

Upstate Agency of South Glens Falls acquiring A&B Agency, employee insurance benefits firm in Greenville

Arrow Financial of Glens Falls, which owns Upstate Agency, says merger will expand footprint south of Albany

By [Larry Rulison](#), Staff Writer July 18, 2024

SOUTH GLENS FALLS — Upstate Agency, an insurance subsidiary of Arrow Financial Corp., is acquiring A&B Agency, an employee benefits insurance provider located in Greenville.

Although terms of the deal were not disclosed, Upstate Agency is purchasing select assets of A&B Agency.

The deal will further enhance Upstate Agency's employee benefits offerings and expand its footprint into the southern part of the Capital Region.

Upstate Agency is based in South Glens Falls. Its parent company, Arrow Financial of Glens Falls, also owns Glens Falls National Bank and Trust Co. and Saratoga National Bank and Trust Co. Upstate specializes in personal and commercial insurance and employee benefits insurance. Its footprint is located from Albany to Plattsburgh.

"This partnership represents more than a business transaction. It's a union of shared values, vision and passion," Douglas Thorn, CEO of Upstate Agency, said in a prepared statement. "Having worked with owners Keith and Jennifer MacTavish in the past, I'm confident they'll bring great expertise to our agency while continuing to serve their valued clients."

Dave DeMarco, CEO of Arrow Financial, said the acquisition of A&B Agency will enhance Upstate's reputation.

"With a solid base of insurance operations in the Capital Region, we are excited to expand farther south and showcase our consultative approach," DeMarco said in a statement.

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