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September 15, 2025

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Poughkeepsie, NY — Marshall+Sterling, a top 50 U.S. insurance brokerage of business and personal risk solutions headquartered in Poughkeepsie, NY, is pleased to announce the acquisition of Jacob J Katz & Company, a trusted, family-owned, full-service insurance agency serving clients nationwide since 1937.

The move represents a key strategic expansion into Rockland County, further strengthening Marshall+Sterling's presence across the Hudson Valley and its broader commitment to clients throughout New York State.

Jacob J Katz & Company brings over 85 years of service, a multi-generational legacy, and a reputation for tailored client attention across business and personal lines.

"As a firm proudly headquartered in Poughkeepsie for over 160 years, we're committed to continuing to build relationships in the Hudson Valley and across the state," said Eric Diamond, President and CEO of Marshall+Sterling. "By welcoming Jacob J Katz & Company into our organization, we're expanding into Rockland County with a partner that shares our mission of empowering our customers to predict, prepare for, and preempt risk – and our values of innovation, customer focus, and commitment to the communities in which we work and live."

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This acquisition builds on Marshall+Sterling's consistent statewide growth, including recent acquisitions such as the FitzGibbons Agency, Mancino Insurance, The Hearn Agency, and Jacksland Associates. With more than 570 professionals across New York, the United States, and the U.S. Virgin Islands, the firm offers tactical and personal risk solutions that secure its clients with the confidence to succeed.

About Marshall+ Sterling

Founded in 1864, Marshall+Sterling is a 100% employee-owned national independent risk solutions partner, providing business and personal insurance, employee benefits, and wealth management solutions. Marshall+Sterling is committed to empowering customers to predict, prepare for, and preempt risk—creating a future that's safer and more secure. Headquartered in New York and licensed in all states and the U.S. Virgin Islands, the firm is regularly recognized by Business Insurance as one of the top 50 insurance brokers in the United States. Follow @marshallsterling on social media.

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