

PRESS RELEASE

Winter-Dent & Company Becomes 100% Employee Owned

Effective February 5, 2018, Winter-Dent & Company transitioned its ownership into its Employee Stock Ownership Plan and is now a 100% employee-owned company. An ESOP plan functions much like a 401k retirement plan, but with its sole investment being its employer company, and the beneficial owners being all of the employees that work for the company.

With 55 insurance and employee benefits professionals working from its two offices located in Jefferson City and Columbia, Winter-Dent has grown into an important employer and service provider in the Central Missouri area.

Louis Landwehr, the agency's CEO commented that "There has been tremendous consolidation in the insurance agency industry in recent years, with several local competitors selling out to large national firms in the past few years. It is important to me and my business partners that we remain a locally-owned company. While we have enjoyed having Winter-Dent as a family-owned business for 37 years, we are excited about the future of our company as not only a large locally-owned employer, but a company that is now 100% owned by all of the employees who have worked so hard to get us to where we are today."

Winter-Dent's roots can be traced back to 1912. The insurance agency, at the time known as Steininger Agency was purchased in the 1940's by Lyman Winter who renamed it the Winter Insurance Agency. When Mr. Winter's son-in-law, Jim Dent joined him in ownership, the agency was again renamed to Winter-Dent & Company. Mr. Dent eventually purchased the business from Mr. Winter.

In 1980, Jim Dent was killed in a car accident. The agency at the time employed 10 people in Jefferson City, MO, including Jim "Twink" Landwehr. Mr. Landwehr agreed to purchase the agency and was successful in keeping the company alive and growing.

Until becoming employee-owned on February 5, 2018, majority ownership of the agency had remained in the Landwehr family for the past 37 years, with Mr. Landwehr's son Louis joining the agency in 1993, buying him out in 1999, adding partners over the past several years including Jim Neuner who joined the firm in 2008, merging his local employee benefits practice into Winter-Dent & Company.

Mr. Landwehr goes on to say "An ESOP form of ownership allows all of our employees to share in the continued success of our company. Employee-owned companies are some of the best performing and most exciting companies to work for. We feel confident that going down this path with our new ownership structure will allow us to continue to grow our business and employment in the Central Missouri area, as well as continue to expand into other geographies as those opportunities present themselves."

Winter-Dent & Company is an independent insurance agency and business consulting firm with divisions specializing in Commercial Insurance and Risk Management, Employee Benefits, Financial Services, Surety and Bonds, as well as a Personal Insurance and Risk Protection practice.

Contact:

Louis Landwehr

(573) 634-2122 or Louis.Landwehr@winter-dent.com