



## Brown & Brown, Inc. Names Two Regional Vice Presidents

July 1, 2013

DAYTONA BEACH, FL and TAMPA, FL -- (Marketwired) -- 07/01/13 -- The Board of Directors of Brown & Brown, Inc. (NYSE: BRO) today announced that P. Barrett Brown and Steve Denton have been elected Regional Vice Presidents of the Company. These individuals will assume responsibility for the oversight of certain operations added to the Company's Retail Division as the result of the acquisition of Beecher Carlson Holdings, Inc. by Brown & Brown, Inc., effective July 1, 2013.

J. Powell Brown, President and Chief Executive Officer, stated, "The addition of Barrett and Steve to the regional leadership of Brown & Brown, Inc. marks the continuation of our culture of success and further confirms our commitment to the advancement of top-notch leaders who exemplify our culture and who have the ability to lead our teammates to our next intermediate revenue goal of \$2 billion."

Barrett Brown is responsible for the oversight of Brown & Brown's retail offices in Brooksville, Pinellas, Orlando and Tampa, Florida, where he is based. As Regional Vice President, Barrett will be responsible for the oversight of the Beecher Carlson large accounts team in addition to his current duties. Barrett started his career with Brown & Brown as a producer in Phoenix, Arizona, and moved on to become Profit Center Leader of the Orange, California retail office of Brown & Brown of California, Inc. before being promoted to the position of Profit Center Leader of the Tampa, Florida office of Brown & Brown of Florida, Inc. In addition to his oversight responsibility for other Florida retail operations, Barrett is responsible for "Brown & Brown University," the Company's sales and leadership training program. Prior to joining Brown & Brown, Barrett worked as a multiline commercial underwriter with Chubb Insurance Group in Texas and in California. He is a director of the Tampa Theatre and is active in "Cheetahs for Charity," the Company's Tampa Bay area-based foundation for charitable giving. Barrett is a graduate of the University of Florida. He will continue to report to Linda S. Downs, Chief Operating Officer and Regional President.

In addition to being named Regional Vice President of Brown & Brown, Inc., Steve Denton has also, effective July 1, been named Chief Executive Officer of Beecher Carlson, where he has served as President for the past several years. Throughout his tenure, Steve has been integrally involved in the development of Beecher Carlson's unique service offerings and in attracting talent to the firm. As Beecher Carlson's CEO, he will have responsibility for its large accounts team's operations and will continue to focus on client services and growth initiatives. Prior to joining Beecher Carlson, Steve spent 13 years with Aon Risk Services, where he held senior management positions in the Atlanta, Nashville and Seattle offices. Prior to his tenure at Aon, he worked for Marsh, Inc. in Atlanta as an account executive and liaison to the insurance market. Steve's background also includes three years with Ford Motor Company in its corporate risk management department in Dearborn, Michigan. Steve is a graduate of the University of Georgia, where he earned a BBA in Risk Management and Insurance. As Regional Vice President, he will report to Barrett Brown.

Brown & Brown, Inc., through its subsidiaries, offers a broad range of insurance and reinsurance products and services, as well as risk management, third-party administration, managed health care, and Medicare set-aside services and programs. Providing service to business, public entity, individual, trade and professional association clients nationwide, the Company is ranked by *Business Insurance* magazine as the United States' sixth largest independent insurance intermediary. The Company's Web address is [www.bbinsurance.com](http://www.bbinsurance.com).

This press release may contain certain statements relating to future results which are forward-looking statements. These statements are not historical facts, but instead represent only the Company's current belief regarding future events, many of which, by their nature, are inherently uncertain and outside of the Company's control. It is possible that the Company's actual results, financial condition and achievements may differ, possibly materially, from the anticipated results, financial condition and achievements contemplated by these forward-looking statements. Further information concerning the Company and its business, including factors that potentially could materially affect the Company's financial results and condition, as well as its other achievements, are contained in the Company's filings with the Securities and Exchange Commission. All forward-looking statements made herein are made only as of the date of this release, and the Company does not undertake any obligation to publicly update or correct any forward-looking statements to reflect events or circumstances that subsequently occur or of which the Company hereafter becomes aware.

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Source: Brown & Brown, Inc.