

# **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

## MARYLAND

### HEADQUARTERS:

Consolidated Insurance & Risk Management (MD - 3)

Kelly & Associates Insurance Group, Inc. (MD - 7)

HMS Insurance Associates, Inc. (MD - 7)

Allrisks, Ltd. (MD - 2)

Armada Global (MD - 7)

Early, Cassidy & Schilling, Inc. (MD - 6)

RCM&D, Inc. (MD - 2)

 **\$466.1**  
**MILLION**  
IN REVENUE LAST YEAR

**9%**   
REVENUE INCREASE  
YEAR OVER YEAR

 **\$5.26 B**  
**PREMIUMS**  
WRITTEN IN 2019

 **2350**  
**EMPLOYEES**

### KEY ISSUES:

- Preserving the tax treatment for Employer Sponsored Insurance (ESI)
- Permanently repealing the Cadillac Tax
- Easing the compliance requirements for employers
- Stabilizing the individual insurance marketplace
- Combatting rising healthcare costs through transparency
- Reauthorizing and reforming the National Flood Insurance Program (NFIP)
- Extending the National Terrorism Risk Insurance Act (TRIA) for 10 years
- 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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