

# **The Council** of Insurance Agents & Brokers

The premier association for the top regional, national and international commercial insurance and employee benefits intermediaries worldwide.

## THE COUNCIL BY THE NUMBERS

MEMBERS  
PLACE

90%

P/C  
PREMIUMS

70%

EMPLOYEE  
BENEFITS

16.8% 

REVENUE INCREASE  
YEAR OVER YEAR

## IOWA

### HEADQUARTERS:

Cottingham & Butler, Inc. (IA - 1)

Holmes Murphy & Associates (IA - 3)

TrueNorth Companies (IA - 1)

 **\$516.7  
MILLION**  
IN REVENUE LAST YEAR

**12.5%**   
REVENUE INCREASE  
YEAR OVER YEAR

 **\$2.86 B  
PREMIUMS**  
WRITTEN IN 2019

 **1850  
EMPLOYEES**

### KEY ISSUES:

- Preserving the tax treatment for Employer Sponsored Insurance (ESI)
- Stabilizing the individual insurance marketplace
- Easing ACA Compliance Requirements for Employers
- Combatting rising healthcare costs through transparency
- Reauthorizing and reforming the National Flood Insurance Program (NFIP)
- Providing a safe harbor for insurance agents and brokers operating in states where cannabis is legal
- Developing areas where the federal government can transfer risk

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