

# Minnesota Insurance

## *Property Casualty*

*Owners, e-mail addresses,  
premium volumes, agency  
histories, key people*

*Numerous  
Branch  
Offices!*

*Thousands  
of  
Names!*

*More than  
1000  
Agencies*

*Dozens of  
Insurance  
Groups*

# City of Minneapolis Agencies

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## ABBOTT INSURANCE AGENCY, LLC

317 W. 46th St. 55419  
612-824-4689  
**FAX:** 612-824-6210  
**email:** agents@abbott-insurance.com  
**WWW:** abbott-insurance.com

**Owner:** James Luecke, Sr. Partner; Terry Een, partner; Tona Luecke, partner. **Key People:** See owner information. **Companies:** AAA, Dairyland, Kemper, Foremost, Mendota, Metropolitan, Safeco, Progressive, Stillwater. **Premium:** \$2-3 million. 100% personal. **Specialization:** Auto, homeowners, motorcycle. **Notes:** Started by Jim Luecke in 1965.

## ADVISORNET PROPERTY & CASUALTY

701 4th Ave S Ste 1620 55415  
866-896-0281  
**FAX:** 612-313-7495  
**email:** info@advisornetpc.com  
**WWW:** www.advisornetpc.com

**Owner:** Dan Anderson, principal; Dave Burkart, principal. **Employees:** 16. **Key People:** Amanda Fischer, CSR; Amy Kustrich, commercial lines account executive; Bayyinah Lawson, commercial lines account manager; Rochelle Cossette, commercial lines account executive; Nick Mahlik, insurance advisor; Sue McGinnes, accounting; Gretchen Ritschel, administrative assistant; Julie Pelischek, commercial lines account manager; Beth Sefkar, personal lines account manager. **Companies:** Auto Owners, Chubb, Cincinnati, Kemper, Progressive, Wilson, SFM, Travelers, Westfield, Ace Private Risk Services, Utica. **Premium:** \$15-20 million 32% personal, 68% commercial **Specialization:** Works closely with clients of financial planners. **Notes:** Moved to current location in 2011. Affiliated with AdvisorNet Financial

## ANDERSON INSURANCE AGENCY, MPLS

312 Central Ave SE 55414  
612-331-3712  
**FAX:** 612-378-0419  
**email:** shaunirwin@andersonagencyins.com  
**WWW:** www.andersonagencyins.com

**Owner:** Shawn Irwin, Dave Wight. **Employees:** 21. **Key People:** Mark Kraemer, producer; Cory Hillery, Gary Gnirk, workers' compensation specialist. Trevor Charboneau, sales; Mary Wells, director of risk management. **Companies:** Auto Owners, Chubb, CNA, General Casualty, St. Paul, Western National, Westfield. **Premium:** \$25-30 million 80% commercial, 15% personal, 5% life. **Notes:** Affiliated with Brainerd insurance in Brainerd. Agency started in 1927. Purchased by current owner in 1988.

## BERKLEY RISK ADMINISTRATORS COMPANY, LLC.

222 South Ninth Street. 55402  
612-766-3000  
**email:** celliott@berkleyrisk.com  
**WWW:** www.berkleyrisk.com

**Owner:** A member company of the W.R. Berkley Corporation, Fortune 500, NYSE: WRB. **Employees:** 200. **Key People:** John M. Goodwin, President; Jon M. Paulsen, Chief Underwriting Officer; Dale Haug, Vice President, Program Services; **Companies:** Berkley Risk. **Premium:** \$100 million plus, 100% commercial. **Specialization:** We provide at risk and alternative risk insurance program management services for a broad range of businesses, including public entity pools, professional associations and self-insured clients. As program manager we deliver the necessary insurance services and products for each customer to minimize their total cost of risk.

