

# ALKEME acquires North Point Insurance Agency to expand P&C market reach

Deal to boost its presence in the Northeast



[Insurance News](#)

By [Kenneth Araullo](#)

Sep 06, 2024

ALKEME has announced the acquisition of North Point Insurance Agency, a family-owned agency with offices in New York, Vermont, and Maine.

The company noted that this acquisition is part of ALKEME's ongoing expansion strategy and strengthens its position in the property and casualty insurance market.

North Point Insurance Agency, known for its focus on property, casualty, and personal insurance, is also one of the largest insurance providers for the maple sugaring industry in the Northeast.

Curtis Barton (pictured above), CEO of ALKEME, stated that North Point's expertise in the maple sugaring industry and commitment to personalized service align with ALKEME's mission to provide comprehensive and specialized insurance solutions.

Barton said that the acquisition expands ALKEME's geographic presence and enhances its ability to serve niche markets.

Jared Jabaut, CEO of North Point, expressed enthusiasm about joining ALKEME, highlighting the opportunity to leverage the brokerage's resources while continuing to serve clients and expand their reach.

Since its founding in 2020, ALKEME has completed more than 40 acquisitions and currently operates in over 35 locations across 16 states.

Last month, the brokerage also [expanded its operations](#) by acquiring San Diego-based Dunhill Marketing & Insurance Services. The 1992-established firm specializes in life insurance and annuities targeted at high-net-worth individuals, including entertainers and athletes.

The company is also noted for managing exceptionally large insurance policies, often exceeding \$100 million in face value.

On the personnel front, ALKEME also expanded in July with the addition of [Scott Salandi](#) as the new senior vice president, director of surety.

Salandi brings over three decades of experience in the surety industry, including significant expertise in both domestic and international markets. His recent role involved growing a profitable construction surety portfolio in the Southern California marketplace.