



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	EPIC Insurance Midwest	Charlie Renie	Indianapolis, IN	317-706-9803	317-574-7861	charlie.renie@epicbrokers.com	epicbrokers.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



STATE	AGENCY	CONTACT	CITY/STATE	PHONE	FAX	EMAIL	WEBSITE
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	cpoole@poolepl.com	poolepl.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



STATE	AGENCY	CONTACT	CITY/STATE	PHONE	FAX	EMAIL	WEBSITE
New Hampshire	Brown & Brown of MA, LLC	Chris Poole	Wakefield, MA	781-245-5400	781-245-5463	cpoole@poolepl.com	poolepl.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		cpoole@poolepl.com	poolepl.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	tmullard@poolepl.com	poolepl.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		cpoole@poolepl.com	poolepl.com



STATE	AGENCY	CONTACT	CITY/STATE	PHONE	FAX	EMAIL	WEBSITE
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, ND	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	FAX	EMAIL	WEBSITE
Alberta Saskatchewan	Lloyd Sadd Insurance Brokers Ltd.	Calgary, AB	Magdalena Cammidge	780-930-3884	587-747-0342	mcammidge@lloydsadd.com	lloydsadd.com
British Columbia	AXIS Insurance	Vancouver, BC	Michael Russell Robert McLeod	604-629-2668 604-629-2680	604-683-8032	michael.russell@axisinsurance.ca rob.mcleod@axisinsurance.ca	axisinsurance.ca
Manitoba, Yukon & Nunavut	The Standard Insurance Brokers Ltd	Winnipeg, MB	Derek Johnson	204-594-1058	204-957-5561	djohnson@standardinsurance.ca	standardinsurance.ca
New Brunswick - Fredericton & Saint John	HUB International Atlantic Limited	Fredericton, NB	Robert Marshall Paul Huestis	506-444-0465 506-635-0753	506-459-8940 506-634-5641	robert.marshall@hubinternational.com paul.huestis@hubinternational.com	hubinternational.com
Nova Scotia	HUB International Atlantic Limited	Dartmouth, NS	Shaun Booker	902-850-3099	902-484-7129	shaun.booker@hubinternational.com	hubinternational.com
Ontario	HUB International Limited	Markham, ON	Jamie Cardella Robert Wilson	905-305-3216 905-305-3212	905-305-1093	jamie.cardella@hubinternational.com robert.wilson@hubinternational.com	hubinternational.com
Quebec	VESTAS	Montreal, QC	Philippe Monette	514-940-1414		pmonette@vestasassurance.com	vestasassurance.com

The information contained herein is intended for informational purposes only. Insurance coverage in any particular case will depend upon the type of policy in effect, the terms, conditions and exclusions in any such policy, and the facts of each unique situation. No representation is made that any specific insurance coverage would apply in the circumstances outlined herein. Please refer to the individual policy forms for specific coverage details. AXA XL is a division of AXA Group providing products and services through three business groups: AXA XL Insurance, AXA XL Reinsurance and AXA XL Risk Consulting. In the US, the AXA XL insurance companies are: Catlin Insurance Company, Inc., Greenwich Insurance Company, Indian Harbor Insurance Company, XL Insurance America, Inc., XL Specialty Insurance Company and T.H.E. Insurance Company. In Canada, insurance coverages are underwritten by XL Specialty Insurance Company - Canadian Branch. Coverages may also be underwritten by Lloyd's Syndicate #2003. Coverages underwritten by Lloyd's Syndicate #2003 are placed on behalf of the member of Syndicate #2003 by Catlin Canada Inc. Lloyd's ratings are independent of AXA Group. Not all of the insurers do business in all jurisdictions nor is coverage available in all jurisdictions. Information accurate as of February 2023.

AXA, the AXA and XL logos are trademarks of AXA SA or its affiliates. © 2023