



M&T Insurance Agency adds Lapera

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Jen Lapera

New York, NY M&T Insurance Agency, Inc. (MTIA), the commercial insurance and risk management subsidiary of M&T Bank (M&T) (NYSE: MTB), has hired Jen Lapera as a senior vice president and casualty leader for the company's Real Estate & Construction practice.

In her new role, Lapera will be responsible for managing casualty insurance placement, program design, and strategy for MTIA's Real Estate & Construction and New York City clients and will also be involved in complex casualty placements across MTIA's footprint.

“Our clients will continue to benefit as we grow our team and increase our expertise across the industry to provide best-in-class solutions,” said Tom Delark, regional market leader & brokerage practice leader at MTIA. “Jen will be a true asset leading our Real Estate & Construction Group’s Casualty practice, bringing innovative ideas to insurance placement, design, and strategy to support our clients’ complex insurance needs.”

Lapera has an extensive background in the insurance industry. Before joining M&T Insurance, she served as a senior vice president at Marsh & McLennan. In that role, she managed a multimillion-dollar premium book of business for private equity portfolio companies including upper middle management to large global accounts ranging in size from \$350,000 to more than \$25 million in total cost of risk.

MTIA’s Real Estate & Construction Group works with property owners, managers, developers, general contractors, and subcontractors on every step of the real estate development and management journey. The group assists with property, liability, environmental, cyber, and other complex risks while also providing specialized administrative support for complex real estate organizations.

“I am thrilled to be here and look forward to helping M&T further expand its Property & Casualty footprint,” said Lapera.

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