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RELATION INSURANCE EXPANDS COMMERCIAL AND EMPLOYEE BENEFITS CAPABILITIES WITH MID-STATE ACQUISITION

July 30, 2026

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Relation Insurance Services expands its footprint with acquisition of Mid-State Insurance

brokerage platform with the acquisition of the assets of Mid-State Insurance, a full-service independent agency known for its expertise in commercial insurance, employee benefits, and personal insurance solutions. Financial terms of the transaction were not disclosed. The acquisition became effective on March 31, 2026.

Founded in 1986 as an independent life and health insurance agency, Mid-State Insurance broadened its offerings over the years to become a multi-line insurance agency serving businesses and individuals. Today, the agency provides commercial insurance, employee benefits, and personal lines coverage—including home, auto, life, and health insurance—to clients throughout the Midwest and beyond.

The addition of Mid-State strengthens Relation's presence in the Midwest while expanding its capabilities in key insurance segments. The acquisition also aligns with Relation's long-term growth strategy of partnering with agencies that have established client relationships, strong local reputations, and a commitment to personalized service.

Joe LaBarbera, president of Mid-State Insurance, said the agency found a natural fit in Relation because both organizations share similar values centered on client service, integrity, honesty, industry expertise, and

community involvement. He added that Relation's vision for continued growth made the decision to join the organization an easy one.

Ed Relation, the acquisition represents the latest in a series of expansion through strategic partnerships with independent agencies that complement its service offerings and geographic footprint. The company provides business insurance, employee benefits, personal insurance, retirement services, and risk management solutions to clients across North America.

Mid-State's expertise in serving both commercial and personal insurance clients further enhances Relation's ability to deliver comprehensive solutions through its growing national platform. Existing clients of Mid-State are expected to benefit from expanded market access, additional resources, and broader service capabilities while continuing to work with the agency team they know and trust.

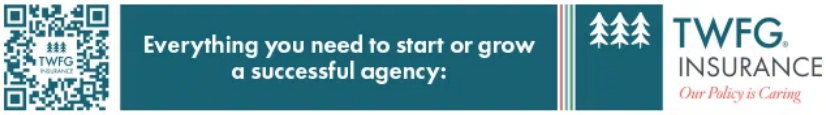
The transaction also reflects the ongoing consolidation taking place throughout the insurance brokerage industry, where larger firms continue to acquire established independent agencies to broaden their regional presence, deepen industry expertise, and provide additional resources to clients and producers. Agencies with long-standing community relationships and diversified books of business remain attractive acquisition targets as brokerages seek sustainable growth through strategic partnerships.

Relation is a privately held insurance brokerage backed by **BayPine**, a Boston-based private equity firm focused on driving innovation and long-term growth through digital transformation and operational investment. Since partnering with BayPine, Relation has continued to expand

its national footprint through acquisitions while investing in technology, client service, and specialized insurance expertise.

With the addition of McClenahan, Relation further strengthens its commercial insurance and employee benefits platform while reinforcing its commitment to serving clients through locally focused agencies backed by the resources of a growing national brokerage.

Information for this article was provided by Relation Insurance Services. Views and claims expressed in this article are those of the source company and do not necessarily reflect the views of AgencyEquity.com. This article may have been edited with the help of AI.



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