



**Brown & Brown, Inc. Announces the Asset Acquisition of  
Excel Underwriters Alliance, Inc. and Spirit Underwriters, Inc.**

DAYTONA BEACH, Mar 18, 2010 -- Thomas E. Riley, Regional President of Brown & Brown, Inc. (NYSE: BRO), and David C. Wash, President of Excel Underwriters Alliance, Inc. and Spirit Underwriters, Inc., of Voorhees, New Jersey, today announced the acquisition of substantially all of the assets of Excel Underwriters Alliance, Inc. and Spirit Underwriters, Inc. by Brown & Brown Metro, Inc., a subsidiary of Brown & Brown.

With combined annual revenues of approximately \$1.3 million, Excel Underwriters Alliance and Spirit Underwriters offer professional liability, directors and officers (D&O) liability, employment practices liability, managed care/medical malpractice liability, crime, and related liability insurance products and services, primarily to insurance providers and agents. Excel Underwriters Alliance provides open brokerage insurance solutions, while Spirit Underwriters is a managing general underwriter (MGU) offering products and services on both a direct and brokerage basis. These firms also offer Excel Direct, a direct access insurance product for specialty agents and brokers with under \$1 million in revenues.

David Wash and his staff will continue to operate under the Excel and Spirit Underwriters brands, as divisions of Brown & Brown's Mount Laurel, New Jersey profit center, under the leadership of Joseph P. Morrissey, Jr.

Mr. Riley, who is responsible for Brown & Brown Metro's operations, commented, "David and his group have developed a strong expertise in the often complex world of casualty insurance. We are excited to have them deepen our knowledge base in this arena. This transaction also demonstrates our desire to grow our presence in New Jersey and the greater Philadelphia region." Mr. Wash added, "I am pleased to have the tools and resources of Brown & Brown available to continue my commitment to the day-to-day needs of our clients. I will continue to market and travel nationally to support our clients and carriers."

Mystic Capital Advisors Group, LLC provided transaction advisory services to Excel Underwriters Alliance and Spirit Underwriters.