As a TPA we manage workers' compensation, liability and property claims throughout the country each year. We apply our proven claims management performance standards to each customer's business requirement to ensure a customized claims solution that consistently reduces overall claim expense. In this way, each of our customers gets the benefit of a large-scale organization with the personal commitment and communication of a small team dedicated to achieving their goals. **Notes:** The company was purchased in the mid 80's by the W.R. Berkley Corp. Headquartered in Minnesota, it operates in 18 states outside of Minnesota.

## BLAKESTAD

901 N 3rd St Ste 114 55401  
763-574-7447  
**FAX:** 763-574-7504  
**email:** info@blakestad.com  
**WWW:** www.blakestad.com

**Owner:** Marsh & McLennan **Employees:** 11. **Key People:** Jerod Blakestad, president. Luke Anderson, private client director; Derek Gruber, commercial lines director. **Companies:** Allied, Auto Owners, ACE, Chubb, North Star Mutual, Progressive, Secura, Western National, West Bend, Kemper, Travelers, Indiana. **Premium:** \$7-10 million; 50% personal, 50% commercial. **Specialization:** Private client, personal and commercial. **Notes:** Purchased by Marsh & McLennan in 2017. Agency started in 1974. Moved back to Minneapolis in 2015.

## CRC SWETT

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### CRC SWETT

920 2nd Ave S. Suite 600

Minneapolis 55402-2300

**Phone:** 612-333-0361; 1-800-752-4251

**FAX:** 612-333-3666

**email:** chris\_martin@swett.com

**WWW:** www.swett.com

**Key Employees:** Chris Martin, Office President; Brian FitzPatrick, P&C broker; Bill McCarthy, P&C broker; Linda Caruthers, professional liability broker; Ashley Schmidt, professional liability broker. Betsy Rogers, commercial auto underwriter; Brenda Strom, commercial auto underwriter; Jess Seward, commercial auto underwriter; Joe Inderieden, package and liquor liability underwriter; Mike Demcisak, workers comp; Bridget Marquez, office manager. **Companies:** Navigators, RSUI, Axis, Gen Star, Lloyds of London, Maxum, Northland, RLI, Scottsdale, ACE, Berkley, Burlington, James River, Markel, Canal, Carolina Casualty, USLI, and many others. **Premium Volume:** \$100+ million. **Specialization:** Contractors, Manufacturers, Environmental, Commercial Auto, Habitational, liquor Liability, Property, Products, Umbrellas, D&O, E&O. EPL. etc.

### CSU PRODUCER RESOURCES

**Phone:** 651-341-0381

**email:** Dana\_Flanders@cinfin.com

**WWW:** cinfin.com

**Key Employees:** Dana Flanders, CIC, CPIA, Field Underwriting Superintendent. **Companies:** CSU Producer Resources is the sole brokerage for Cincinnati Specialty Underwriters.

### ERICKSON-LARSEN INC,

6425 Sycamore Court N.

Maple Grove 55369

**Phone:** 763-535-0055

**FAX:** 763-535-4051

**email:** dbergstrom@ericksonlarseninc.com

**WWW:** ericksonlarseninc.com

**Employees:** 52. **Key Employees:** Jennifer Larsen, President; Paul Bloch, Executive Vice President/Brokerage; Linda Elstad VP; Merwyn Larsen, CEO; William Kloss, Accounting Manager; Victoria Davis, Marketing Coordinator. **Companies:** Northland/Northfield, Scottsdale/National Casualty, Colony, Capitol Indemnity, Evanston, Lloyd's/London, RLI/Mt. Hawley, MCM Group, Canal. **Specialization:** Commercial auto with emphasis on long haul; liquor liability; resorts/campgrounds; restaurants/bars/taverns; day care centers; contractors; product liability; excess/umbrella/misc. professional. **Notes:** Started in 1980 by Lance Erickson and Merwyn Larsen. Branch offices in Fargo, ND and Madison, WI. Members of AAMGA, NAPSLO, Big I and PIA.

