

Marshall & Sterling Acquires The Hearn Agency and Jacksland Associates

We are excited to announce the acquisition of the Hearn Agency Inc., a local insurance brokerage with clients throughout western New York and the Adirondacks. The acquisition closed on June 1, 2023.

The Hearn Agency is based in Canajoharie, NY, while its subsidiary Jacksland Associates is based in Johnstown, NY. All nine employees have become Marshall & Sterling employees, part of the company's Upstate division. Additionally, both offices will remain open.

"The Hearn Agency and Jacksland Associates business and reputation across a broad footprint of the region will add greatly to Marshall & Sterling's growing presence west of our established Albany Capitol Region presence," said Jim Dahoney, Marshall & Sterling Executive Vice President.

Marshall & Sterling is 100% employee-owned and has more than 35 offices in the U.S. and the U.S. Virgin Islands. The agency offers commercial property & casualty, employee benefits, risk management and loss control services, TPA services, HR administration, personal insurance, wealth management and financial planning.

The two agencies were owned by three brothers, Edward "EJ" Jacksland, Craig Jacksland and Lance Jacksland, and have provided both property & casualty insurance as well as Group Benefit services for more than 40 years.

"We're extremely excited about how Marshall & Sterling's size, expertise and resources will bring new benefits to our clients and our employees," said EJ Jacksland.

Additionally, Jacksland added, "over nearly 160 years, Marshall & Sterling has proven its commitment to helping protect businesses and individuals from the potential risks and losses they face every day. Sharing a common client care philosophy was a key reason for us to join Marshall & Sterling."

Founded in 1864, Marshall & Sterling Insurance has total annual written premiums in excess of \$1 billion. A 100% employee-owned company with more than 560 insurance specialists in New York, California, Michigan, Florida, Virginia and the U.S. Virgin Islands, Marshall & Sterling has been recognized for exceptional insurance services throughout the nation and remains closely tied to the communities it serves. The company is ranked among the top performers in the annual Best Practices Study conducted by the

Independent Insurance Agents & Brokers of America (IIABA or the Big "I") and Reagan Consulting.