

# **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

## MISSOURI

### HEADQUARTERS:

CBIZ Benefits & Insurance Division (MO - 5)

Daniel & Henry Co. (MO - 1)

Lockton, Inc. (MO - 5)

 **\$2.003 BILLION**  
IN REVENUE LAST YEAR

**9.6%**   
REVENUE INCREASE YEAR OVER YEAR

 **\$10.5 B PREMIUMS**  
WRITTEN IN 2019

 **10650 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

#### FOR MORE INFORMATION, PLEASE CONTACT:

**Joel Wood**, SVP, Government Affairs  
joel.wood@ciab.com | 202.783.4400

**Joel Kopperud**, VP, Government Affairs  
joel.kopperud@ciab.com | 202.783.4311

**Blaire Bartlett**, Director, Government Affairs  
blaire.bartlett@ciab.com | 202.662.4306



Learn more at [ciab.com](http://ciab.com)