### NATIONAL TRUCK UNDERWRITING MANAGERS INC.

5001 American Blvd., #801

Bloomington 55437

**Phone:** 952-893-2500

**email:** jim.joyceJr@ntuminc.com

**WWW:** ntuminc.com

**Employees:** 35. **Key Employees:** Jim Joyce Jr, President; Jim Joyce III, Vice President; Justin Joyce, Vice President; Barbara Davis, Vice President Underwriting; Lisa Goetz Vice President Finance and Administration. **Companies:** IAT/Harco National Insurance Company, Northland Insurance Company, Canal Insurance Company, Hartford Insurance Company, Lloyds of London, Gemini Transportation Underwriters, Hallmark Primary Excess & Casualty Company, General Star **Premium Volume:** \$105 million. **Specialization:** Trucking for Hire-Long Haul, Intermediate and Intermodal operations. We provide Primary Liability, Non trucking Liability, Physical Damage, Motor Truck Cargo and Excess Auto Liability. **Notes:** National Truck Underwriting Managers, Inc. is a third generation Truck Specialty Program Manager Founded in 1978 by Jim Joyce Sr. We operate on a National Basis with very few states excluded. Members of AAMGA.

### NORTHERN STATES AGENCY

750 Main St. Ste 222

Mendota Heights 55118

**Phone:** 651-646-2651/800-328-0828

**FAX:** 651-646-1971

**email:** info@nsa-mga.com

**WWW:** www.nsa-mga.com

**Employees:** 18. **Key Employees:** Shaun Olsson, president **Specialization:** Public Auto including charter buses, vans and limousines; Commercial Auto including dump truck, logging trucks, contractors and all service vehicles; Contractors Equipment including logging and farm equipment; General Liability for contractors including special programs for alarm and sprinkler installation, excavation, demolition, exterminators, landscapers and swimming pool installations. General Liability and professional liability for all social service risks including group homes, treatment facilities, day care. General liability and umbrella for construction and manufacturing risks; Vacant property and difficult or hard-to-place property; special events liability, liquor liability, entertainment risks, umbrella, products liability, railroad protective, D&O, miscellaneous errors & omissions; workers' compensation. **Notes:** Moved to current location in 2013. Formed in 1953 as a managing general agency. Actively writing business in nine states through both admitted and surplus lines carriers (Best's rated A or better) utilizing extensive in-house underwriting and binding authority. Parent company Berkshire Hathaway, Inc. Member of NAPSLO, AAMGA, MASRU.

## Minnesota Companies

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### AUSTIN MUTUAL

15490 101st Ave. N.  
Maple Grove 55369

**Phone:** 763-657-8600

**FAX:** 763-657-8653

**email:** krallb@msagroup.com

**WWW:** www.austinmutual.com

**Key Employees:** Jeffrey B. Kusch, Pres/CEO. **Rating:** A.M. Best Financial Strength Rating; A. **Specialization:** Personal lines and commercial. **Notes:** Affiliated with the Main Street America Group in 2012. Moved to new location in 2008. The Austin Mutual Insurance Company was incorporated in 1896. The company is licensed in 34 states and writes all business through a network of independent agents. Austin specializes in Homeowners, Personal Automobile, Small Commercial and Agri-business coverages.

### FEDERATED MUTUAL INSURANCE COMPANY

121 East Park Square  
Owatonna 55060

**Phone:** 507-455-5200

**email:** clientcontactcenter@fedins.com

**WWW:** www.federatedinsurance.com

**Employees:** 2,300; 540 marketing reps nationwide **Key Employees:** Jeff Fetters, Chairman and CEO; Gregory Stroik, first vice president, director of investments; Paul Droher, executive vp operations; Scott Raymer, Senior Marketing Representative. **Rating:** Best rating: A+. **Financials:** Revenue \$1 billion. **Specialization:** All business is developed through direct sales representatives. Most property and casualty insurance in the United States is written on a net premium basis at standard rates subject to deviations and/or dividends. Workers compensation is generally written on the participating basis or return related to loss experience. A moderate volume of reinsurance is also accepted by the company. **Notes:** The company began business in 1904 under the name Retail Implement Dealers Mutual Fire Insurance Company. The name was changed in 1913 to the Minnesota Implement Mutual Fire Insurance Company. In 1942 to Mutual Implement and Hardware Insurance Company. In 1950 it was changed to Federated Mutual Implement and Hardware Insurance Company and in 1970 to its current name. All policies are issued on a non assessable basis.

