

THE LIST

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TRENDS

MOST MASS. EMPLOYEES

RANK	FIRM	MASS. EMPLOYEES
1	PwC	2,191
2	Mercer	1,400
3	HUB International	350
4	Towers Watson	340
5	Eastern Benefits Group	301
6	Strategic Employee Benefit	175
7	William Gallagher Assoc.	166
8	CBIZ Tofias	155
9	Willis of Mass.	140
10	Sentinel Benefits	131

MOST MASS. CLIENTS

RANK	FIRM	MASS. CLIENTS
1	Sentinel Benefits	1,703
2	HUB International	900
3	Eastern Benefits Group	794
4	Strategic Employee Benefit	723
5	Bostonian Group	530
6	Northwestern Benefit	500
7	Longfellow Benefits	375
8	William Gallagher Assoc.	359
9	United Benefit Services	350
10	Benefit Management	350

†as ranked by Mass. employees. WND Would Not Disclose
SOURCE: SBA survey

Area's Largest Employee Benefits Firms

Ranked by employee benefits consultants in Mass.

RANK	PRIOR RANK	FIRM	EMPLOYEE BENEFITS CONSULTANTS IN MASS.	EMPLOYEES IN MASS.	TOTAL EMPLOYEES	NO. OF MASS. CLIENTS TOTAL CLIENTS	CEO
1	1	Towers Watson 800 Boylston St., Boston 02199 (617) 638-3700	226	340	14,000	WND WND	Patricia O'Connor, Managing consultant
2	5	Strategic Employee Benefit Services 55 William St., Wellesey 02481 (781) 237-7070	133	175	7,500	723 27,500	Kevin O'Connor, President
3	2	Mercer 99 High St., Boston 02110 (617) 747-9500	125	1,400	20,000	WND 25,000	Laura Ramanis, New England market leader
4	4	PwC 125 High St., Boston 02110 (617) 530-5000	124	2,191	162,000	WND WND	Barry Nearhos, Managing partner
5	3	Sentinel Benefits & Financial Group 55 Walkers Brook Drive, Reading 01867 (781) 914-1330	110	131	186	1,703 3,200	John Carnevale, President and CEO
6	6	Eastern Benefits Group 138 Conant St., Beverly 01915 (508) 923-2458	99	301	310	794 858	Matthew Shadrick, Executive vice president
7	7	Northwestern Benefit Associates 1 Beacon St., Boston 02108 (617) 742-6200	97	109	7,500	500 27,000	Charles Diamond, President
8	8	Buck Consultants 260 Franklin St., Boston 02110 (617) 275-8050	91	94	1,800	180 4,000	Larry Reissman, Principal and market leader
9	10	Bostonian Group 500 Boylston St., Boston 02116 (617) 587-2300	60	70	70	530 600	James Blue, CEO
10	11	William Gallagher Associates 470 Atlantic Ave., Boston 02210 (617) 261-6700	47	166	196	359 465	Phil Edmondson, Chairman and CEO
11	14	The Protector Group Insurance Agency Inc. 100 Front St., Worcester 01608 (508) 852-8500	34	83	85	244 252	Robert Vaudreuil, President and CEO
12	9	The Segal Co. 116 Huntington Ave., Boston 02116 (617) 424-7337	31	45	900	WND WND	John Flynn and Andrew Sherman, Senior vice presidents
13	15	CBIZ Tofias 350 Massachusetts Ave., Cambridge 02139 (617) 761-0600	30	155	6,500	WND WND	Bernard Kaplan, Managing director
14	13	Willis of Massachusetts Inc. 3 Copley Place, Boston 02116 (617) 437-6900	30	140	17,000	WND WND	Susan Donohue, Executive vice president
15	16	Thorbahn 141 Longwater Drive, Norwell 02061 (617) 847-3900	30	42	42	190 210	John Thorbahn, President
16	17	Summit Financial Corp. 7 New England Executive Park, Burlington 01903 (781) 229-9500	29	38	39	335 440	Joseph Bonasera, President
17	19	Longfellow Benefits 116 Huntington Ave., Boston 02116 (617) 351-8000	29	31	31	375 410	Joseph Gray, Managing principal
18	18	Sapers & Wallack Inc. 275 Washington St., Newton 02458 (617) 225-2800	26	33	33	250 300	Arlva Sapers, CEO
19	22	HUB International New England LLC 299 Ballardvale St., Wilmington 01887 (978) 657-5100	24	350	5,000	900 21,000	Charles Brophy, CEO
20	20	East Coast Benefit Plans Inc. 2 Commercial St., Sharon 02067 (781) 461-8070	24	29	29	60 110	Shaun Dolan and Patrick Griffin, Principals
21	23	Pearl Meyer & Partners LLC 132 Turnpike Rd., Southborough 01722 (508) 460-9600	23	40	107	WND WND	Matthew Stinner, Senior managing director
22	NR	United Benefit Services, a Brown & Brown Co. 181 Wells Ave., Newton 02459 (617) 969-0100	22	19	5,500	350 500	Stephan Peck, Executive vice president
23	25	Benefit Management Inc. 3 Lyons Way, North Attleborough 02763 (508) 699-3060	17	20	23	350 600	Joseph McGarry, President
24	24	EBS Capstone 1 Gateway Center, Newton 02458 (617) 244-3737	16	24	24	177 290	Paul Rooney, Managing partner
25	NR	Northeast Retirement Services Inc. 4A Gill St., Woburn 01801 (781) 970-5005	15	43	43	126 179	Thomas Forese Jr., President and CEO

Upcoming Lists:

- July 22 Largest Banks
- July 22 Investment Advisers
- July 29 Venture Capital Firms
- August 5 IT Consulting Firms

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