

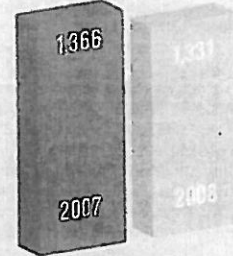
Area's Largest Employee Benefits Firms

Ranked by employee benefits consultants in Mass.

Rank	Prior rank	Company	Employee benefits consultants in Mass.	Employees in Mass.	Total employees	No. of Mass. clients Total clients	Chief executive Title
1	1	Watson Wyatt Worldwide 80 W. Sun St., Wellesley Hills 02481 (781) 237-3900 www.watsonwyatt.com	147	180	7,700	WND WND	Patricia O'Connor Managing consultant
2	3	Mercer 99 High St., Boston 02110 (617) 747-9500 www.mercer.com	125	180	18,100	WND 25,000	James McCaffrey Worldwide partner
3	4	Sentinel Financial Group 55 Walkers Brook Drive, Reading 01867 (781) 914-1200 www.sentinelgroup.com	105	129	144	1,940 3,868	John Camavata President, CEO
4	7	PricewaterhouseCoopers LLP 125 High St., Boston 02110 (617) 530-5000 www.pwc.com	82	2,219	154,000	WND WND	Barry Nearhos Managing partner
5	6	Northwestern Benefit Associates 1 Beacon St., Boston 02108 (617) 742-8200 www.nba.strategicebs.com	87	101	7,500	533 28,000	Charles Diamond President
6	5	Towers Perrin 111 Huntington Ave., Boston 02199 (617) 638-3700 www.towersperrin.com	86	160	6,232	100 WND	Bob Gore Managing principal
7	2	Strategic Employee Benefit Services 55 William St., Wellesley 02481 (781) 237-7070 www.wellesleystrategicebs.com	86	86	7,500	640 28,000	Kevin O'Connor President
8	9	Eastern Benefits Group 39 Norman St., Salem 01970 (978) 741-0708 www.easternbenefitsgroup.com	70	314	329	500 600	Michael Ward Executive vice president
9	8	Buck Consultants, an ACS Company 250 Franklin St., Boston 02110 (617) 275-8050 www.buckconsultants.com	66	70	1,890	180 4,000	Larry Rozaman Principal & Market leader
10	11	The Segal Co. 116 Huntington Ave., Boston 02116 (617) 424-7337 www.segalco.com	48	56	942	WND WND	John Flynn and Andrew Sherman Senior vice presidents
11	14	USI New England 12 Gil St., Woburn 01801 (800) 842-1218 www.usi.biz	47	150	4,000	WND 40,000	Mark Smith CEO
12	12	William Gallagher Associates 470 Atlantic Ave., Boston 02210 (617) 281-8700 www.WGAnns.com	44	163	193	315 330	Philip Edmondson Chairman, CEO
13	12	The Bostonian Group 4 Copley Place, Boston 02116 (617) 387-2300 www.bostoniangroup.com	43	52	52	270 310	James Blac Chairman, CEO
14	19	Thorbahn Associates 300 Crown Colony Drive, Quincy 02169 (617) 847-3900 www.thorbahn.com	38	38	38	190 190	John Thorbahn President
15	NR	Willis HRH, a unit of Willis Group Holdings 101 Federal St., Boston 02110 (617) 523-2600 www.willis.com	33	180	20,000	330 36,000	Kirk Metcalf Managing partner
16	15	CBIZ Toffias 350 Mass. Ave., Cambridge 02139 (617) 761-0600 www.cbiztoffias.com	30	150	200	WND WND	Bernard Kaplan Managing director
17	20	East Coast Benefit Plans Inc. 2 Commercial St., Sharon 02087 (781) 461-8070 www.ecbp.com	29	19	31	61 99	Shaun Dolan President
18	18	The Protector Group Insurance Agency Inc. 100 Front St., Worcester 01608 (508) 852-8500 www.protectorgroup.com	28	88	88	WND WND	Robert Vaudreuil President, CEO
19	18	Sapers & Wallack 276 Washington St., Newton 02458 (617) 228-2600 www.sapers-wallack.com	26	33	33	250 300	Avra Sapers CEO
20	10	Aon Consulting 1 Federal St., Boston 02110 (617) 457-4618 www.aon.com	26	26	38,000	140 3,150	Susan Lawson Cann Senior vice president
21	17	Longfellow Benefits 118 Huntington Ave., Boston 02116 (617) 381-6000 www.longfellowbenefits.com	25	29	30	330 370	Joseph Gray Managing principal
22	NR	Summit Financial Corp. 91 Hartwell Ave., Lexington 02421 (781) 863-5544 www.summitfinancialcorp.com	24	32	32	280 375	Joseph Bonasera President
23	21	HUB International New England LLC 299 Ballantine St., Wilmington 01897 (978) 657-5100 www.hubinternational.com	22	22	375	700 20,000	Charles Brephy CEO
24	23	EBS Capstone One Gateway Center, Newton 02458 (617) 244-3737 www.ebscapstone.com	20	24	24	158 164	Paul Rooney Managing partner
25	NR	Benefit Management Inc. 3 Lyons Way, North Attleborough 02783 (508) 699-3060 www.benman.com	20	23	26	480 600	Joseph McGarry President

MASS. CONSULTANTS DIP

The number of Mass. employee benefits consultants for the largest 25 firms over the past two years.



Source: BBJ research

Trends: Mass. employers

A look at the largest Mass. employers on this year's list.

Rank	Firm	Mass. employees
1	PricewaterhouseCoopers	2,219
2	Eastern Benefits Group	314
3	Mercer	180
4	Watson Wyatt Worldwide	180
5	Willis HRH	180
6	William Gallagher Associates	163
7	CBIZ Toffias	150
8	Towers Perrin	150
9	USI New England	150
10	Sentinel Financial Group	129

Source: BBJ survey.

Compiled by Patrick Lawler and Sean McFadden

Next Week's List: Accounting Firms

UPCOMING EDITORIAL CALENDAR

Focus Section

- Feb. 20 Private Equity
- Feb. 27 Corporate Relocation & Expansion
- March 6 Legal Services

The Lists

- 50 Largest Accounting Firms
- 50 Largest Colleges & Universities
- Mechanical & Electrical Contractors

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