

Alpha Associates

Year Established: 1984

Agency Members: 20

States Agency Operates In:

NY, PA

Description of Network's management structure, goals, and agencies best served:

Each member agency has one voting member of our board of directors. We elect a new slate of officers from our board every two years. We best serve "Main Street" type agencies with a good mix of commercial and preferred personal lines business. We seek to continually produce and grow profitable business for our company partners, and in return, earn the ability to obtain the best company contracts that we can for our members, thereby increasing their profitability.

Premium Controlled by Network:

\$100 – 150 million

Services and Resources:

Combined billing for agency association memberships, and personal line rating.

Top Commercial Lines Carriers:

Hanover

Main Street America

Merchants Mutual

Philadelphia

Preferred Mutual

Selective

The Hartford

Travelers

Utica National

Several Mutuals and Co-ops

Top Personal Line Carriers:

Kemper

Main Street America

Merchants Mutual

NYCM

Preferred Mutual

Safeco

Travelers

Utica National

Several Mutuals and Co-ops

Special Programs or Coverages:

Exclusive Restaurant/Tavern WC Safety Group

Product Mix:

- Property & Casualty %: 90
- Life %: 3
- Annuity/Investments %: 2
- Health %: 5
- Other %:

Ideal Agency Candidate:

\$2-5 Million in premium, similar company mix, or willingness to roll business to our markets. Growing agency, with likelihood of that trend continuing. Excellent reputation within its own marketplace.

Qualifications to Join Network:

Minimum Premium/Revenue: \$1,000,000

Employee Count: N/A

Other Criteria: Similar company representation/mix of business.

Membership Coordinator:

- Christopher Dempsey
- President
- Christopher.rcdempsey.com
- 607-898-5134

Address:

102 Main Street
Groton, NY 13037

Email Address: christopher@rcdempsey.com

Phone Number: 607-898-5134