

Insurance brokers

	Firm	Main Va. office	Phone	Website	Top Va. executive(s)	No. Va. agents	Va. revenues ¹
1	Marsh & McLennan Agency LLC	Richmond	(804) 780-0611	marshmma.com	Thomas R. Brown; John C. Stanchina; Kim Enochs; Chip Thomas	352	\$72,900,000
2	McGriff	Richmond	(804) 359-0044	mcgriff.com	John Hasse	160	59,000,000
3	Towne Insurance	Virginia Beach	(757) 468-6100	towneinsurance.com	Dudley Fulton	185	50,300,000
4	Scott Insurance	Lynchburg	(434) 832-2100	scottins.com	R. Hutcheson Mauck	152	40,700,000
5	AHT Insurance - A Baldwin Risk Partner	Leesburg	(703) 777-2341	ahtins.com	David Schaefer	64	20,023,267 ²
6	Aon Risk Services of Virginia	Richmond	N/A	aon.com	Larry J. Loving	59	19,000,000 ³
7	Trustpoint Insurance	Roanoke	(540) 982-0200	trustpointins.com	Roy Bucher Jr.; Robert F. Iocco; Marco Warner	60	10,000,000
8	Ames & Gough	McLean	(703) 827-2277	amesgough.com	Matt Gough	23	8,500,000

1 For 2020 unless otherwise noted

2 For 2018

3 For 2019

Source: Individual firms