

## A DIFFERENT VIEW

## Companies ranked by number of employee-benefit consultants

1. Key Benefit Administrators: 43
2. Contemporary Benefits Design Inc.: 36
3. Hewitt Associates: 26
- \*4. Principal Financial Group, N.C. Business Center: 25
- \*4. Towers Perrin: 25
- \*4. Aon Consulting: 25
- \*7. Corporate Benefit Advisors Inc.: 24
- \*7. Mercer Human Resource Consulting: 24

## Largest Area Employee-benefit Firms

ranked by number of local employee-benefit employees

Rank prior rank	Name address	Phone Web address	No. of employee-benefit employees	Compensation of firm	No. of local clients/ <sup>1</sup> year founded locally	Services offered	Top local executive(s)
<b>1</b> 1	<b>Key Benefit Administrators</b> 534 Rivercrossing Drive Fort Mill, S.C. 29715	(803) 396-4600 keybenefit.com	<b>139</b>	Both fees and commission	450 1987	Benefit consulting, plan administration, medical plan cost containment, chronic disease management, voluntary benefits	Dale Kaliser
<b>2</b> 2	<b>Mercer Human Resource Consulting</b> 100 N. Tryon St., Suite 3400 Charlotte, N.C. 28202	(704) 805-7500 mercerc.com	<b>83</b>	Both fees and commission	100 1972	Benefit consulting, retirement consulting, health and benefits consulting, human capital, outsourcing, investments	Keith Wilson Benny Yeargan
<b>3</b> NR	<b>HR Xcel Inc.</b> 3436 Troingdon Way, Suite 300 Charlotte, N.C. 28277	(704) 357-6008 hrxcel.com	<b>75</b>	Fees only	NA 1998	Benefits/COBRA/payroll administration, custom benefits portals, consumer-driven health care administration, outsourcing	Janet LeClair Jeff Mortland
<b>4</b> 3	<b>Contemporary Benefits Design Inc.</b> 855 Sam Newell Road, Suite 206 Matthews, N.C. 28105	(704) 847-1007 contemporarybenefits.com	<b>56</b>	Commission only	1,060 1986	Employee benefits, employee communication, retirement, long-term care, human resources	Harry Stokes
<b>5</b> NR	<b>Pensys Inc.</b> 2810 Coliseum Centre Drive, Suite 365 Charlotte, N.C. 28205	(704) 357-6400 pensysinc.com	<b>47</b>	Fees only	1,639 1999	Design, administration, record keeping	Jason Arnold
<b>6</b> 4	<b>Wells Fargo Insurance Services<sup>2</sup></b> 6100 Fairview Road, Suite 1400 Charlotte, N.C. 28210	(704) 366-8834 wfis.wellsfargo.com	<b>43</b>	Both fees and commission	625 2002	Employee benefit/brokerage consulting, actuarial services, retirement/human resources consulting, benefits administration	Howard McClure Blake Graeber
<b>7</b> 9	<b>Hewitt Associates</b> 201 S. College St., Suite 1550 Charlotte, N.C. 28244	(704) 347-0100 hewittassociates.com	<b>40</b>	Fees only	26 1989	Retirement plan, health management, employee communications, compensation and talent management consulting	Madeline Cashdollar Derek Cornwall
<b>8</b> 7	<b>Corporate Benefit Advisors Inc.</b> 1901 Roxborough Road, Suite 315 Charlotte, N.C. 28211	(704) 523-4222 benefitsadvice.com	<b>38</b>	Both fees and commission	265 1991	Employee benefit consulting, brokerage and retirement plan advisory services	Christina Byron William Byron Brian Flynn
<b>9</b> *17	<b>Alliance Benefit Group Carolinas</b> 5250 77 Center Drive, Suite 450 Charlotte, N.C. 28217	(704) 523-4167 abgcarolinas.com	<b>34</b>	Fees only	300 1985	Third-party administration/document design/provider/design/consulting for defined-contribution/defined-benefit plans	James Comer III
<b>*10</b> *5	<b>Miles Employee Benefit Consulting Inc.</b> 6331 Carmel Road Charlotte, N.C. 28226	(704) 544-1750 milesinc.com	<b>32</b>	Both fees and commission	720 1984	Health and welfare consulting, qualified retirement plan administration	Ross Campbell Mike Miles
<b>*10</b> NR	<b>Principal Financial Group, N.C. Business Center</b> 13860 Ballantyne Corporate Place, Suite 400A Charlotte, N.C. 28277	(866) 514-5289 principal.com	<b>32</b>	Both fees and commission	250 1955	Retirement plans, group benefits, executive benefits, wealth management, financial planning	Daniel Shanahan
<b>12</b> *5	<b>Towers Perrin</b> 100 N. Tryon St., Suite 4100 Charlotte, N.C. 28202	(704) 348-3300 towersperrin.com	<b>31</b>	Fees only	30 1984	Work-force/rewards/benefit program effectiveness, human-resources function design/delivery, employee communication	Emory Todd
<b>13</b> 10	<b>Aon Consulting</b> 1111 Metropolitan Ave., Suite 400 Charlotte, N.C. 28204	(704) 343-4100 aon.com/hcc	<b>28</b>	Fees/ commission at client's request	NA 1988	Benefit consulting and actuarial services, retirement consulting and actuarial services, human capital consulting, health care and retirement administration	Rick Wellner
