderson	Bloomington, MN	952-893-1933	952-893-1819	theresa@hrandersoninsurance.com	hrandersoninsurance.com
Mississippi	HUB International Gulf South	Randall Weems	Ridgeland, MS	601-707-2067 662-295-0401	601-707-2070	randall.weems@hubinternational.com	hubinternational.com
Missouri - Southern/Eastern	Charles L. Crane Agency Company	Chris Reedy	Saint Louis, MO	314-444-4902	314-444-4970	reedyc@craneagency.com	craneagency.com
Missouri - Western	Holmes Murphy & Associates, Inc.	Nick Maletta	Kansas City, MO	515-223-6919	866-218-1591	NMaletta@holmesmurphy.com	holmesmurphy.com
Montana	The Hartwell Corporation	Jeremy Kroll	Caldwell, ID	208-459-1678 800-828-7835	208-454-1114	jeremy@thehartwellcorp.com	thehartwellcorp.com
Nebraska	FNIC - Trusted Insurance Advisors	Dave Jesse	Omaha, NE	402-861-7037	402-861-7111	Dave.Jesse@fnicgroup.com	fnicgroup.com
Nevada	American Insurance & Investment Corporation of Nevada	Jim Knight	Las Vegas, NV	702-877-1760	702-877-0937	jim.knight@american-ins.com	american-ins.com



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New Hampshire	Brown & Brown of MA, LLC	Chris Poole	Wakefield, MA	781-245-5400	781-245-5463	chris.poole@bbrown.com	bbrown.com
New Jersey - Northern	Risk Strategies	Cathy Mitchell	Paramus, NJ	917-338-3428	201-837-5050	cmitchell@risk-strategies.com	risk-strategies.com
New Jersey - Southern	Brown & Brown of MA, LLC	Chris Poole	Conshohocken, PA	781-245-5400		chris.poole@bbrown.com	bbrown.com
New Mexico	R.J. Dean & Associates	James Lyons	Albuquerque, NM	505-938-2435 800-422-8925		jlyons@cressinsurance.com	cressinsurance.com
New York - Northern	Brown & Brown of MA, LLC	Tom Mullard	Pittsford, NY	585-385-0428	585-662-5755	tom.mullard@bbrown.com	bbrown.com
New York - Southern	Risk Strategies	Cathy Mitchell	Paramus, NJ	917-338-3428	201-837-5050	cmitchell@risk-strategies.com	risk-strategies.com
North Carolina	McGriff Insurance Services	Kathy Blanchard	Richmond, VA	804-678-5013 804-651-5606	888-831-8409	KBlanchard@Mcgriff.com	mcgriff.com
North Carolina	Insurance Management Consultants	Jeff Todd	Davidson, NC	704-799-1600		jeff@imcipls.com	imcipls.com
North Dakota	TRJ Professional Group, Inc.	Tom Johnson	Rapid City, SD	605-716-6547 605-390-0554	605-716-6534	tom@trjprofessional.com	
Ohio	Oswald Companies	Deborah Beebe	Cleveland, OH	216-839-2804	216-839-2815	dbeebe@oswaldcompanies.com	oswaldcompanies.com
Oklahoma	Risk Strategies	Joe Bryant	Dallas, TX	214-503-1212	214-503-8899	jbryant@risk-strategies.com	risk-strategies.com
Oregon	USI Insurance Services	Jeannine Ryan	Seattle, WA	206-577-5574	610-362-8527	jeanine.ryan@usi.com	usi.com
Pennsylvania - Eastern	Brown & Brown of MA, LLC	Chris Poole	Conshohocken, PA	781-245-5463		chris.poole@bbrown.com	bbrown.com



