2-MINUTE READ

JENCAP CONTINUES STRATEGIC EXPANSION WITH ACQUISITION OF CONCORDE GENERAL AGENCY

SEP 8, 2026



NEW YORK, NY (SEPTEMBER 8, 2026) - Jencap Group LLC (Jencap), one of the largest wholesalers in the U.S., announced today that it has acquired Concorde General Agency (Concorde), a regional wholesaler specializing in personal lines, commercial lines, and farm and ranch insurance. Concorde will continue operating under its well-established brand as part of the Jencap Insurance Services Inc (JCIS) division, combining its regional expertise and strong market relationships with the expanded resources, capabilities, and national reach of Jencap.

"We were very deliberate in finding a partner whose values and vision aligned with Concorde's," said Bob Hanna, President and CEO of Concorde General Agency. "Jencap shares our commitment to building strong relationships, creating win-win outcomes, and growing the business by helping our agency partners succeed. Joining Jencap gives our team access to additional products, markets, and expertise, while also expanding the geographic reach of what Concorde can offer. We believe that combination creates tremendous opportunities for our employees, our carrier partners, and, most importantly, the independent agents we serve."

"Concorde General Agency is an outstanding strategic addition to Jencap," said Mark Maher, President of Jencap. "This acquisition strengthens our geographic presence in the upper Midwest and expands the specialty products and expertise we can deliver to our agency partners. Concorde's reputation, relationships, and entrepreneurial culture make them an exceptional fit for Jencap, and we're excited to accelerate growth together."

About Concorde General Agency

Concorde is a leading specialty insurance intermediary based in North Dakota that connects independent agents with innovative property and casualty insurance solutions. Through its expertise in personal lines, commercial insurance, and farm & ranch coverages, Concorde provides agents with broad market access, underwriting support, and responsive service, helping them meet the evolving needs of their clients throughout the Upper Midwest and beyond. For more information, visit www.cgains.com.

Jencap is one of the largest wholesalers in the U.S. with notable industry-lea expertise in wholesale brokerage, binding authority, and program management. Its specialized divisions and affiliate organizations provide niche underwriting prowess, broad market access, and nationwide influence. Headquartered in New York, Jencap leverages its collective power to exceed the expectations of more than 20,000 independent agency partners. For more information, visit JencapGroup.com.



Kathryn Smith

Jencap's Managing Director of Marketing, Kathryn Smith, has dedicated her entire career to the insurance industry. A diverse background equips Kathryn with a unique 360-degree perspective, having experienced the industry from all angles: agency, carrier, and wholesaler. She consistently produces award-winning marketing content and hosts the Jencap insurance podcast, "Flip the Cap."

EXPLORE FURTHER

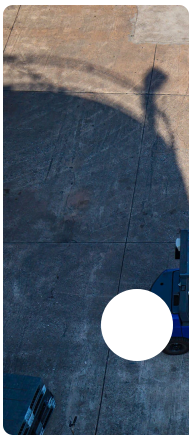


Manager vs. General hy the Difference Matters



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TRENDS & WHITE PAPERS



Agent's Guide to Professional Liability Gaps (and How to Close Them)

In Professional risks, protection and exposure comes down to the fine print. Jencap's professional lines specialists help you see what others might miss.

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PODCASTS

Hosted by Jencap's Managing Director of Marketing, Kathryn Smith, Flip the Cap is the podcast where insurance insights flow and trending topics are always on tap!



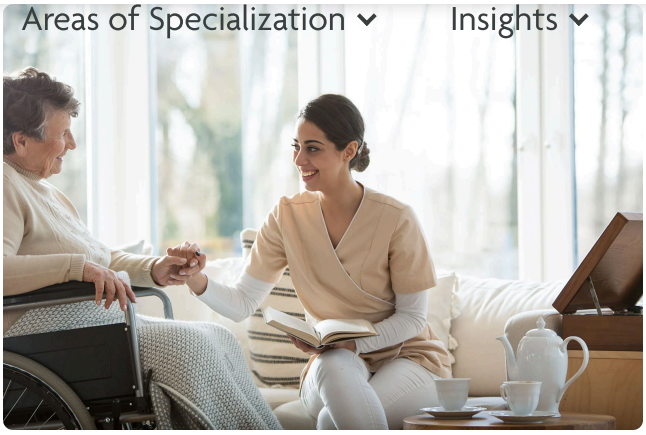
the Cap Episode 22: Jencap 10 Year niversary Edition: John Jennings on owth, Culture, and What's Next

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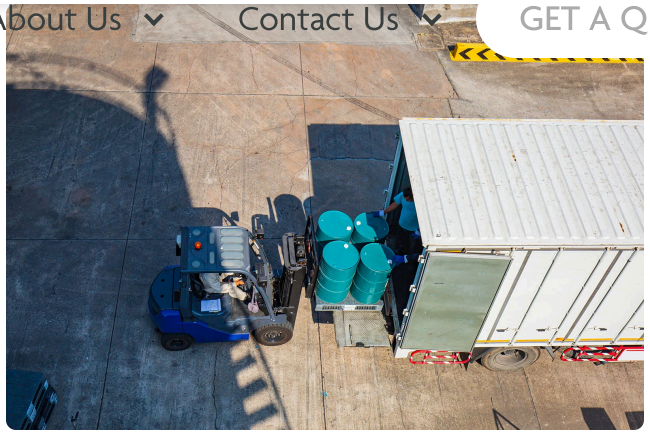
Flip the Cap Episode 21: Global E&S Trends, Emerging Risks and 2026 Predictions

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Home Health and Hospice Insurance Submissions: What Agents Need to Know

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Products Pollution Liability Insurance: What Agents Need to Know

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A Product Liability Roadmap for Federal Hemp Rules

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Jencap Continues Strategic Expansion with Acquisition of Concorde General Agency

SEP 8, 2026



What the Cannabis Insurance Market



The Cannabis Coverage Map: Where Most

MORE INDUSTRY TOPICS

- Cannabis
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- Workers' Compensation
- All Posts

PUT JENCAP TO WORK FOR YOU

Whether they realize it or not, most every business has some sort of environmental exposure. It's more important than ever for companies to evaluate their environmental risk profile and secure appropriate insurance coverage. At Jencap, we don't have generalist brokers; our dedicated team of environmental brokers has worked every angle of the environmental industry and knows it inside and out.

Stay Informed

Get marketplace trends, new product and program launches, and product expertise from Jencap, delivered to your inbox.

FIRST NAME

LAST NAME

EMAIL ADDRESS

YOUR COMPANY WEBSITE

SUBMIT

Jencap is a national wholesale insurance intermediary serving retail agents through wholesale brokerage, binding authority, and program management.

CORPORATE HEADQUARTERS

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New York, NY 10018

WHOLESALE BROKERAGE

Construction
Energy
Environmental
Personal Lines
Professional Lines
Property
Transportation & Garage
Workers' Compensation

BINDING AUTHORITY
Property & Casualty
Transportation & Garage

EXCLUSIVE PROGRAMS
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Electrical and HVAC Contractors
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