

Apr 2, 2025 3:00 PM Eastern Daylight Time

## Warner Pacific Completes Acquisition of Black, Gould & Associates Inc.

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*Acquisition marks Warner Pacific's seventh in the last twelve months*

WESTLAKE VILLAGE, Calif.--([BUSINESS WIRE](#))--Warner Pacific, a trusted national General Agency for brokers nationwide, today announced that it has successfully acquired Black, Gould & Associates Inc. ("BGA"), a full-service general agency that offers complete back-office services to agents and brokers. Financial terms of the transaction were not disclosed.

Founded in 1980 and based in Phoenix, Arizona, Black, Gould & Associates Inc. provides services to over 2,500 agents and agencies and represents more than 8,000 group insurance clients and 60,000 individual policyholders. The acquisition marks Warner Pacific's seventh over the past year and further expands Warner's assets and services across the Southwest.

"This acquisition enables us to strengthen our commitment to the agents and brokers we serve by delivering tactical solutions and resources to support them in today's environment," said Dutch Baker, President at Black, Gould & Associates Inc. "We are excited to work with the Warner Pacific team to enhance our product offerings and elevate our services."

"BGA's focus on offering the highest quality individual, group, and Medicare products and services, and their commitment to providing their agents and brokers with the resources and support they need to succeed, makes them a perfect fit for the Warner Pacific family," said John Nelson, Co-CEO of Warner Pacific. "As we continue to work towards our goal of becoming the leading wholesale benefits

distributor across the US, we look forward to welcoming the talented BGA team on board and further deepening our ability to serve our broker base through our continued geographic and product expansion.”

## **About Warner Pacific**

Warner Pacific is a nationally recognized General (GA) and consulting partner, dedicated to empowering brokers across the United States. With over \$10 billion in in-force premiums, servicing more than 80,000 in-force groups, and a team of 560+ professionals, Warner Pacific delivers unparalleled support and expertise. For over 40 years, Warner Pacific has provided comprehensive employee benefits solutions, compliance assistance, HR resources, and cutting-edge technology to insurance brokers and agents in California, Colorado, Illinois, Iowa, New York, Ohio, Oklahoma, Texas, Florida, and Minnesota. As a top-producing GA for many of the nation’s largest insurance carriers, Warner Pacific has forged strategic partnerships with over 180 carriers. Discover more at [www.warnerpacific.com](http://www.warnerpacific.com).

Warner Pacific is backed by Lovell Minnick Partners (“LMP”). LMP invests in growth-oriented companies and partners with leadership teams to accelerate value creation through organic growth and strategic acquisitions, positioning their businesses for long-term, sustainable success. To learn more about LMP’s partnership approach, sector expertise, investment criteria and experienced team, please visit [www.LMPartners.com](http://www.LMPartners.com).

## **About Black, Gould & Associates**

Black, Gould & Associates, Inc. is an insurance services company based in Phoenix, Arizona. With offices in Tucson and Phoenix and more than 58 employees, the company provides insurance agents and brokers with back-office services enabling them to serve their clients more efficiently.

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