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Pennsylvania - Western	Oswald Companies	Deborah Beebe	Cleveland, OH	216-839-2804	216-839-2815	dbeebe@oswaldcompanies.com	oswaldcompanies.com
Puerto Rico	Fulcro Insurance	Jose Lee	San Juan, PR	787-725-5880	787-721-0980	jnogueras@fulcroinsurance.com	fulcroinsurance.com
Rhode Island	Smith Brothers Insurance	Scott Smith	Glastonbury, CT	860 430-3287	860-652-3236	ssmith@smithbrothersusa.com	smithbrothersusa.com
South Carolina	McGriff Insurance	Kathy Blanchard	Richmond, VA	804-678-5013	888-831-8409	KBlanchard@mcgriff.com	mcgriff.com
South Carolina	Insurance Management Consultants	Jeff Todd	Davidson, NC	704-799-1600		jeff@imcipls.com	imcipls.com
South Dakota	TRJ Professional Group, Inc.	Tom Johnson	Rapid City, SD	866-742-3243	605-716-6534	tom@trjprofessional.com	
Tennessee	Risk Strategies	Dale Crow	Nashville, TN	615-760-0376		dcrow@risk-strategies.com	risk-strategies.com
Texas - Northern	Risk Strategies	Joe Bryant	Dallas, TX	214-503-1212	214-503-8899	jbryant@risk-strategies.com	risk-strategies.com
Texas - Southern	USI Southwest	Jim Jimmerson	Austin, TX	512-651-4160 800-542-9206	512-467-0113	jim.jimmerson@usi.com	usi.com
Texas - Southern	USI Southwest	Kevin Pratt	Houston, TX	713-490-4712	713-490-4700	kevin.pratt@usi.com	usi.com
Utah	American Insurance & Invest Corporation	Kendall Nelson	Salt Lake City, UT	801-364-3434	801-355-5234	kendall.nelson@american-ins.com	american-ins.com
Vermont	Brown & Brown of MA, LLC	Tom Mullard	Wakefield, MA	781-245-5400	781-245-5463	tmullard@poolepl.com	poolepl.com
Virginia	McGriff Insurance	Kathy Blanchard	Richmond, VA	804-678-5013 800-249-0061	888-751-3010	KBlanchard@mcgriff.com	mcgriff.com
Washington	USI Insurance Services	Jeannine Ryan	Seattle, WA	206-577-5574	610-362-8527	jeanine.ryan@usi.com	usi.com
West Virginia	Oswald Companies	Deborah Beebe	Cleveland, OH	216-839-2804	216-839-2815	dbeebe@oswaldcompanies.com	oswaldcompanies.com
Wisconsin	Holmes, Murphy & Associates, Inc.	Paula Dixon	Madison, WI	800-527-9049	888-898-6386	pdixon@holmesmurphy.com	holmesmurphy.com
Wyoming	USI Colorado	Bob Strine	Denver, CO	303-837-8500 800-873-8500	303-831-5295	bob.strine@usi.com	usi.com



Canada

PROVINCE	AGENT/BROKER	CITY/PROVINCE	CONTACT	PHONE	EMAIL	WEBSITE
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British Columbia	AXIS Insurance	Vancouver, BC	Michael Russell Robert McLeod	604-629-2668 604-629-2680	michael.russell@axisinsurance.ca rob.mcleod@axisinsurance.ca	axisinsurance.ca
Manitoba, Yukon & Nunavut	BrokerLink Inc.	Winnipeg, MB	Derek Johnson	204-594-1058	djohnson@standardinsurance.ca	brokerlink.ca
New Brunswick - Fredericton & Saint John	BrokerLink Inc.	Fredericton, NB	Robert Marshall Paul Huestis	506-444-0465 506-635-0753	rmarshall@brokerlink.ca phuestis@brokerlink.ca	brokerlink.ca
Nova Scotia	BrokerLink Inc.	Dartmouth, NS	Drew Miller	902-850-3099	dmiller@brokerlink.ca	brokerlink.ca
Ontario	HUB International Limited	Markham, ON	Jamie Cardella Robert Wilson Scott Belton	905-305-3216 905-305-3212	jamie.cardella@hubinternational.com robert.wilson@hubinternational.com scott.belton@hubinternational.com	hubinternational.com
Quebec	HUB International Limited	Montreal, QC	Philippe Monette	514-940-1414	philippe.monette@hubinternational.com	hubinternational.com

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