

Acquisition Announcement

Hilb Group Acquires Mayo Insurance Agency, Inc. and Williamsburg Insurance Agency, LLC, Broadens Mid-Atlantic Presence

July 13, 2021

Richmond, VA — July 13, 2021 — The Hilb Group announced today that it has acquired Virginia-based Mayo Insurance Agency, Inc. and Williamsburg Insurance Agency, LLC, strengthening its footprint within the Mid-Atlantic region. The transaction became effective on July 1, 2021.

Both Mayo Insurance – based in Virginia Beach, with additional offices in Suffolk – and Williamsburg Insurance are multi-line insurance agencies, providing a broad range of offerings for clients. Principal Todd Mayo and his team of insurance professionals will be joining Hilb Group’s Mid-Atlantic regional operations.

“We are excited to be a part of Hilb Group’s focused strategy and vision for the future,” said Todd Mayo, “and to join together to grow our services on behalf of our customers.”

“These agencies have long-standing client relationships and a stellar reputation in the community,” said Hilb Group CEO Ricky Spiro. “We are pleased to welcome Todd Mayo and his associates to our expanding team.”

The addition represents one of six Virginia acquisitions completed this month by Hilb Group, headquartered in Richmond.

“As the Hilb Group continues to grow nationally, we are thrilled to be building upon our presence in our home state,” Spiro added, specific to the six new agencies. “These acquisitions represent another step in our rapid growth, while allowing us also to be strategic and intentional in our partnerships to deliver expert advice and exceptional service to our customers and communities.”

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