### GREAT NORTHWEST INSURANCE COMPANY

332 Minnesota St Ste W1800  
St. Paul 55101

**Phone:** 800-776-3386

**email:** berta.phelps@greatnorthwest.com

**WWW:** greatnorthwest.com

**Key Employees:** Steve Good, Vice President. Berta Phelps, Minnesota Marketing Representative. **Rating:** Best's B Demotech A **Notes:** Great Northwest is a preferred auto, home, and small business underwriter utilizing the strengths of the Independent Agency system. With its proprietary Internet-based technology and its MIC business model, Great Northwest has eliminated the underwriting, processing, billing, claims and customer service duplication inherent in virtually all other standard agency models. Great Northwest combines the use of the local independent agency, and their ability to provide superior customer service with extremely low overhead costs. The result has been a successful history of growth and profitability. In 2006, Great Northwest purchased Hawaiian Insurance and Guaranty with its book of 20,000 policyholders. Hawaiian Insurance Guarantee Limited continues to operate as a subsidiary of Great Northwest.

### MIDWEST MEDICAL INSURANCE COMPANY-MIDWEST MEDICAL INSURANCE HOLDING COMPANY

7701 France Ave S Ste 500  
Edina 55435-3201

**Phone:** 952-838-6700, 800-328-5532

**WWW:** www.mmicgroup.com

**Employees:** 140. **Key Employees:** Bill McDonough, president and CEO; Lori Trygg, senior vp and chief legal officer; Tim Schultz, vice president claims; John Woodward, vice president sales; Steve Lacke, CEO and CFO; Deb Penrod, vice president, information technology; Julie Stafford, MMIC president. **Rating:** Best Rating: A. **Specialization:** Medical malpractice and other liability lines for physicians, hospital and health systems. Now offer full complement of products and services including: insurance, property casualty, technology and Internet services. **Notes:** Established in 1980 as a reciprocal to write medical malpractice insurance for qualified Minnesota physicians. The Company was reorganized as a stock/holding company in November 1988 to allow for new types of business ventures through the holding company. MMIC currently insures approximately physicians, clinics and hospitals in Minnesota, North and South Dakota, Iowa, Nebraska, Illinois and Wisconsin.

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# Minnesota Insurance Organizations

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## AVCAM (Anti-Vehicle Crime Association)

**WWW:** [www.avcam.org](http://www.avcam.org)

**Officers:** President: Glenn Ebersold, State Farm, 651-365-9034; Vice President: Lori Denman, 612-803-9407; Treasurer: Troy Magnusson, State Farm, 651-365-9032; Secretary: Brittney Dalaska, Optum, 651-270-2217. **Meetings:** Meetings quarterly. Contact president for specifics. **Notes:** The Anti-Vehicle Crime Association of Minnesota (AVCAM) is comprised of approximately 100 members from law enforcement, property insurance companies, and others active in combating vehicle theft. For 25 years AVCAM has encouraged and assisted in promoting anti-vehicle theft activities. These include training seminars, programs providing prevention tips to the public, and supporting the 1-800-HEAT-TIP line, which provides monetary awards for information leading to recovery of stolen vehicles and the prosecution of auto theft suspects.

