

Emerson Reid Acquires JRG Advisors, LLC

CONTINUED EXPANSION INTO WESTERN PENNSYLVANIA, OHIO, AND WEST VIRGINIA

Emerson Reid today announced the acquisition of Wexford, Pennsylvania-based employee benefits service firm, JRG Advisors, LLC (“JRG”). The combined entity will operate under the Emerson Reid and My Benefit Advisor brands with employees continuing to work out of their Wexford, Pennsylvania office location. The acquisition of JRG strengthens Emerson Reid’s footprint in western Pennsylvania, Ohio, and West Virginia. JRG Advisors has more than 25 years of experience in developing and managing value-based, solutions-oriented products and services particularly for membership organizations, associations and trusts.

Commenting on the announcement, Richard F. Galardini, Chief Executive Officer for JRG, shared: “We look forward to joining forces with Emerson Reid by combining our resources and expertise to best position our associations, broker partners, and clients for success. For more than a decade, JRG has been focused on delivering innovative product and service solutions and cultivating strong, long-term relationships with our clients. Our partners will now have access to Emerson Reid’s My Benefit Advisor platform, specialized departments, and in-depth healthcare reform and compliance resources.”

Emerson Reid President, George A. Rosiak, added: “We are thrilled to welcome Rick and Jessica Galardini, and the talented professionals from JRG to the Emerson Reid team. This partnership further strengthens Emerson Reid’s footprint and expertise in western Pennsylvania, Ohio, and West Virginia. Through the alignment of our core business strategies and the synergies between both companies, we will continue to deliver unparalleled service and support to our association and broker partners for years to come.”

About JRG Advisors, LLC

JRG Advisors and its predecessor companies were founded in 1991 by Rick and Jessica Galardini as a privately-owned Pennsylvania-based corporation. A team of nearly 30 employees and contracted professionals focus on anticipating the needs of clients and offering innovative product and service solutions. JRG has long standing relationships with the Chambers of Commerce Service Corporation, the Pennsylvania Builders Association, the Pennsylvania Association for Nonprofit Organizations, the Pittsburgh Technology Council, and many other associations throughout Pennsylvania, Ohio, and West Virginia. To learn more, visit www.jrgadvisors.net.

About Emerson Reid

Founded in 1974, Emerson Reid is a true wholesale general agent that has grown to over 300 employees in 12 offices. The company manages over \$3.8 billion in insured premiums and more than 475,000 medical lives on behalf of their broker-partners. Its strategy is to differentiate brokers from their competition through the introduction of new and innovative programs while providing the tools, knowledge, and support necessary to expand and protect their business. For more information, visit: www.emersonreid.com