<b>*14</b> 12	<b>Benefit Controls Cos.</b> 8049 Corporate Center Drive Charlotte, N.C. 28226	(704) 366-1451 benefitcontrols.com	<b>27</b>	Both fees and commission	160 1979	Health/welfare, wellness and human-resource consulting, compliance support, strategic planning, predictive modeling, surveys	W. Scott Gantt
<b>*14</b> 11	<b>Michelsen Benefits Group Inc.</b> 6857 Fairview Road, Suite 201 Charlotte, N.C. 28210	(704) 644-6423 michelsenbenefits.com	<b>27</b>	Both fees and commission	NA 1970	Medical plan cost containment, plan design advice, benefit meetings for employees and spouses, claim resolution for employees	Jim Michelsen Sean Michelsen
<b>16</b> 24	<b>Findley Davies Inc.</b> 201 S. College St., Suite 1600 Charlotte, N.C. 28244	(704) 372-9331 findleydavies.com	<b>21</b>	Fees/ commission at client's request	75 1987	Retirement plan consulting/administration/actuarial, health/group benefits, executive compensation/benefits, communications, human-resources innovation/technology	Hank Federal John Weber
<b>*17</b> 23	<b>Lake Norman Benefits Inc.</b> 106 Colborne Drive Mooresville, N.C. 28115	(704) 663-4236 lakenormanbenefits.com	<b>16</b>	Commission only	362 2003	Plan design, consulting, implementation, service, issue resolution, online administration	David Contorno
<b>*17</b> *17	<b>Watson Wyatt &amp; Co.</b> 201 S. College St., Suite 1910 Charlotte, N.C. 28244	(704) 338-5260 watsonwyatt.com	<b>16</b>	Both fees and commission	NA 1995	Retirement plan services, group health care, compensation, technology solutions, communications	Robert Gormley
<b>*19</b> *17	<b>Strategic Employee Benefit Services of the Carolinas Inc.</b> 6235 Morrison Blvd. Charlotte, N.C. 28211	(704) 365-2014 carolinas.strategiccebs.com	<b>14</b>	Commission only	400 1991	Health/welfare plan brokerage/consulting, annual plan review, communication assistance, claims resolution for employees	Suzanne Johnson
<b>*19</b> *15	<b>Willis Group Holdings Ltd.</b> 301 S. Tryon St., Suite 2600 Charlotte, N.C. 28202	(704) 376-9161 willis.com	<b>14</b>	Both fees and commission	NA 1950	Strategic development of comprehensive employee benefits programs, wellness programs, health-care data analytics	Eric Hein Jenifer Dickerman
<b>*21</b> 20	<b>Tucker Boynton Co. Inc.</b> 3731 Latrobe Drive, Suite 200 Charlotte, N.C. 28211	(704) 366-5085 tuckerboynton.com	<b>13</b>	Both fees and commission	NA 1982	Investment products, group insurance products, life/health/disability for individuals	Ronald Tucker Mark Boynton
<b>*21</b> 14	<b>Turnkey Benefits</b> 534 Rivercrossing Drive Fort Mill, S.C. 29715	(877) 396-7317 turnkeybenefits.com	<b>13</b>	Commission only	180 1998	Health and welfare consulting	Shelley Stromple
<b>23</b> *21	<b>Morehead Plan Administrators</b> 817 E. Morehead St., Suite 300 Charlotte, N.C. 28202	(704) 376-4420 moreheadadmin.com	<b>11</b>	Both fees and commission	150 1941	Pension consulting, administration, employee enrollments, communication and education	Bert Moody Jr.
<b>*24</b> *21	<b>Carolinas Insurance &amp; Investment Group</b> 120 E. Main St. Rock Hill, S.C. 29730	(803) 328-9988 cignetwork.com	<b>8</b>	Commission only	200 1999	Employee benefit professionals, financial planning, personal/commercial property/casualty insurance coverage	A. Watts Huckabee Sr.
<b>*24</b> *25	<b>CEBA Inc.</b> 3436 Toringdon Way, Suite 304 Charlotte, N.C. 28277	(704) 927-7100 ceba1.com	<b>8</b>	Both fees and commission	118 1996	Sales, consulting, service	Candler Bumgarner Bill Webb Jr.
<b>*24</b> *17	<b>FBA Inc.</b> 421 Minuet Lane, Suite 201 Charlotte, N.C. 28217	(704) 521-6400 fba401k.com	<b>8</b>	Both fees and commission	250 1985	401(k) administration and investments, flex cards, IRA rollovers, brokerage accounts, corporate accounting services	Kim Carpenter

## NOTES

Information was compiled from survey questionnaires and telephone interviews with company representatives.

PlanDesign Services Inc., tied for No. 15 on last year's list, and BB&T/McPhail Bray Insurance, tied for No. 25, did not respond.

A consultant is defined here as one who gives advice in the area of plan design and implementation and does not provide only administrative services. Companies were asked to provide consultant and employee figures related to their benefits staff only, not other activities.

Local refers to the following counties: Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lancaster (S.C.), Lincoln, Mecklenburg, Rowan, Stanly, Union and York (S.C.).

1 Clients include employers only  
2 Formerly Wachovia Insurance Services

\*indicates a tie

NA - not available or applicable

Researched by Amy Shapiro  
ashapiro@bizjournals.com