



GLENCOE CAPITAL ANNOUNCES INVESTMENT IN WESTCONGRESS INSURANCE SERVICES

Strengthens Specialty Insurance Producer's Future Serving Niche, Growing Markets

Chicago, Illinois (March 2, 2017) – Glencoe Capital Management, LLC and its affiliates (“Glencoe”), a Chicago-based private company specializing in middle market investing, announced today a significant investment in specialty insurance producer WestCongress Insurance Services LLC (“WestCongress”). WestCongress, a coverholder with Lloyd's of London, currently offers commercial general liability and commercial excess liability insurance solutions for targeted small and middle-market risks in the energy, artisan contractor and security industries.

“We believe the WestCongress and Glencoe partnership uniquely positions the company to become a national leader in providing insurance solutions for its targeted commercial segments,” said David Evans, Glencoe’s chairman and CEO. “Glencoe has had a long relationship with Richard Smith and his leadership team going back to our investment in First Mercury Financial Corporation prior to its initial public offering. We look forward with confidence to building upon this strong foundation of distribution and underwriting strength.”

Specific details were not made public, but the investment and a commitment of additional equity capital to support specific West Congress strategic initiatives will position Detroit-based WestCongress for accelerated growth of its core business, expansion of its product offerings and the addition of new underwriting teams.

“We are delighted to partner with Glencoe and look forward to working with them in further developing and implementing a strategic growth plan that will expand WestCongress’ product offerings and geographic footprint,” said Richard H. Smith, chairman of WestCongress. “Glencoe’s investment in WestCongress will allow us to strengthen our carrier and distribution relationships, add underwriting teams, and execute on strategic market initiatives as we further our mission to become the premier provider of insurance solutions on a national basis to niche and underserved markets.”

ABOUT WESTCONGRESS

WestCongress Insurance Services LLC (www.westcongress.com), a coverholder for Lloyd’s of London, is a specialty and excess lines insurance producer providing underwriting and claims management services throughout the United States. WestCongress is headquartered in Detroit, Michigan.

ABOUT GLENCOE

Founded in 1994, Glencoe is a diversified, privately-held company engaged in Food and Food Products, Specialty Chemicals, Early-Childhood Education, Plastics and Packaging, and Specialty Insurance. Glencoe businesses strive for leadership in their respective industries while recognizing the importance of socially responsible business practices. Glencoe also conducts its historical alternative investment management activities in middle market private equity. Throughout its history, Glencoe’s proprietary Executive Network which comprises twenty core business leaders - Fortune 1000 senior executives and proven entrepreneurs – provides Glencoe businesses with unique industry, strategic and operational expertise.

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WestCongress Insurance Services, LLC

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