

Pacific Underwriting Facility, LLC (dba PUF Insurance Agency) Launches; Inks Strategic Partnership with Deans & Homer; Allen Shiu named President

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Pacific Underwriting Facility, LLC (dba PUF Insurance Agency), a cannabis focused insurance agency, is excited to announce their recent launch and strategic partnership with Deans & Homer. PUF Insurance will be offering various P&C insurance products to the rapidly expanding cannabis industry. PUF Insurance has secured insurance capacity for up to \$5M for property and casualty exposures. The initial coverage territory will focus on Western states, subject to customary licensing. In addition, PUF Insurance Agency is thrilled to announce Allen Shiu as President. Shiu, along with Deans & Homer, Will Dearie, President of Deans & Homer, and former Sirius Executives Dan Wilson and Bob Kuehn are the founding members of the new agency.

Allen Shiu has been in the insurance industry since 2001. Shiu started his career at Nationwide and held property underwriter roles at AIG Lexington and Affiliated FM. Shiu was most recently with CK Specialty Insurance, as Head of Brokerage. There he utilized his underwriting experience helping retail agents find solutions for tough to place cannabis risks. He is a member of the National Cannabis Industry where he served on the Risk Management and Insurance Committee and now serves on the on the Retail Committee. Shiu is active with several professional insurance associations and serves on the boards of East Bay Independent Insurance Agents Association (EBIIAA) and Insurance Brokers and Agents of Silicon Valley (IBA Silicon Valley), including as former President. He also serves as President of the San Francisco Insurance Professional Chapter.

“Allen thoroughly knows this market and has a proven track record of growth in the space,” said Will Dearie, President of Deans & Homer. “We are delighted he has agreed to lead PUF Insurance where his knowledge and leadership will prove invaluable. I am also pleased to announce Deans & Homer has formed a strategic partnership with PUF Insurance, ensuring that PUF Insurance’s clients and carrier partners are provided with the quality administrative service that is a hallmark of Deans & Homer.”

Dan Wilson added that “Allen brings expertise and reliability to PUF Insurance as we start to build out our infrastructure. He has a unique perspective that puts a high value on underwriting and client satisfaction that will serve us and our customers well.”

“I am honored to join Will and Dan in the launch of PUF Insurance,” said Allen Shiu. “My core belief is to put our business partners and clients first. I am excited to lead this effort and delighted to have the full administrative support of the Deans & Homer organization.”

About Deans & Homer

Deans & Homer was established in 1856 and is one of the oldest continuously operating companies in California. As a family-owned underwriting manager representing several A-rated admitted and non-admitted companies, the company provides a proprietary suite of insurance products emphasizing its longstanding expertise in small commercial property market, as well as inland marine and personal lines. For more information, visit <https://www.deanshomer.com/>.

About Pacific Underwriting Facility

Pacific Underwriting Facility was formed in November 2022 to help fill the protection gap in the expanding cannabis market. Headquartered in San Francisco, California, the company's lead founders are Allen Shiu, Will Dearie, Dan Wilson and Bob Kuehn. For more information, visit <http://pufinsurance.com/>. Allen can be contacted at allen@pufinsurance.com or (415)999-0207.