

Brown & Brown, Inc. Announces the Asset Acquisition of Edgren Hecker & Lemmon Insurance, Inc.

DAYTONA BEACH, FL and TAMPA, FL--(Marketwire - Dec 7, 2012) - C. Roy Bridges, Regional President of Brown & Brown, Inc. (NYSE: [BRO](#)), together with Brian A. Edgren, Richard G. Hecker, Todd M. Lemmon, Gerald C. Mayer, and Jeffrey J. Ogard, the principals of Edgren Hecker & Lemmon Insurance, Inc. ("EHL"), today announced that Brown & Brown of Washington, Inc., a subsidiary of Brown & Brown, Inc., has acquired certain assets of EHL.

With origins dating to the 1930s, EHL is a full-service retail insurance agency serving clients throughout Washington and other states. The company has annual revenues of approximately \$3.0 million. Following the transaction, the existing leadership and service team will remain intact and will continue to serve EHL's valued clients out of its Poulsbo and Port Angeles, Washington offices under the leadership of Richard G. Hecker.

Mr. Bridges, who is responsible for Brown & Brown of Washington's retail operations in the State of Washington, stated, "Edgren Hecker & Lemmon's roots on the Kitsap and Olympic Peninsulas, combined with its holistic approach to evaluating and addressing its clients' insurance and risk management needs, has enabled the company to foster many long-term client relationships within those communities. We believe this transaction presents a promising opportunity for our growing operations in the Pacific Northwest."

"We are very excited about joining the Brown & Brown team," said Mr. Hecker. "This strategic move enables us to enhance our value proposition for our existing clients as well as new clients. The experience and resources of the Brown & Brown organization, paired with our expertise and passion for providing our clients with first-class products and services, make this partnership a win for everyone." Mr. Hecker added, "We are extremely optimistic about the opportunity for our existing team members and our ability to attract new talent going forward