

# Insurance brokers

	Firm	Main Va. Office	Phone	Website	Top Va. executive(s)	No. Va. Agents	Va. revenues <sup>1</sup>
1	<b>McGriff Insurance Services</b>	Richmond	(804) 359-0044	mcgriffinsurance.com	N/A <sup>2</sup>	135	\$91,557,400 <sup>3</sup>
2	<b>Marsh &amp; McLennan Agency LLC</b>	Richmond	(804) 780-0611	marshmma.com	Thomas R. Brown; John C. Stanchina; Kim Enochs; Chip Thomas	305	68,794,000
3	<b>Scott Insurance</b>	Lynchburg	(434) 832-2100	scottins.com	R. Hutcheson Mauck	146	66,339,000
4	<b>Towne Insurance</b>	Virginia Beach	(757) 468-6100	towneinsurance.com	Dudley Fulton	216	42,379,632 <sup>3</sup>
5	<b>AHT Insurance</b>	Leesburg	(703) 777-2341	ahtins.com	David Schaefer	75	20,023,267 <sup>3</sup>
6	<b>Aon Risk Services of Virginia</b>	Richmond	(804) 560-2230	aon.com	Larry J. Loving	21	19,000,000
7	<b>Lunsford, a Trustpoint Company</b>	Roanoke	(540) 982-0200	trustpointins.com	Roy Bucher Jr.; Robert F. Iocco	60	8,500,000
8	<b>Ames &amp; Gough</b>	McLean	(703) 827-2277	amesgough.com	Dan Knise	23	7,500,000

<sup>1</sup> For 2019 unless otherwise noted

<sup>2</sup> Reports to Florida office

<sup>3</sup> For 2018

Source: Individual firms.

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## Northern Virginia Economic Develop Alliance

Alexandria Economic Development Partnership • Arlington County  
 Fairfax City Economic Development • Fairfax County Economic Development Authority  
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