Building a Future of Growth, Innovation and Diversification for Small to Midsize MGAs and Program Managers

NEWPORT
SPECIALTY PARTNERS

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Trust | Flexibility | Competency | Commitment | Collaboration

Newport Specialty Partners provides committed financial capital as well as intellectual capital through a dedicated panel of experienced insurance professionals with complementary and proven skill sets to provide:

- ✓ Liquidity
- ✓ Ownership in a diversified specialty distribution platform
- ✓ Access to a broad panel of underwriting capital/capacity
- ✓ Financial, strategic and operational support to achieve operational excellence and an enhanced growth strategy
- ✓ Increased satisfaction for our constituents—equity holders, employees, customers and markets

Characteristics of an Ideal Partner

Newport is looking for small to medium sized MGAs that fit the following criteria

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- Expertise in niche markets or specialized lines of insurance
- Long-standing, strong relationships with clients, brokers, and carriers
- Alignment on culture, with growth-oriented, entrepreneurial mindset
- Strong market presence and brand recognition
- Consistent and proven underwriting results
- Profitable and growing financial profile with strong retention

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Why Partner with Us?

Tailored Support
Strategic guidance and operational support while preserving brand value

Industry Expertise
Team of industry experts with decades of experience and deep carrier & reinsurer relationships

Growth Resources
Tools and relationships to enhance scale, technology, and carrier capacity

Access to Capital
Backed by a leading PE firm committed to long-term, sustainable growth

Trust
Partnerships built on trust, collaboration, and a shared vision for success

Liquidity & Upside
Opportunity for upfront consideration plus upside in the growth of Newport

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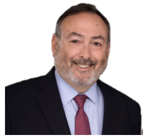
Executives & Advisors

Supported by executives and advisors with decades of experience building high quality MGAs

	Role	Experience
 Dennis DiCapua	Chief Executive Officer	• Over four decades of experience building programs and businesses for both carriers and program administrators • Held senior management positions at AIG, Reliance National, and Clarendon Insurance Group • Most recently, led the programs division of Breckenridge Insurance, a member company of Accretive Ins Solutions
 Ron Austin	Advisory Council Member	• Over forty years of experience in the insurance industry, with an extensive operating history in the underwriting as well as distribution aspects of the business • Most recently, he was an EVP at Amwins, after serving as President of Worldwide Facilities
 David Jordan	Advisory Council Member	• Retired from the P&C industry in 2024 after nearly forty-four years of mentoring individuals and building successful teams for Lexington Insurance Company, Atlantic Mutual, and W.R. Berkley Corporation • Most recently, served as CEO of Breckenridge IS, Inc
 Greg Massey	Advisory Council Member	• Greg has been in the industry over forty years, most recently retiring from Zurich where he held senior leadership roles finishing his career leading the Program/MGA division • Previously, Greg worked at Selective Insurance and the Hartford
 Hank Haldeman	Advisory Council Member	• Over forty years of experience in the wholesale & specialty sector, most recently as President of Worldwide Programs for Amwins and member of the executive leadership team of its Underwriting Division (over $3B in NWP) • Led wholesale and specialty program underwriting operations, new product development, and corporate integration
 Kelly Drouillard	Advisory Council Member	• Kelly has over thirty-five years of industry experience focused on carrier operations, M&A, financing, and strategic growth spanning retail to reinsurance • She has facilitated countless transactions totaling over $1B in total value
 John Peppard	Advisory Council Member	• John has been involved in reinsurance and specialty insurance for over forty years handling all lines of business through different sources • Held senior underwriting positions at Partner Re, Constitution Re, Gerling Global, and, most recently, SCOR Re.

Backed by Collaborative Investors

Lovell Minnick Partners, a private equity firm focused on investments in financial services, financial technology and business services with a 25-year track record, is partnering with Newport to execute on its growth strategy. LMP has significant investing and operating experience within the insurance distribution, services and related technology sectors and has helped companies grow by building scale organizations, entering new markets, investing in existing and new product development, launching new businesses, forming strategic partnerships and sales channel relationships, and acquiring complementary businesses. To learn more visit https://www.lmpartners.com/

Relevant Investments

Whether you're looking for growth capital, additional capacity, ownership transition, or something else, let's explore how we can help

Contact Us

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Proud member of: TARGET MARKETS Program Administrators Association