

*United Way of the Tri Valley area features United Insurance, Corporate Champion Circle Member United Way of the Tri-Valley Area launched its Corporate Champion Circle (CCC) in the summer of 2018. CCC members partner with United Way for one year, support their community, and receive unique partnership benefits. Corporate Champion Circle members contribute at one of three giving levels - Platinum (\$5,000), Gold (\$3,000), or Silver (\$1,500). To recognize these members, and to get to know those who are passionate about United Way better, we have started a series that shines a light on these businesses.*

## **Please welcome United Insurance – Farmington, Danika Bates | Agency Manager**

The United Insurance - Farmington office, known locally as Shiretown Insurance, was formerly owned, and operated by Scott Landry from 1994 – 2015. During this time, Scott was joined by his son, Seth Landry (<https://unitedinsurance.net/profile/seth-landry/>), in 2000, and Matt Rungi (<https://unitedinsurance.net/profile/matt-rungi/>), in 2003. Upon Scott's "retirement" in 2015, he sold the agency to United Insurance, where Seth took over management and operations under the United Insurance name until 2021.

In 2021, Danika Bates was promoted to Agency Manager of the United Insurance – Farmington office. Danika was born and raised in New Portland, attended college at the University of Arizona in Tucson, graduating with a degree in Business Administration. Upon her return to Maine, Danika spent 10+ years in banking and financial counseling positions, most notably as a foreclosure mitigation specialist with WMCA, before joining forces with UIG in 2017.

20+ years later, Seth Landry continues to serve our community in a Vice President & Account Executive capacity for United Insurance, along with Matt Rungi.

United Insurance began as a single, local agency with a commitment to always do the right thing. Since 1868, their core values have remained the same: focus on exceptional customer service, provide expert insurance knowledge, and always present honest and fair solutions.

Today, United Insurance handles the risk management and insurance needs for over 6,500 businesses both large and small and provides personal insurance coverage to over 25,000 clients. Most importantly, they are part of the communities they serve – it's where they live, work, and play.

United Insurance's current President & CEO is Wilton's very own, Zack Frechette (<https://unitedinsurance.net/profile/zack-frechette/>). Zack has carefully curated a vision for the Farmington office rooted in growth for the organization and a larger community presence. Most recently purchasing the Church Street Commons building, which the United Insurance – Farmington Team will move into this spring.

Danika talks proudly of her team, *"they are knowledgeable, compassionate, and committed to our community."* She goes on to explain that at the Farmington agency she leads, they have a

robust team of eleven to help with any personal or commercial insurance needs. She continued to highlight that their employees remain their most valued asset.

When asked what challenges and opportunities are in the local community, Danika shared, “One of the greatest challenges that many are facing is the unstable economy and higher cost of living. It has been difficult for many to find quality employment with higher wages, locally. The local economy needs to be able to recruit and retain younger workers, so they can continue to support the community, socially and economically.”

Danika pointed out the community opportunities by saying, “the sense of community is very much present in members helping to take care of others in times of need. Whether it be the community rallying in time of crisis or one neighbor helping to transport another, the community comes together for each other.”

Danika shares that United Insurance has always been a strong supporter of United Way and that partnering through the CCC membership is a meaningful and impactful way to invest in our local communities. She is proud to represent United Insurance in support of the United Way of the Tri-Valley Area as a Corporate Champion Circle Member.