



Brown & Brown of Washington, Inc. Acquires Assets of Snapper Shuler Kenner, Inc. and Snapper Shuler Kenner Insurance, L.L.C.

November 8, 2011

DAYTONA BEACH, FL and TAMPA, FL, Nov 08, 2011 (MARKETWIRE via COMTEX) --

J. Scott Penny, Chief Acquisitions Officer and Regional President for Brown & Brown, Inc. (NYSE: BRO), Nicholas J. Dereszynski, Regional Vice President for Brown & Brown, Inc., and Paul D. Kenner, principal of Snapper Shuler Kenner, Inc. and Snapper Shuler Kenner Insurance, L.L.C., located in Lynden and Bellingham, Washington ("SSK"), today announced that Brown & Brown of Washington, Inc., a subsidiary of Brown & Brown, Inc., has acquired substantially all of the insurance agency assets of SSK.

With annualized revenues of approximately \$3.7 million, SSK has provided a broad spectrum of property and casualty and employee benefits insurance products and services to clients throughout the State of Washington with origins dating back to 1925. Mr. Kenner and his staff will continue to serve their clients from their current Lynden and Bellingham, Washington locations.

Mr. Dereszynski, who is responsible for Brown & Brown's retail operations throughout Washington, stated, "Snapper Shuler Kenner's long-time, exceptional service to its clients in Washington will continue to advance Brown & Brown's growing presence in the Pacific Northwest. We are very excited to have Paul and his staff join the Brown & Brown team."

"This is the best of both worlds for our customers and employees," Kenner said. "Brown & Brown owns agencies, but doesn't run them. Most of our customers won't even notice any changes, but this will give us more resources to service businesses who operate nationally or internationally, as well as some clients who have complex insurance needs."

Brown & Brown, Inc., through its subsidiaries, offers a broad range of insurance and reinsurance products and related services. Additionally, certain Brown & Brown subsidiaries offer a variety of risk management, third-party administration, and other services. Serving business, public entity, individual, trade and professional association clients nationwide, Brown & Brown is ranked by Business Insurance magazine as the United States' seventh largest independent insurance intermediary. Brown & Brown's Web address is www.bbinsurance.com.

This press release may contain certain statements relating to future results which are forward-looking statements, including those associated with this acquisition. These statements are not historical facts, but instead represent only Brown & Brown's current belief regarding future events, many of which, by their nature, are inherently uncertain and outside of Brown & Brown's control. It is possible that Brown & Brown's actual results and financial condition may differ, possibly materially, from the anticipated results and financial condition indicated in these forward-looking statements. Further information concerning Brown & Brown and its business, including factors that potentially could materially affect Brown & Brown's financial results and condition, as well as its other achievements, is contained in Brown & Brown's filings with the Securities and Exchange Commission. Some factors include those factors relevant to Brown & Brown's consummation and integration of the announced acquisition, including any matters analyzed in the due diligence process, and material adverse changes in the business and financial condition of the seller, the buyer, or both, and their respective customers. All forward-looking statements made herein are made only as of the date of this release, and Brown & Brown 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 Brown & Brown hereafter becomes aware.

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