## CHARTERED PROPERTY CASUALTY UNDERWRITERS (CPCU) SOCIETY (MN)

1970 Oakcrest Ave. S. Suite 300

Roseville 55113

**Phone:** 651-635-2772

**Email:** [ctclysdale@maguireagency.com](mailto:ctclysdale@maguireagency.com)

**WWW:** [minnesota.cpcusociety.org](http://minnesota.cpcusociety.org)

**Officers:** President: Cindy Jordan, RPS 952-646-6717 Vice President: Allen Bosch, CNA, 952-200-2073; Treasurer: Craig Ehalt, Gallagher Bassett, 612-269-9912; Secretary: Dana Bolz, EMC, 612-643-4719. **Meetings:** Third Thursday of each month, regular chapter meeting. All Industry Day in the fall annually. **Members:** 500. **Dues:** Annual \$239, society dues include dues for MN CPCU. **Notes:** MN CPCU chapter started in 1949. The purposes for which MN CPCU was formed: A: To foster higher education of those engaged in property and casualty insurance; B: To stimulate the interest of students contemplating professional careers in property and casualty insurance; C: To lend encouragement to those aspiring to achieve the CPCU designation; D: To conduct seminars and other educational projects which will assist members of the Society and others associated with the insurance industry in professional development; E: To partner with the American Institute for Chartered Property Casualty Underwriters in extending its influence and education program among the Universities and colleges of the USA; F: To maintain at all times the dignity and high professional standards that properly attach to the CPCU designation.

## GUARANTY ASSOCIATION (MN Insurance)

7600 Parklawn Ave Ste 460

Edina 55435

**Contact:** Paul Steffen, executive director.

**Phone:** 952-831-1908

**FAX:** 952-831-1973

**Email:** [psteffen@popp.net](mailto:psteffen@popp.net)

**WWW:** [minnesota.ncigf.org](http://minnesota.ncigf.org)

**Officers:** Paul Steffen, executive director. **Meetings:** As set by the Board of Directors. **DUES:** Assessments on members. **Members:** 813. **Dues:** Assessments on members. **Notes:** Association protects Minnesota policyholders and claimants in the event of a property and casualty insurance company insolvency. Created by Statute 1971. Chapter 60C.

## INDEPENDENT INSURANCE AGENTS & BROKERS (Minnesota)

15490 101st Ave. Ste. 100

Maple Grove 55369

**Contact:** Dan Riley.

**Phone:** 763-235-6460

**Email:** [miia@miia.org](mailto:miia@miia.org)

**WWW:** [miia.org](http://miia.org)

**Officers:** Daniel D. Riley, Executive Vice President, 763-235-6460; **Email:** [driley@miia.org](mailto:driley@miia.org) **Members:** Independent agencies.

## INSURANCE EDUCATORS-Bemidji State University

1500 Birchmont Ave.

Bemidji 56601

**Contact:** Young Seob Son, chairman of the Business Department.

**Phone:** 218-755-2758

**Email:** [yson@bemidjistate.edu](mailto:yson@bemidjistate.edu)

**Notes:** School offers insurance course for about 50 students annually.

## INSURANCE EDUCATORS-St. Cloud State University

720 4th Ave S.

St. Cloud 56302

**Contact:** Joe Haley, CPCU, 320-308-3243, professor of risk manager.

**Email:** [jhaley@stcloudstate.edu](mailto:jhaley@stcloudstate.edu)

**Notes:** The school offers a number of insurance-related courses.

## INSURANCE EDUCATORS-St. Thomas University

2115 Summit Ave.

St. Paul 55105

**Contact:** Insurance Professor: Dr. Peter Young, cell 605-645-7505

**Phone:** 605-645-7505,

**Email:** [pcyoung@stthomas.edu](mailto:pcyoung@stthomas.edu)

**WWW:** [stthomas.edu/risk\\_leadership](http://stthomas.edu/risk_leadership)

## INSURANCE EDUCATORS-University of Minnesota

271 19th Ave. S.

Minneapolis 55455-0340

**Contact:** Andrew Whitman, Insurance Professor.

**Phone:** 612-747-6015

**Email:** [awhitman@umn.edu](mailto:awhitman@umn.edu)