

# The List: Ann Arbor-area insurance agencies

Ranked by amount of premium written in 2007.

Agency Name Address Phone/Fax Web site	Premium written in region* in 2007 Premium written companywide in 2007	Agents in region* Employees in region*	Top local executive Title Year established in region*	Types of insurance offered Insurance carriers
<b>Hylant Group Inc.</b> 24 Frank Lloyd Write Drive, Suite J4100 Ann Arbor 48105 (734) 741-0044 Fax: (734) 741-1850 www.hylant.com	\$213 million \$914 million	69 110	Mark A. Miller Ann Arbor office and Regional Vice President, Michigan Region 1893	All lines: Risk Management, Property & Casualty, Employee Benefits, Financial Services, Home & Auto. Multiple carriers including AIG, ProAssurance, Chubb Insurance Group, The Hartford, St. Paul Travelers, Michigan Insurance Company, and Citizens Insurance Co. of America
<b>Kapnick Insurance Group</b> 950 Victors Way, Suite 10 Ann Arbor 48108 (888) 263-4656 Fax: (734) 994-7326 www.kapnick.com	\$47 million \$160 million	9 19	Stephen Peck President, Benefits Division 2001	Property & Casualty, Health, Life. Multiple
<b>Mackinaw Administrators LLC</b> P.O. Box 489 Brighton 48116 (810) 220-9960 Fax: (810) 220-9961 www.mackinawadministrators.com	\$20 million \$32.5 million	100-plus 35	Stephen J. Flechsig CEO and Managing Member 1995	Workers' Compensation, Medical Malpractice, Property & Casualty, Claims Adjusting. Everest National Insurance Co., AIG, Hartford, Self-Insurance, ACE, Midwest Employers
<b>Cobb-Hall Insurance</b> 223 W. Grand River Ave. Brighton 48116 (517) 546-1600 Fax: (517) 546-8363 www.cobbbhall.com	\$12 million \$15 million	11 17	Michael A. Hall CIC President 1967	Commercial, Personal, Employee Benefits, Life, Health. Multiple carriers including Acuity, Auto Owners, Michigan Insurance Co. Michigan Construction Industry, Mutual, Employers Mutual Corp., Frankenmuth, Grange, Hartford, Titan, Haggerty, Progressive, Zurich, Blue Cross, American Community, Golden Rule, Transamerica Insurance and Investment Group and American General Life
<b>Benz Insurance, a member of the Kemner-lott Group</b> 3101 E. Eisenhower Pkwy. Ann Arbor 48108 (734) 971-1000 Fax: (734) 971-8543 www.benzinsurance.com	\$8.5 million \$35 million	7 15	Dan Iott President 2005	Property, Casualty, Life, Health. Citizens, Auto Owners, Frankenmuth, Hastings, Michigan Insurance Co., Secura, Cincinnati, EMC, Accident Fund, Hartford, Blue Cross, Humana and many others
<b>Akin-Akin Inc.</b> 2418 E. Grand River Ave. Howell 48843 (517) 546-4810 Fax: (517) 546-9943 www.akinakin.com	\$6 million \$6 million	3 5	Edward H. Akin President 1938	All lines. Auto Owners, Citizens, Grange, Progressive, Pioneer
<b>ALCOS</b> 305 E. Eisenhower Pkwy. Ann Arbor 48108 (734) 995-4444 Fax: (734) 995-4087 www.alcos.com	\$5.9 million \$182.9 million	2 6	Gene LoVasco President 1934	Property & Casualty, Workers' Compensation, Employee Benefits, Life and Disability. More than 200
<b>C&amp;M Insurance Services Inc.</b> 7100 Jackson Road, Suite 300 Ann Arbor 48103 (734) 994-9440 Fax: (734) 994-9431 www.cminsurace.com	\$3.5 million \$8 million	4 7	Gary Marker Agency Principal 1987	Auto, Home, Business, Individual and Group Health, Life, Bonds. Citizens, Fremont, MI Millers, Accident Fund, Blue Cross Blue Shield, Safeco, Progressive, EMC, Allied
<b>Amica Mutual Insurance Co.</b> 777 E. Eisenhower Pkwy. Ann Arbor 48108 (800) 242-6422 Fax: (734) 769-2805 www.amica.com	\$2.7 million \$1.3 billion	18 18	Daniel Field Branch Manager 1962	Personal Lines Auto, Homeowners, Life, Umbrella. Amica only; company is a "direct writer"

\*region refers to Washtenaw, Livingston or western Wayne counties

Note: Several companies did not respond to repeated requests for information from Business Review, and therefore those agencies are not included on this list. The Insurance Agencies Business List is ranked by the amount of premium written in 2007 in Washtenaw, Livingston or western Wayne counties. Public sources including, but not limited to, community chambers of commerce provided an initial list of companies, which were then contacted directly. While every effort is made to ensure accuracy and thoroughness, omissions and typographical errors sometimes occur. Send corrections or additions to markk@mbusinessreview.com. The List is researched by Jennifer Daniel Szymanski, jenszymanski@ameritech.net.